

# Dragon's Lair

<b>Topic</b>	Business investment
<b>Level and Subject/s</b>	KS4 Business, KS3/4 Enterprise, KS3/4 PSHE (financial capability)
<b>Duration</b>	1 hour 15 mins +
<b>Background</b>	Greenham Common Business Park is home to organisations of differing sizes and types. Each business contributes to the local economic growth and employment opportunities.
<b>Aims</b>	<ol style="list-style-type: none"> <li>1. To introduce students to a range of small, medium and large size enterprises in various markets</li> <li>2. To illustrate the growth patterns of various organisations and the issues raised in investment decisions</li> </ol>
<b>Enterprise outcomes</b>	<p>Students will develop the following enterprise capabilities;</p> <ul style="list-style-type: none"> <li>✦ Spotting an opportunity</li> <li>✦ Managing risk</li> <li>✦ Influencing others and negotiating</li> </ul>
<b>Activity outline</b>	This activity makes use of case studies of organisations based at Greenham Common Business Park. Students are asked to consider a range of hypothetical investment opportunities and decide where their money would best be placed, thus better understanding issues of risk and return
<b>Tasks</b>	<ol style="list-style-type: none"> <li>1. Teacher introduces activity and explains aims (5 mins)</li> <li>2. Teacher explains the background of Greenham Common Business Park and the nature of business parks in providing a home for diverse organisations – video may be used instead (5 mins)</li> <li>3. Four students are selected to form the 'Dragon's Lair'. These students work together to discuss what makes a good investment, and what constitutes a good return on an investment. Note that some of the investments will return a profit whilst others will bring non-financial benefits, for example social enterprises. They each have a fictional £100,000 to invest. The remainder of the students work in pairs. Each pair is given a case study of a business at Greenham Common, with the a fictional investment project which an organisation of this type might seek funding for. The students examine and discuss the case study, taking note of key points to prepare to present to the group. Each pair must decide how to convince the rest of the class to back their project (15 mins)</li> <li>5. Each pair has 5 minutes to present their business and investment opportunity and negotiate funding from the Dragon's Lair. The Dragon's Lair are NOT looking for a return for themselves, but instead should be evaluating the benefits brought to the organisation and/or the community against the sum to be invested. If no offer is made by an individual 'dragon', or a partnership of 'dragons', after 5 minutes then the business has failed to raise funds. (30 mins+)</li> <li>6. Dragons feed back to class on why they chose particular projects (10 mins)</li> <li>7. Teacher revisits activity objectives and summarises what has been learnt (10 mins)</li> </ol>