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Tycoons

The entrepreneur(s) will give a short presentation of their product/service, then they will answer your questions. You decide whether to invest in their project and on what terms. You normally ask for a bigger stake than the amount the entrepreneurs offer.

Here are some suggested questions. Try to add three questions to the list.

- Tell us about your background.
- Where did you meet?
- Do you have a business plan?
- How would you describe the market for your product?
- What is special about your product/service? What are its USPs (unique selling points)?
- Do you have a patent for it?
- How much of your own money have you spent on it?
- What about competitors?
- What are your forecasts for (a) turnover and (b) profit?
- What do you want from us, in addition to money?
- Who will make your product?
- How will you market your product/service?

Note: If you are working with another tycoon, you may wish to offer the whole of the stake yourself in order to make as much profit as possible. You don't have to divide the stake between the two of you!

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Other members of the board (not presenting)

- 1 As one group, discuss the three strategies. What are the advantages and disadvantages of each one? Which will be a) the most risky, b) the most expensive?
- 2 Prepare some questions to ask after you have heard each presentation by the three directors.

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Supplier 2

You represent Pacific Traders. These are the terms you can offer.

- Delivery: by sea; 3,000 necklaces and bracelets within 30 days of receipt of order; 2,000 necklaces and bracelets by 15 November; earrings should be available by the end of November.
- Trade discount of 5% off list prices
- Returned goods: no returns unless the goods are faulty.
- Guarantee: three months

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Supplier 3

You represent The Artisans Co-operative. These are the terms you can offer.

- Delivery: normally 30 days by sea after receiving an order, but there have been problems with delivery recently. Your company has just appointed a new shipping agent, who should be more reliable.
- Trade discount of 10% for new customers
- Returned goods: no returns except for faulty or damaged goods
- Guarantee: six months