

Sell it!

You are working in pairs. The scene is in a shop. Decide who will be the shop assistant and who will be the customer.

Shop assistant:

As shop assistant you may choose any 3 things that you want to sell. The poster contains the list of items you can choose from.

Choose what you would like to sell and share this information with your partner!

In 10 minutes collect as many arguments in favour of buying the item as you can. (You will receive paper and pencil for this.) Your goal is to SELL the item!

You will have a maximum of 5 minutes to role-play the scene.

Don't forget to write your name on the paper!

Customer:

Your task is to find out as much as you can about the item to be purchased and raise objections about elements you don't like. Argue for your expectations regarding the item and try and get a bargain.

In 10 minutes collect as many characteristics and attributes you want to get some information about from the shop assistant! (Write questions.)

You will have a maximum of 5 minutes to role-play the scene.

Don't forget to write your name on the paper!