

<https://www.youtube.com/watch?v=1hLaLgwW9CU>

TASK I Watch the beginning of an episode of a popular British TV show called *Dragons' Den*. What is the show about? [00:00 – 2:27]

Try to use these words in your answer: to pitch, entrepreneurs, reality TV, business ideas, investment, business angels, a share





TASK II Watch the introduction again [00:00 – 2:27], note down what the following numbers refer to (they don't come in the same order in the video):

- 1 billion –
- £73 000 –
- £100 000 –
- £29.99 –
- 20% –
- 3300 –
- 55% –
- 5 –

TASK III Watch the next part of the clip and answer the questions: [02:28 – 04:39]

1. Is *Motormouse* the only product David has ever *come up with* (=invented)?
2. Who's the couple's target customer?
3. How stiff is the competition to *Motormouse*? In what way does *Motormouse* stand out?
4. What's the missing link the couple came to the show for?

TASK IV Listen to the next section and note down the reasons why some of the dragons pull out of the negotiation. Who is interested in making a deal with David and Patti? [05:04 – 06:55]

 Theo	 Duncan	 Deborah	 Peter	 James

TASK V Watch the next part – what's the offer made by James Caan? What do you think the duo will decide? [06:55 – 08:18]

TASK VI Read the sentences from the show and figure out the meaning of the underlined expressions.

1. We spotted a gap in the market for an executive level, beautifully engineered wireless computer mouse.
2. It's our intention to launch a range of computer mice.
3. To date, our sales have exceeded over 3300 units, our turnover has exceeded £73 000.
4. What we intend to do is to build licensed branded products utilizing the intellectual property of the motor manufacturers that we intend to partner with.
5. David and Patti Bailey are asking the Dragons for a £100 000 in return for twenty percent share of motor mouse of their high-tech wireless computer mouse.
6. The market is extensive.
7. I'm gonna tell you where I am.
8. Could I leverage your expertise?
9. Could we have a quick board meeting?
10. Is it a deal the duo is willing to make? (*the expression goes: "to make a deal"*)
11. I'd meet you halfway – I'd go for 45%.

TASK VI Take another look at the underlined expressions. Choose 5 and make your own sentences with them.