

# Dragons' den.



## BEFORE WATCHING

### THE TV SHOW

1. Have you heard of the tv show "dragons' den"?
2. In case you haven't, what do you think it can be about?
3. Read the text on page 78. Where your predictions correct?

### VOCABULARY

1. Match the words/phrases to the correct definition.

#### ENTREPRENEUR - MAKE UP FOR - TO BE AT THE FOREFRONT - JITTERS

- A. To compensate: \_\_\_\_\_
- B. A person who creates a new business: \_\_\_\_\_
- C. Feeling of extreme nerves: \_\_\_\_\_
- D. To be in a leading position: \_\_\_\_\_

2. Use the words/phrases from the previous activity to complete the following sentences.

- A. As an \_\_\_\_\_ you have to put a lot of work, money and time into your business.
- B. When I drink a lot of coffee or mate, I get the \_\_\_\_\_.
- C. Portho Gelatto is \_\_\_\_\_ of the ice cream business in San Juan.
- D. Our attitude \_\_\_\_\_ our lack of experience.

## WHILE WATCHING

1. Watch Marissa and Ted 's pitch and answer the following questions.



- A. How did Marissa find out the wonders of matcha?
- B. What benefits does their drink have?
- C. How many of the "dragons" make an offer?
- D. Do they accept any of the offers? Do they present a counteroffer?

## AFTER WATCHING

- A. Would you try their product? Why (not)?
- B. What do you think of their final "result"?
- C. If you could create a new flavour for their drink, which one would it be?
- D. Listen to another business pitch (page 79) and create your own one!