

LEARNING BY EAR 2009

Economics – 5th episode

SUCCEEDING IN THE BUSINESS WORLD

Series: “THE STORY OF TWO YOUNG PEOPLE, WHOSE
SUCCESS STEMS FROM THEIR POCKET MONEY”

Author: Frédéric GAKPARA

Editors: Yann Durand and Sandrine Blanchard

Translator: Anne Thomas

FIFTH EPISODE: “Never give up!”

Scene 1, IN THE YARD AT HOME

Characters: **John** (*17-year-old boy, twin.*)

Jane (*John's twin sister.*)

Narrator

Scene 2, SHEEP MARKET

Characters: **Jane** (*John's twin sister.*)

1st Customer (*30ish-year-old woman.*)

2nd Customer (*50-ish-year-old woman.*)

3rd Customer (*A toothless 70ish-year-old woman.*)

Narrator

Scene 3, THE POST OFFICE

Characters: **John** (*17-year-old boy, twin.*)

Motor-taxi driver (*37-year-old man.*)

Narrator

Scene 4, ON A PARK BENCH

Characters: **John** (*17-year-old boy, twin.*)

Jane (*John's twin sister.*)

Narrator

Optional Voice: Dictionary voice for “The Little Dictionary”: male if narrator is female and vice-versa

NB: The “Little Dictionary” is an optional (LBE Plus) extra, which should be taken out if the manuscripts in your language is too long.

NB!!!: Please adapt the currency to your target zone or invent a currency if you want

Learning by Ear Soundtrack

Intro

NARRATOR: Hello Learning by Ear friends, and welcome to this Deutsche Welle series about the subject of economics entitled “THE STORY OF TWO YOUNG PEOPLE, WHOSE SUCCESS STEMS FROM THEIR POCKET MONEY”. John and Jane have followed the advice of their father and grandmother. They have started working harder at school and are soon going to enter the 13th grade. They are really happy because they almost failed their exams, which would have led to them to have to repeat the year. And they are looking forward to the holidays. They plan to sell their groundnut flour and a few bags of salted groundnuts. But times are tough in this fifth episode entitled **"Never give up!"**

Scene 1, IN THE YARD AT HOME

JOHN AND JANE

ATMO: *It's morning. Background noise — yard and birdsong.*

1. **Jane:** Did you count the bags?
2. **John:** Yes, I've got 560 in total.

3. **Jane:** Have you finished the washing up?
4. **John:** Yep, it's all done. Don't forget the coins!
5. **ATMO:** *cat meows*
6. **Jane:** I've got them already. John, you forgot to feed the cat again.
7. **John:** Sorry! I just wanted to finish counting the bags.
8. **Jane:** How can you forget to feed the cat when you know we're going to be back late?
9. **John:** Sorry, Jane.
10. **ATMO:** *Sound of a bowl being put on the floor*
11. **Jane:** Hurry up, we're late!
12. **John:** All done, he'll have enough for the whole day now.
13. **Jane:** Shut the door!
14. **ATMO:** *Squeaking of a door and sound of locks*

15. **Jane:** Put the key in the flower pot!
16. **John:** Stop it now! You go on too much, Jane! Do you have to tell me everything?
17. **Jane:** Ok, ok keep your hair on! Can't you see I'm stressed out?
18. **John:** Everything's going to be fine. Don't worry! Let's go...
19. **ATMO:** *Sound of steps and an iron door*

NARRATOR: The twins' day is going to be very busy. Jane has decided to visit her old customers at the sheep market...

Scene 2, SHEEP MARKET

JANE, 1st CUSTOMER, 2nd CUSTOMER, 3rd CUSTOMER

20. **ATMO:** *Noise of the sheep market: sheep, goats, sellers, buyers*
21. **1st Customer:** But, Jane! You've put less in the bags than before!

- 22. 2nd Customer:** I said the same. We like your groundnuts, Jane, but look at the price! Groundnuts are not gold nuggets!
- 23. Jane:** It's not my fault, customers. The price of groundnuts has tripled in a few months, just like all the other cereals, you know. I don't even make a profit anymore, but what can I do?
- 24. 1st Customer:** It'll be ok. It'll be ok. Times are tough.
- 25. 2nd Customer:** But what's causing all this change in the country?
- 26. Jane:** The rain didn't come when it was supposed to this year. And the state raised the price of petrol as well as increasing taxes.
- 27. 1st Customer:** Oh god! And yet there are still a few who continue to parade around in their huge cars.
- 28. 2nd Customer:** If you start talking about that, we'll be here all night! (*To Jane*) What's in the bottles?
- 29. Jane:** It's roasted groundnut flour, for making sauces. It's like groundnut paste but it's easier to use and to store.

30. **2nd Customer:** But that's for white people!
31. **1st Customer:** How much are you selling it for?
32. **Jane:** 3,200 francs a liter.
33. **Both Customers:** Aahhhh!!!!
34. **2nd Customer:** That's what I was saying: It's for whites...
35. **Jane:** But you can make at least three pots of sauce with one bottle, ladies.
36. **1st Customer:** Really? Sell me a bottle and I'll find out if you are telling the truth.
37. **2nd Customer:** If it's good, let me know and I'll buy some next time.
38. **Jane:** Thank you, ladies! I'm going over to the other side now.
39. **The two customers:** Good bye, Jane!
40. **ATMO:** *poultry and birds shouts*
41. **Jane:** Hello, Ma'am!

