

LEARNING BY EAR 2009

Economics – 8th episode

SUCCEEDING IN THE BUSINESS WORLD

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

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EIGHTH EPISODE: "Between two airports"

Scene 1, IN JANE'S OFFICE

Characters: **Jane** (*20 years old, commercial director AOTT*)

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

Mrs Sika (*24 years old, Secretary at AOTT*)

Miss Mable (*22 years old, former schoolmate of Jane*)

Narrator

Scene 2, AT THE AIRPORT

Characters: **Jane** (*20 years old, commercial director AOTT*)

Dad (*Jane's dad, 49 years old*)

Stewardess' voice for airport announcements, Scene2
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, 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”.

Two years have passed since John and Jane dispatched their first container to Europe. Since then, business has been consistently good. The twins have now turned 20. They employ over three hundred factory and office workers. Their company has diversified. Apart from groundnuts, "Appetizers of the Tropics" (AOTT) now sells tropical fruit jam and dried fruit. The twins are also studying. At the company's new premises, Jane, the business manager, is receiving visitors. This episode is entitled "**Between two airports**":

Scene 1, IN JANE'S OFFICE

JANE, GRANMA, MRS SIKA, MISS MABLE...

ATMO: *Air conditioning. Sounds of printer and photocopier. The intercom rings.*

1. **Jane:** Yes, hello Mrs. Sika? ... Grandma is here?
Ask her to wait a minute, I'm coming.
2. **ATMO:** *We hear Jane's steps and her opening the door... The office echoes her voice... We hear the sound of a fax...*
3. **Jane:** Oh, Granma! I promised I would drop by before leaving. Why did you come all the way here? You must be tired! Come in!
4. **Granma:** Oh! My little Jane, you're so busy! You would probably have only remembered me at the airport!
5. **ATMO:** *They go into the office.*
6. **Jane:** Of course not, Granma! That happened only once and I promised it would never happen again. I had planned to drop in on you on the way home.

7. **Granma:** And what about John? What did I do to him?
He never comes to see me now!
8. **Jane:** He went to Dubai two weeks ago and then he was supposed to go to Brazil before coming back. He hasn't been in touch. I don't know where he is right now.
9. **Granma:** He went that far away without even saying goodbye to me?
10. **Jane:** Granma, even I don't know what's going on with John. That's his office, just there, but we barely speak to each other. Girls queue up to see him all day and he gives them money. Sometimes, he leaves the office before me but he only gets home when we are already asleep and he wakes me and dad up.
11. **Granma:** What? Who? John? The boy who hated it when girls looked at him?
12. **Jane:** Grandma, your angel has become the CEO of "Appetizers of the Tropics". These things change a man!
13. **Granma:** And your dad doesn't say anything?

14. **Jane:** Granma! Only money talks to your grandson!
Nothing else can make him see reason.
15. **Granma:** Money is a bad source of advice! I always
told you that, didn't I?
16. **Jane:** Everyone uses the lessons of life in his or her
own way, Granma. For me, the more I go up,
the more I'm scared of falling. The higher up
you are when you fall, the more it'll hurt!
17. **Granma:** Why has he gone to those countries?
18. **Jane:** I have no idea. He told me vaguely he was
meeting people, but who and why, I have no
idea.
19. **Granma:** Oh! I don't recognize little John anymore!
20. **ATMO:** *The intercom rings again.*
21. **Jane:** Excuse me, Granma!
(into the intercom)
What is it, Mrs. Sika? ... Who?... Mrs. Mable?
Does she have an appointment? ... Do I
know her? Well, let her in but no more visitors

after her. Please. Otherwise I won't be able to catch my flight.

22. ATMO: *She hangs up*

23. Granma: What about you? Where are you going?

24. Jane: To Germany, first.

25. ATMO: *Somebody knocks at the door*

26. Jane: Yes, come in!

27. ATMO: *Door opening and closing*

28. Jane: I'm going to stay with Fo Blam who's going to introduce me to a German businessman. And then I'm going on a training course in Switzerland.

29. Mrs Mable: Hello, Miss Jane!

30. Jane: Hello, Madam! Have a seat. Granma, just hold on for a while please. I'll drop you off at home on my way.

31. Granma: Ok, I'll wait.

- 32. Jane:** Yes, what can I do for you, Madam?
- 33. Mrs Mable:** Oh, don't you recognize me?
- 34. Jane:** Hm.
(thinking about it)
Yes, er... we were in the final year at school together, weren't we?
- 35. Mrs Mable:** *(Big smile)*
Yes, that's right!
- 36. Jane:** I wasn't very alert in class because of our groundnut business. And also I'm not very good at remembering faces. What can I do for you?
- 37. Mrs Mable:** *(Hesitating and sad)*
Well, I lost my parents and I wasn't able to get my school leaving certificate. My child is ill at the moment. His father doesn't look after him. if you could help me, God would reward you a hundredfold. I'll do any job you can find me.
- 38. Jane:** *(A bit dry)*
I would like to help you but we're not employing anyone at the moment. If you

leave your details with the secretary,
however, I'll call you if something comes up.
Now, to be honest I was just about to leave,
so please excuse me.

