

ESU TEACHING RESOURCE



Sales Game

This resource can be used for the development of oracy skills in their own right, or as part of any lesson to help students to consolidate their learning. The generic themes and ideas used in this activity plan can easily be replaced with topical lists or sets of prompts that suit your lesson content.

Overview

This light-hearted game is a good introduction to debating or making arguments. Students should be encouraged to understand the similarities between the techniques they use to try to sell an object, and the way in which you defend, or “sell” an idea.

Task

Students should get into small groups. Students can be given an object to “sell” to the rest of the group, or encouraged to think of their own - if generating their own objects, students shouldn’t be told that they’re about to try to sell it to the rest of the group!

Instead, get them to generate objects along a theme (things you’d pack for a weekend away, household object, something you can see in the classroom, etc.). Within the small groups, students should convince others that they should “buy” their object.

When each group has a winner, you can have a further round in front of the class to find an overall winning object.

Tip:

The “seriousness” of the game is controlled largely by the selection of initial objects. Encouraging students to think of “things that fit in a matchbox” or “things you might see in a bin” will result in a more light-hearted game, whereas more useful objects will encourage more serious speeches.



Objectives

- To relax and deliver a short speech
- To use your imagination and be creative



Resources

Some simple objects, e.g.
A pen
A pair of sunglasses
A pad of paper
A phone charger

