

## LEARNING BY EAR 2009

### Economics – 9<sup>th</sup> 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

#### NINTH EPISODE: “Free fall!”

##### Scene 1, IN JANE'S OFFICE

**Characters:** **Jane** (*20-year-old, Commercial Director of AOOT*)

**Mrs Sika** (*24 years old, Secretary AOOT*)

**Mr Zewouze** (*26-year-old accountant at AOOT*)

**Shouts of workers on strike, Scene1**

**Narrator**

##### Scene 2, AT THE HOTEL

**Characters:** **Jane** (*20-year-old, Commercial Director of AOOT*)

**John** (*20-year-old CEO of AOOT*)

**Hotel receptionist** (*Woman 50 years old*)

**Dad** (*Jane and John's father, 49 years old*)

**Granma** (*Jane and John's grandmother, 70 years old*)

**Uncle Sami** (*Jane and John's uncle, 52 years old*)

**Envoy from Foundation of African Entrepreneurs** (*46 year-old-man*)

**Narrator**

### **Scene 3, AT THE HOSPITAL**

**Characters:** **Jane** (*20-year-old, Commercial Director of AOOT*)

**Dad** (*Jane and John's father, 49 years old*)

**Granma** (*Jane and John's grandmother, 70 years old*)

**Uncle Sami** (*Jane and John's uncle, 52 years old*)

**Envoy from Foundation of African Entrepreneurs** (*46 year-old-man*)

**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”. Jane came back from her last trip to Germany and Switzerland with a big smile on her face because she had found some new customers. But her joy was short-lived because all the employees were striking when she got back to the office. John, who came back two days ago, has deserted the office. Jane is at the company headquarters with the accountant and the secretary. She is trying to understand what's going on. This is the ninth episode of our series entitled, "**Free fall!**"

**Scene 1, IN JANE'S OFFICE**

JANE, MRS SIKA, MR ZEWOUZE Crowd...

**ATMO:** *sound of air conditioning, employees outside striking*

1. **Crowd:** Mr. John! We want our wages! Mr. John!
  
2. *Jane is furious. She is pacing up and down her office.*
  
3. **Jane:** For how long have our employees not been paid?
  
4. **Mr Zewouze:** For three months, Miss.
  
5. **Jane:** Three months? And what are those cheques on my brother's desk, if not the wages?
  
6. **Mrs Sika:** They are cheques that Mr. John wrote but which bounced and were sent back with threats...
  
7. **Jane:** What? Has my brother gone mad? He signs cheques that bounce and he doesn't pay the wages for three months and I don't know anything about it? But you're the accountant, aren't you?
  
8. **Mr Zewouze:** Yes, Miss!

9. **Jane:** Are your wages in arrears as well?
10. **Mr Zewouze:** Er... No, Miss!
11. **Jane:** (*outraged*)  
Oh, I see! Charity well-spent! You're his lackey basically! You rake up the money in the coffers, eleven million to be precise, and transfer it to him in Brazil while your colleagues don't get paid and while I, the commercial director, and his SISTER have no idea what he's up to. At least your bonuses must be good. Has Mrs. Sika been getting her wages?
12. **Mrs Sika:** No, Miss! Mine are two months in arrears.
13. **Jane:** (*angry*)  
What is all this mess? Why didn't anyone tell me anything? Where are the company profits? How can we be behind paying wages when we make about ten million every week at the least?  
(*Shouting*)  
Answer me, Mr. Zewouze!
14. **Mr Zewouze:** It's the CEO...

