



Name: _____

Quiz

Points: _____

Unit 4, Listening 2, Activity A, B,



Faisal: Hi, Waleed, what are you doing?

Waleed: I'm doing my assignment for my Business 103 class.

Faisal: You are not! You're playing a computer game.

Waleed: No, really, this is my assignment. It's called the Lemonade Game.

Faisal: You're kidding. What a silly idea!

Waleed: It's not a _____ idea at all! Look. Here's how it works. As a player, you imagine that you are going to start a lemonade stand to make some money. You have \$20 to start your business. This first screen gives you a list of the _____ you need to buy: paper cups, lemons, sugar, and ice. At the bottom of the screen, it tells you what the weather's like for the day. That helps you _____ how much you should buy. This is especially important for the ice and lemons. Any ice you don't use in one day will melt. If you buy too many lemons on a hot day, they can go bad.

Faisal: Right. I suppose there will be more _____ for lemonade on a hot, sunny day and

less demand on a cool, cloudy day. Can I try it?

Waleed: Sure, go ahead. Here's the screen for supplies. Just click how much you want of each thing.

Faisal: OK, I ordered my supplies. What's next?

Waleed: Next, you click OK and go to the next screen. Decide on the price for each cup of lemonade. After that, you need to _____ how many lemons and how much sugar to use in each pitcher of lemonade. People prefer lemonade with more lemons and sugar. But, that also makes it more expensive. Try using five lemons and four cups of sugar in each pitcher.

Faisal: OK. And I think 25 cents for each cup is a good price.

Waleed: No, don't charge 25 cents. I think that's too expensive. Try charging 20 cents.

Faisal: Well, if you say so. Oh, look, people are buying the _____. They're saying,

"Mmmm." I guess they like it. Uh oh, now the sign says, "**Sold out.**" Looks like I didn't make enough.

Waleed: Yeah, too bad. Now watch the screen. The program _____ how much you sold and your _____ or _____ for the day. Oh, no! You started with \$20, but now you only have \$18.46. You lost \$1.54. Sorry! Maybe 25 cents was a better price!

Faisal: Yeah, I told you so! But anyway, this is just a simple game. How can you learn about business from this? A real business is much more difficult.

Waleed: Well, the game is simple, but the decisions are the same as the ones you make in a real business. How much will it cost to make a product? How much should you sell it for? What do people want in the _____ -and so on.

Faisal: True, but I still think a game is way too much fun for a homework assignment. After all, this is a university business class, not kindergarten!

Waleed: But business is fun! Besides, it's better to practice with a computer lemonade stand than to lose real money on a real business!

Thanks!