

LEARNING BY EAR 2009

Economics – 3rd 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

THIRD EPISODE: “School and business: just a question of good planning”.

Scene 1, AT THE MICRO FINANCE INSTITUTE

Characters: **John** (*16-year-old boy, twin.*)

Jane (*John's twin sister.*)

Information officer (*26-year-old man, employee at the microfinance institute.*)

Mrs Clarisse (*31-year-old woman, Customer Services.*)

Emmanuel (*29-year-old man, Mrs Clarisse's colleague.*)

Narrator

Scene 2, ON THE WAY BACK

Characters: **John** (*16-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. It tells “THE STORY OF TWO YOUNG PEOPLE, WHOSE SUCCESS STEMS FROM THEIR POCKET MONEY”. In this third episode, which is entitled “**School and business: just a question of good planning**”, John and his twin sister, Jane, have decided to find out how to open a bank account. They are also trying to figure out how to continue doing business without neglecting their schoolwork. Let's follow them closely so we can learn from their experience...

Scene 1, AT THE MICRO FINANCE INSTITUTE

JOHN, JANE, INFORMATION OFFICER, MRS CLARISSE, EMMANUEL

ATMO: *At the bank: tills, computers, printers, customers... (These sounds form a background noise until the end of scene 1).*

1. **John:** *(Whispering)* What should we do?
2. **Jane:** Well, what did we come here for? We want to find out some information!
3. **John:** *(Whispering)*
I know, but whom should we ask?

4. **Jane:** Look! It says "Information" there. Let's ask that man.
5. **ATMO:** *Sound of their steps going towards the information officer.*
6. **Jane:** Hello, Sir!
7. **Information officer:** Hello, young lady!
8. **Jane:** We would like to open a bank account, please.
9. **Information officer:** We don't have bank accounts here, we have savings accounts.
10. **Jane:** Er... What are savings accounts exactly?
11. **Information officer:** The accounts we handle in the microfinance branch are savings accounts, whereas banks have bank accounts. This here is a microfinance institute.
12. **John:** Could you tell us the difference, er the advantages or conditions, for opening an account with you?

- 13. Information officer:** You would have to ask Mrs Clarisse. Go down the corridor, it's the first door on the left. It says "Customer Services". You'll find her there.
- 14. John and Jane:** Thank you, Sir!
- 15. ATMO:** *Sound of their steps until the right door. They knock at the door.*
- 16. Mrs Clarisse:** Come in!
- 17. ATMO:** *Sound of the door opening. Sound of office and air-conditioner.*
- 18. John and Jane:** Hello, Madam!
- 19. Mrs Clarisse:** Hello! Have a seat!
- 20. ATMO:** *Sound of chairs being pulled out.*
- 21. John and Jane:** Thank you, Ma'am!
- 22. Mrs Clarisse:** What can I do for you?
- 23. Jane:** We would like to find out about the different accounts and how to open one. My brother and I wanted to open a bank account with you

but the man at the information desk said that here you only deal with savings accounts. We'd like to know the difference and what our options are.

- 24. Mrs Clarisse:** The difference, my dear friends, is that you've knocked at the right door. Here you can open an account with 6,000 francs and two ID photos and you won't have to pay any fees. You will even gain interest on your savings. And if you ever need a loan, you will be able to borrow three times the amount you have saved. How old are you?
- 25. Jane:** 16 ... we're twins.
- 26. Mrs Clarisse:** Ah ha! I thought so! You look like two peas in a pod. And you've got a surefire money-making scheme, have you? What do you do?
- 27. Jane:** We're schoolchildren. We're about to start the 12th grade. But we sold groundnuts during our holidays and we want to open an account with the money we made.
- 28. Mrs Clarisse:** That's a clever idea! We cannot actually give credit to anyone under 18 but between now and then you can save your money here and

when the time comes, you'll be able to get a good loan.

29. **Jane:** *(To John)*
We can open it, can't we?
30. **John:** Yes, I think we ...
31. **Mrs Clarisse:** It seems like your brother doesn't like to talk much.
32. **John and Jane:** *(laughter)*
33. **ATMO:** *Someone knocks at the door.*
34. **Mrs Clarisse:** Yes, come in!
35. **ATMO:** *The door opens. Sounds from the entrance hall invade the office all of sudden.*
36. **Mrs Clarisse:** Ah! Emmanuel, give me a few minutes please!
I'll just finish with these customers and then we can look at that file.
37. **Emmanuel:** Ok! Will you tell me when you are ready?
38. **Mrs Clarisse:** Yep, no problem!

- 39. ATMO:** *The door shuts again. The sounds from the entrance hall fade.*
- 40. Mrs Clarisse:** *(To John)*
What is your name?
- 41. John:** John.
- 42. Mme Clarisse:** John! So the young lady must be called Jane or Janie?
- 43. Jane:** Jane.
- 44. Mrs Clarisse:** John and Jane... So, shall we open the account?
- 45. Jane:** Yes, Ma'am.
- 46. Mrs Clarisse:** An account for each of you or a joint account in one of your names?
- 47. Jane:** A joint account in my brother's name.
- 48. Mrs Clarisse:** *(To John)*
Is that what you want too?
- 49. John:** Yes, Ma'am! I agree with my sister.