- 15. Jane:** *(Shouting)*  
The CEO what?
- 16. Mr Zewouze:** He spends massive amounts on his trips. He insists on travelling business class and always takes one of his girlfriends with him. He often orders girls to take money from the till. And he spends lots of money in nightclubs.
- 17. Jane:** *(Horried)*  
So, that's what's been emptying the coffers of a company that makes more than five hundred million a year?
- 18. Mr Zewouze:** He also lost a lot at the casino. And he just lost a great deal by speculating on coffee in Brazil.
- 19. Jane:** How much did he lose?
- 20. Mr Zewouze:** At the casino, I don't know exactly but he lost two hundred and sixty million on the coffee.
- 21. Jane:** *(Shouting)* What????
- 22. ATMO:** *Silence. We can hear the shouts from the demonstrators outside.*

**23. Jane:** He speculated or he was completely conned? I guess that's why he hasn't set foot at home since he got back. Where is he? (*She shouts*) I'm asking you, Mr. Zewouze! Where is my brother???

**24. Mr Zewouze:** He's at the Grand Hotel.

**25. Jane:** What room?

**26. Mr Zewouze:** (*mumbles*)  
36.

**27. ATMO:** *sound of Jane running and slamming the door*

**NARRATOR:** Jane takes her car keys and rushes to the Grand Hotel where her brother is staying.

**Scene 2, AT THE HOTEL**

JANE, RECEPTIONIST, JOHN...

**28. ATMO:** *Jane runs up the stairs to the hotel*

**29. Jane:** (*out of breath and angry*)  
Hello, Miss! I'm looking for Mr. John, Room 36.

**30. Receptionist:** Have you got an appointment?

- 31. Jane:** I'm his sister. I don't need an appointment!
- 32. Receptionist:** He must be at the swimming pool.
- 33. ATMO:** *By the swimming pool, clients splash each other.*
- 34. Jane:** *(she calls, still angry)*  
Hello, John!
- 35. John:** *(surprised)*  
Who told you I was here?
- 36. Jane:** *(fuming)*  
Are you making fun of me? You're sunning yourself by a pool while our company is collapsing because of you and you dare ask me about who told me you were here? What about the fact that all the employees are on strike?
- 37. John:** *(mocking)*  
I'll just fire them. It's simple enough.
- 38. Jane:** Oh, really?! It's that simple? How will you pay their wages and compensation? You've got some twenty bounced cheques on your desk! You've gone mad, John! You went to Dubai to lose money at the casino and then you went to



Brazil to speculate on coffee with two hundred and sixty million? And all this without saying a word? I'd be ashamed if I were you!

- 39. John:** Did Zewouze tell you all that? (*threatening*) He'd better pack up and leave before I get there.
- 40. Jane:** My god, what planet do you think you're on? Have you forgotten where you started out? Have you forgotten that we sold groundnuts that we transported on our heads? And moreover have you forgotten that it's my money too, not only yours?
- 41. John:** Don't worry, I'll pay you back!
- 42. Jane:** How? By speculating on girls? You're crazy!
- 43. John:** Stop talking to me like that or else...
- 44. Jane:** Or else what, John? Else you're going to hit me? Well, go ahead! Seriously, I feel sorry for you!
- 45. John:** You feel sorry for me? Why aren't you crying then?

**46. Jane:** *(cold)*  
I regret the day that I asked for our account to be put in your name only. You've abused my trust, John. But only **you** will pay for your stupidity! Good luck!

**47. ATMO:** *Jane leaves. She walks down the steps of the hotel. Sound of door. She starts the car and drives off fast. All of a sudden the car swerves, she tries to break desperately and then crashes against an electric pole. Passers-by shout. Ambulance sirens ...*

**NARRATOR:** Jane is taken straight to the emergency department. Eleven days later, she is still in hospital, but she is no longer in a coma and is allowed visitors. Her father, her grandmother and her uncle Sami from Zurich are all there.

### **Scene 3, AT THE HOSPITAL**

JANE, DAD, GRANMA, UNCLE SAMI, EMCI...

**48. ATMO:** *African hospital. Patients groan, cry, sound of stretchers.*

**49. Granma:** *(Crying to herself)*  
What's going on? My granddaughter... She had just come back from a trip. Does the witch want to kill my Jane?

