

Welcome to

Dunbar Dragons Den!

If you don't want the Dragons and the examiners OUT of your upcoming exam, you better pay attention to this advice sheet, got it!?

- **STEP 1: Debate EACH site.**

You may already have your heart set on one site, but this is business! Use your head, not your heart! I haven't got time for weeping hearts... So spend around 5 minutes discussing with your team each site, bearing in mind the information you have already annotated on your map.

Take 3 colours, highlighters, pencils, I don't give a damn, just do it... Now, sprinkle your ECONOMIC, SOCIAL and ENVIRONMENTAL pros-and-cons ideas for each 3 sites onto your copy of Resource 6. And keep it neat and readable! I don't like investing in messy people...

- **STEP 2: Choosing your site - assess its sustainability.**

When you have discussed, pick your site. There isn't a *correct* site, so get that out of your head now... good! On the A3 paper detail out how your site is ECONOMIC, SOCIAL and ENVIRONMENTAL SUSTAINABLE. You may want to transfer your best points onto a bigger bit of paper... if I was one of your Dragons today, I would like to see something visual and good to look at, there's nothing like a presentation that's easy on the eye...

- **STEP 3: Make people sound like they are winners...**

I'm a businessman, while I like to make money, I know that stakeholders always come first! You better be clear who is going to like your choice, otherwise don't even bother talking to the Dragons as they won't be interested.

- **STEP 4: Where's your evidence?**

How many times on the TV show have you heard "I'm OUT!" said to those who come in and don't know their facts and figures? Anyone who can't back up their plans with cool hard facts are muppets... Have you used the Resource booklet to its full potential? Have you referred to the map, the photos or the facts on Dunbar? No?! Then get on with it!!

- **STEP 5: Kill off your competition**

You need to make your competition squirm; it makes you look like you've got better ideas. So kill off the other two sites, the ones you didn't choose, by describing how UNSUSTAINABLE they are, and how they will make some people total LOSERS. Don't be shy...

- **STEP 6: Admit your weaknesses**

Nobody's perfect, not even me although I come close. Your choice will have some downsides, but the Dragons will be impressed if you recognise what those weaknesses are, it shows you have your eye on the ball... Anything unsustainable about your choice? Who will be the losers? (There will be losers... there always are in business...)



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You've been chosen to be a Dragon; well done! But don't get too cosy sweethearts, there's a lot of work to do if you want to come across knowledgeable, authoritative and in charge... Remember, you can only invest in the winning formula!

Follow my steps and you won't go wrong...

STEP 1: You need to sound like you know what you are doing!

Use the A3 sheet to summarise the sustainability and unsustainability of the 3 proposed sites on Resource 6. Make sure you know where all the facts are in the Resource booklet that you can tag onto any argument. Once this is done, you've got the knowledge to make judgements.

Don't worry if you don't get everything... those who will be asking for your money will do most of the work... You just need to listen!

STEP 2: Know what you are looking for.

You want those begging for your money to make you feel like it's worth putting YOUR money where their mouth is. For this development, this is what you need to look out for:

- Have they told you why their chosen site is **SUSTAINABLE**? Listen out for those magic words: **SOCIAL, ECONOMIC, ENVIRONMENTAL**
- Have they convinced you enough that they know who the **WINNERS** will be? Not just any stakeholders, but the ones that matter... those living in Dunbar, and those in Resource 4?
- Have they talked about why you shouldn't invest in the other two sites? What is **UNSUSTAINABLE** about them? Who are the losers?
- They need to be aware of their site's limitations... credit that...
- Finally, above all else, have they used **EVIDENCE** from their knowledge and the Resource booklet?

I've created a mark sheet for you on the other side of this page which can help you - so don't worry... you are new...!

STEP 3: Know what to ask!

They really have to work for your money. Anything you aren't sure about or if you think they haven't been clear enough, be it evidence or not giving you anything about say, economic sustainability, then challenge them! Why not come up with a list of questions in advance?

Don't forget, you are in charge... make them quiver! Good luck!



Dragons Mark Sheet

Name of Dragon: _____

Team (initials/ names)	Site chosen ?	Have they mentioned these things? (You can simply tick, or maybe give a score out of 10 how clear and convincing they were?)								Limitations of their site?	Use of evidence ?	Comments/ questions you may have?
		Sustainability/winners of their site				Unsustainability/losers of other sites						
		SOC	ECO	ENV	WIN	SOC	ECO	ENV	LOSE			



Name: _____ Geog class: _____

Site	Advantages (sustainability)			Disadvantages (unsustainability)			Winning stakeholders	Losing stakeholders
	Social	Economic	Environmental	Social	Economic	Environmental		
1								
2								
3								