- 39. Mrs Mable:** *(imploring tearfully)*
Please, Miss Jane. In the name of the Lord, I
haven't eaten since yesterday. My child is
dying. Please, help me, please!
- 40. ATMO:** *Sound of a drawer opening, Jane takes out a
note*
- 41. Jane:** Here you are. I don't have much on me at the
moment but I hope five thousand will help
with your problems. Good luck!
- 42. Mrs Mable:** Thank you, Miss Jane. God will reward you!
I'll leave my details. Please don't forget me!
Thank you very much!
- 43. Jane:** I won't.
(To Granma)
Granma, we can go now!
- 44. ATMO:** *The visitor leaves.*

- 45. Granma:** *(Whispering)*
Oh! Jane! That's not like you! Couldn't you have been a bit less condescending towards that poor woman?
- 46. Jane:** That "poor woman" as you put it was part of a group of girls who made fun of me at school calling me the "groundnut girl".
- 47. Granma:** And, how did it hurt you? Who is the needier one now between you and her? You shouldn't hold such grudges against people.
- 48. ATMO:** *They leave the office, which Jane locks.*
- 49. Granma:** *(To Mrs Sika)*
Good bye, my child.
- 50. Mrs Sika:** Good bye Ma'am! Have a good trip, Miss Jane!
- 51. Jane:** Thank you, Mrs Sika! Take care of yourself! I'll call you tomorrow to tell you where I'm staying. If Mr. John comes back or calls, you can give him the details.
- 52. ATMO:** *Sound of the door. They get into the car.
Jane drives off.*

NARRATOR: Jane drives her grandmother home. She then goes back to her house to change and her father drives her to the airport.

Scene 2, AT THE AIRPORT

JANE, DAD... **Stewardess:**

53. ATMO: *At the airport, luggage carriers hurry around with carts.*

54. Dad: I'm always so proud when I take you to the airport. All the luggage carriers know you, the customs officers all greet you with respect and the stewardesses always want to serve you first. I bet the pilot'll ask you for your autograph soon!

55. Jane: *(Laughing)*
Come off it, Dad! Don't go over the top!

56. Dad: I hope you haven't forgotten anything.

57. Jane: No, I don't think so...

58. ATMO: *In the departures hall. Passengers are chatting, waiting.*

59. Jane: Ok, Dad. I'll meet you in the main hall. Have a drink while I check in.

60. **Dad:** Ok, but be careful.
61. **Jane:** Don't worry about me. I'm a big girl now!
62. **ATMO:** *Music while Jane checks in her luggage. She arrives at the bar. Announcements in the background.*
63. **Stewardess:** *(PA sound)*
All passengers on flight BA 527 to London, please go to Gate 7 for immediate boarding.
64. **Dad:** Have you finished?
65. **Jane:** Finally! I need a cold juice!
66. **Dad:** *(To the waitress)*
Miss!
(To Jane) You're even sweating!
67. **Jane:** Excess baggage. I had to fight to get it all on board. It's the samples. They are so heavy.
(To the waitress)
An orange juice, please.
68. **Dad:** Very cold, please.

- 69. Jane:** *(Laughs)*
Dad, Grandma is tired. I told her not to go to the market. Will you make sure she takes my advice?
- 70. Dad:** Yes, I'll go and visit her and make sure.
- 71. ATMO:** *A plane lands in the distance*
- 72. Jane:** I think my plane has just landed...
- 73. Dad:** What about John?
- 74. Jane:** What can I say, Dad? He's no longer a child, I can't tell him anything anymore.
- 75. ATMO:** *Some very loud passengers arrive.*
- 76. Jane:** Dad, John is my other half. We've shared everything ever since we were in mum's belly. We've cried together. Laughed together. But now success is coming between us. I think about it all the time. But I hide my sadness so that you and Granma don't worry.

- 77. Stewardess:** *(PA sound)*
All passengers on flight LH 347 to Frankfurt please go to Gate 3 for immediate boarding.
- 78. Jane:** Dad, that's mine. I have to go. Take care of yourself!
- 79. Dad:** You too, Darling. Take care and don't ever give up!
- 80. Jane:** Thanks, Dad! I love you!

Outro

NARRATOR: John and Jane have won their bet. They've managed to become successful all thanks to their pocket money. But this success means that now they practically live "between two airports". And money, the "root of all evil", seems to have gone to John's head. Where is he while Jane is on her way to Germany and Switzerland? 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).

81. DICTIONARY VOICE:

John's behavior is surprising. Success seems to have gone to his head. Has he started playing on the **stock market** perhaps? What is the stock market in fact? It's a financial market where the main things on sale are stocks and **shares**. A company can sell parts of its capital, which then guarantee the buyer some control of management decisions, as well as some of the profits, known as **dividends**. The more shares a company or a person has in a business the more influence they have on company-related decisions. Companies can accrue capital for investment by going public on the stock market and selling shares. Shares then become a matter for **speculation**. To speculate on the market means to estimate how much a share is going to grow in price. Speculators hope to buy at a lower price in order to sell shares at a higher price. It is a high-risk affair because

one can never predict with certainty how a share price will develop. The price of a share, its **listing**, is related to supply and demand. The stock market's balance depends on the psychology of the players involved. They have to react extremely quickly to economic and political information, such as a technological advance, a change of government or a conflict in a key region. If the market succumbs to panic and everyone sells their shares at the same time, the market can plunge. This in turn can cause the whole system to **crash** completely.

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

NARRATOR: Where will John's strange behavior lead him? Are Jane's misgivings justified? To find out more, don't forget to tune in 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:
d w dash world dot de slash l b e

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

Music to be turned up

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