- 50. Uncle Sami:** Granma, if you carry on you won't be able to come to the hospital anymore!
- 51. Granma:** *(Listening to nobody)*  
My only girl. Who's going to bury me if she's no longer here?
- 52. Dad:** Granma, please, that's enough. Jane is out of danger now.
- 53. Jane:** *(Weakly)*  
Granma, don't cry...
- 54. Uncle Sami:** Jane, we're all here around you. You'll soon be out of here. Some eyewitnesses told us what had happened. The company will be ok too. I'll find some credit so you can make fill your orders
- 55. Jane:** Where's John?
- 56. Dad:** He went home. He was here before but you still hadn't come to.
- 57. Jane:** *(weak still, until the end of the scene)*  
I saw him when I was in a coma. There were strangers pushing me into a big black hole.

John was holding me up with all his strength so I wouldn't fall. He was calling Mum for help. Mum appeared all in white. She made the strangers go away. She smiled at us and then she disappeared.

**58. Dad:** John doesn't leave the house anymore. He has lost a lot of weight. I think he feels really guilty about what happened to you.

**59. Uncle Sami:** Guilt pangs or not, I've taken away all his cheque books and I've shut down his personal account as well as forbidding him from going to the office until you decide a few things.

**60. Jane:** I've got some money in my account. If our creditors want to create problems for him you can use my money to pay off his debts.

**61. Granma:** Do you want me to bring in you something, my angel?

**62. Jane:** No, don't worry, Granma. I've got everything I need.

**63. ATMO:** *Light knocks at the door, which opens slowly.*

**64. Dad and Uncle Sami:** Welcome!

65. **Foundation envoy:** Thank you! Good evening everybody!
66. **Granma:** Good evening!
67. **Foundation envoy:** I'm from the Foundation of African Entrepreneurs. We heard about your accident, Miss. The Foundation wants to express its support and from all of its members.
68. **Jane:** Thank you, this is my father, my uncle and my grandmother.
69. **Foundation envoy:** Pleased to meet you. The Foundation would like to pay for your medical expenses.
70. **Dad:** (*surprised*)  
We are honoured, Sir. We will come to your headquarters when Jane is back on her feet.
71. **Foundation envoy:** The president also mentioned the difficulties your company has been going through at this inopportune moment. At this time of high unemployment it would be a shame to have to shut down your company, since it does employ 300 people. Nor should the example that you are for young people be wasted. The president wants the Foundation to lend you three hundred

and fifty million so that you can rescue your company from bankruptcy. In return you would have to guarantee that the management is irreproachable in future.

**72. Uncle Sami:** I am very glad to hear your offer, Sir. Thank you so much. I can guarantee that our two young entrepreneurs have learnt their lesson!

**73. Foundation envoy:** And finally, here's an invitation to represent Africa at the next World Trade Fair in Canada. You will be part of our official delegation in four months time.

**74. ATMO:** *Thank you from the whole family.*

### Outro

**NARRATOR:** And this good news brings us to the end of the ninth episode of our series, entitled "Free fall". John let himself be taken in by the trappings of success. And Jane almost paid for it with her life. But her good nature and all her hard work have saved her. 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).

### 75. DICTIONARY VOICE:

John and Jane's company was on the verge of **cessation of payment**. In other words, our two young heroes almost went bankrupt! If a company's expenses exceed its returns, then a company falls into **debt**. A company can also lose money or go bankrupt because of bad investments or ill advised speculation on the stock market. Another risk is that in times of financial crisis, the demand for certain products may fall and then a company may have to borrow money, and end up owing too much money to **creditors**, other companies or banks. John and Jane were lucky that the Foundation came to their rescue. But in reality, a company that has such big problems often has to **file a bankruptcy statement**. It declares to a court that it is bankrupt and then the company goes into **liquidation**, possessions are sold and employees end up without a job.

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

**NARRATOR:** So will the two young entrepreneurs go to Canada for the World Trade Fair? What surprises will be in store for them there? You'll find out soon in the tenth and last episode of this fascinating series. And remember, you can listen to this episode again or tell us what you think about this series by visiting our website at:

**d w dash world dot de slash l b e**

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

**Music up**

END