

BUSINESS LANGUAGE CHAMPIONS

a project supported by the DCSF through CILT

Business Language Champion:
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Business Language Champion Education Partner:
Nick Messenger, Filey School, Filey



FILEY SCHOOL
A TECHNOLOGY COLLEGE
Caring • Learning • Achieving

The Paris Air Show Trade Game

On October 2007, a Business Language Champion partnership was created with the help of North Yorkshire Business Education Partnership and Regional Language Network Yorkshire & Humber.

Graeme Thomas from Leadergen and Nick Messenger from Filey School decided to work on developing a Trade Game for the benefit of Filey School language students. By early December 2007, details had been agreed and in January 2008, the first draft was ready.

Sample player instructions:



Outline:

“You have been told to go to the Paris Air Show with your sales team on behalf of your company. The show is one of the premier events in the world for the purchase and sale of aircraft and aircraft equipment.

As the UK Sales Managers (On-board Catering Equipment) for the UK company, UKCaterco, you can speak passable French and your purchasing team only speak similar level French too but your Senior Manager has good French. You have been advised by

your boss to conduct all business in French. Your team's objective is to ensure that plans to sell on-board galley catering equipment for the next generation of Airbus 380s is of the right standard, for the best sales price and to the right delivery frame to meet EADS manufacturing plans.

Supplies are needed by 1 June 2009 but some deliveries can be phased but must not exceed 1 June 2010 for the final delivery.”

Nick Messenger, Curriculum Leader Business/Enterprise/ICT at Filey School reported,

“The students have enjoyed the planning for the Trade Game, especially its simulated real life scenario led by Graeme Thomas from Leadergen. Further work is planned to finalise the game and to trial its use for the next academic year 08/09.”