- 50. ATMO:** *The drawer opens. Mrs Clarisse takes out some forms and shuts the drawer.*
- 51. Mrs Clarisse:** Well now! Here are some forms to fill in. Take your time, John! If something isn't clear, just ask me, that's what I'm here for. Have you got an ID?
- 52. John:** I've got my school ID.
- 53. Mrs Clarisse:** Perfect! And the photos?
- 54. John:** I haven't got them on me. Can I bring them to you tomorrow?
- 55. Mrs Clarisse:** Of course! Take a seat here at this table to fill out the forms and that's basically it. As soon as we've don't the paperwork you will an account with us.
- 56. ATMO:** *John and Jane mumble as they write (name, first name, address..). We hear the sound of keyboards and Mrs Clarisse putting away her files...*

NARRATOR: John and Jane have made a big step by opening a savings account. John is excited by the idea of one day being able to take out a big loan. He wants his savings to grow as fast as possible.

Scene 2: ON THE WAY BACK

JOHN AND JANE

57. ATMO: *Street sounds.*

58. John: *(Happy)*
Jane, we've got an account!

59. Jane: *(Ironic)*
Really? You're joking!!!

60. John: Stop teasing me! Do you know what this means? It's a big day for us!

61. Jane: Yes, I know. But I'm getting cold feet. I'm a bit scared by all this. It all seems to be going too fast. The money, the account, and later on the loan. We're too young for all this, John. We just wanted to run a little business scheme for the holidays. Aren't you scared by all this?

62. John: Well, I think it's our destiny. We wanted a little business scheme and now we've got it! We have to go for it! This is our chance, Jane! You always had more faith in the whole project than me. What's happening to you?

- 63. Jane:** It's all been too easy that's all. I've got a bad feeling. What about school? How are we going to manage everything? You know that high school isn't easy. Dad has always told us...
- 64. John:** Yeesss I know!! And of course I feel the same way. But we've always coped till now. Listen, this is how we'll do it. We will supply our regular customers on Wednesday afternoons and Saturdays when we don't have school. And we won't go out onto the streets ourselves so we have more time for our homework.
- 65. Jane:** *(Without enthusiasm)*
Yes, let's see. Careful, John! There's a red light!
- 66. ATMO:** *Sound of cars and motorbikes starting up at the lights. Newspaper vendors at the roundabout are shouting.*
- 67. John:** I'm so happy that I'm no longer paying attention to what's around me.
- 68. Jane:** *(Without laughing)*
Make sure you put me in your will before you run out into the road.

- 69. John:** *(Laughing)*
Ha! Ha! Ha! But you're already my natural heir!
- 70. ATMO:** *Cars stop at the lights. Their engines slow down. We hear the sound of pedestrians crossing the road...*
- 71. Jane:** *(Nervous)*
Can't you hurry up a bit, John?
- 72. John:** *(Calm)*
No worries, little sis, I'm in control of the situation.
- 73. ATMO:** *Having crossed the road. The sounds of several sewing machines from a tailor's shop.*
- 74. Jane:** *(Exasperated)*
Will you stop dragging your feet right in the middle of the main road?
- 75. John:** What's wrong with you? Why are you so annoyed? We've crossed the road now.
- 76. Jane:** You're getting on my nerves. Let's go and get our school uniforms at the tailor's and go home.

77. John: (*Unhappy*)

Whatever...

78. ATMO: *sound of sewing machines fades...*

NARRATOR: John and Jane have managed to open a savings account, which is an indication of their good management skills. But while John is exploding with happiness, Jane lets her fear get to her: the fear of making big decisions. The two decide that they will concentrate on their studies.
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).

79. DICTIONARY VOICE:

John and Jane have made progress by opening a **savings account**. The money they put into the account will accrue **interest**, which the bank will give them every year. The

interest rate varies from one bank to the next but it is always a percentage of the amount saved. The more savings, the more interest. But private savings are not always enough to finance a big project. So, business people borrow money from a bank, which is called a **loan**. But the bank charges interest and therefore the longer it takes to pay back the loan, the more one has to pay. Usually, mainstream banks do not want to lend money to very poor people. Poorer people can take out **microcredit** loans from microfinance institutes, NGOs or certain banks. These are small loans at advantageous rates that make them easier to pay back. It is always very important for business people and private individuals to manage their accounts properly. Sometimes this means dropping certain projects so as not to incur any unnecessary **debts**. If someone or a company has too many debts, this can end in bankruptcy.

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

NARRATOR: So, are John and Jane now safe from any nasty surprises? Are Jane's fears justified? 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 to be turned up

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