42. **3rd Customer:** Hey, my girl! Haven't seen you for a long time!
43. **Jane:** Yes, Ma'am. I was at school.
44. **3rd Customer:** Oh! That's the most important thing, my girl. We never had the chance ourselves.
45. **Jane:** I've brought you some groundnuts, Ma'am.
46. **3rd Customer:** Let us have a look then. How much does a bag cost now?
47. **ATMO** *sounds of bags being fingered by customer*
48. **Jane:** Still twenty-five francs, Ma'am.
49. **3rd Customer:** *(She shouts)*
Po! Po! Po! Po! Po! Po! Po! What is the world coming to? Don't we want to enjoy the pleasure of eating anymore? My god, girl, a baby could swallow these in one go! No! This bag is not worth twenty-five francs!
50. **ATMO:** *market sounds fade*

NARRATOR: John, meanwhile, has been running errands downtown. It's lunchtime and he has to go and fetch his mail from the post office. He takes a shortcut past the station and gets stuck in a huge crowd waiting for a goods train.

Scene 3, THE POST OFFICE

JOHN, THE MOTOR-TAXI

51. **ATMO:** *A train arrives. Sellers jostle each other. A motorbike tries to get through.*
52. **John:** *(To the man on his motorbike)*
Can I get through, Sir?
53. **Motor-taxi:** *(angry)*
Can't you see that I can't even get through myself?
54. **John:** What do you mean, you can't get through? Motorbikes have to go the other way! You always think you have the right of way, you taxi drivers!
55. **Motor-taxi:** Oy, boy! Who do you think you are to be telling me what to do? Tsss!
56. **ATMO:** *crowd noises should be made louder*

57. John: *(To himself)*
I hate these old guys who don't have any respect for others!

58. Motor-taxi: What did you say? Come here and repeat what you just said but louder! What a cheek!

NARRATOR: John just about manages to avoid a fight. He takes refuge in the crowd and makes his way to the post office.

59. ATMO: *Post office: sound of envelopes being franked and of John opening his P.O. box*

NARRATOR: At 3 p.m. John and Jane meet in the park, as they have been doing ever since they launched their business, and then they make their way home.

Scene 4, ON A PARK BENCH

JOHN, JANE

60. ATMO: *Children playing table football shout. Sound of swings and children playing.*

61. John: You sold practically everything!

62. Jane: Yes, almost. You, however, didn't do much apparently!

- 63. John:** That's true. As planned, I went to the post office at lunchtime and then afterwards I got put off by all the customers complaining.
- 64. Jane:** Yes, they complained to me as well but in the end I was able to persuade some people to have a bit of sympathy for what we're going through.
- 65. John:** Guess what? There was a letter from Uncle Sami!
- 66. Jane:** Oh, thank god. He answered!
- 67. John:** I've been reading the letter over and over again, ever since I...
- 68. Jane:** Does that mean it's good news? What does he say? Don't keep me in suspense now! Give me the letter!
- 69. John:** *(Laughs)*
Ha! Ha! Ha!
- 70. ATMO:** *Envelope being opened*
- 71. Jane:** *(Jane reads aloud)*
"Hello my very dear nephew and niece! I was

very happy to get your letter and to hear that everyone is well. Business is booming, apparently? I'm glad for you! Congratulations too that you passed your exams and are entering the 13th grade! Regarding the advice you asked for, I would be happy to help. I've got friends here and contacts all over Switzerland. I think your business might interest a lot of people. But it would be best for us to communicate via the Internet. It's faster and cheaper. You already have my email address. Fo Blam told me you had written to him too. We speak on the phone almost every week. He promised to do what he could at his end. I will expect your email. Take care and send my best to your dad and grandmother. Uncle Sami..."

72. John:

(shouting with happiness)

Yeah!! Cool!! It's bound to work out with him helping us!

NARRATOR:

And this brings us to the end of the fifth episode of our Learning by Ear series on the subject of economics "Never give up!" John and Jane are in a good mood again and now they have the chance to offer their product to Europe. This would not be the case if they'd given up the first

time they had a problem.

And now it's time for our "Little Dictionary" where we find out the meaning of some of the more complicated economic terms that are relevant to this episode

Jingle "The little dictionary"

PRODUCTION OPTION:

Each LbE language can change the dictionary voice as it sees fit (using cartoon voices, echoes etc...) or let the narrator voice the key words (bold and underlined).

73. DICTIONARY VOICE:

The world's main economic system is the **market economy**. Global capitalism functions a bit like a local market: different people offer the same products or the same services. Customers can thus decide where to do their shopping. **Competition** between businesses in the same sector functions along similar lines: the success of a business compared to another depends on factors such as rates and quality-price ratio. Customers can never be taken for granted because they can always go elsewhere. Some firms form understandings, agreeing to coordinate prices for example, to keep their

customers. These **cartels** can thus control the market and prevent competitors from entering. Some people are critical of the principle of competition at any cost. They say it makes businesses constantly offer lower prices, to the detriment of their employees' wages or of quality in the production process. Some businesses are the only ones to offer certain products or services. They have **monopoly** status and are not subjected to competition. Some certain state structures are based on this principle.

66. Closing soundtrack to be left running after the outro and brought up

NARRATOR: So what will John and Jane do now? To find out more, don't forget to listen to the next episode. And remember, you can listen to this episode again or tell us what you think about this series by visiting our website at:

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Bye for now and please don't forget to tune in next time!

Music up

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