

THE BILLIONAIRES Students's Manual



*Realistic and
Innovative
Business English
Learning*

Business: the purchase and sale of goods and services in an attempt to make a profit.

Simulation: training by imitating the behavior of some situation or process by means of a reasonably accurate model.



 **DVBE**
DAVE VOLEK'S BUSINESS ENGLISH

www.dvbe.biz



About Dave Volek

Engineer. Businessman. ESL Instructor. Inventor. At the heart of the comprehensive suite of Dave Volek's Business English (DVBE) modules lies my diverse expertise in business, engineering, and finance; my interest in people and education; and my passion for creating innovative solutions that bridge the inherent gaps of traditional business English instruction. My proven, unconventional approach helps business and technical professionals build strong, practical English skills for the dynamic workplace.

The Other DVBE Modules



Risk & Reward Your group will choose one of three risky investments. The group who makes the best choices wins the contest.

The Grocery Store You will communicate with big numbers and use "increase" and "decrease" a lot. There's some good income statement vocabulary.



The Tractor Deal You will either be a farmer looking to buy a tractor or a farm equipment dealer trying to sell a tractor. Lots of talk about "specs." No experience with tractors is necessary: the buyer and seller worksheets will guide you.

Stan's Tents You will follow an entrepreneur prepare his marketing plan and make a similar plan of your own. There's lots of useful marketing words you need to learn.



Company Articles You will use about six pages of legal text to resolve various financial, accounting, and legal problems. You wanted some practice with legal English, didn't you? Here it is!

Credits

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EXERCISE #1: ONLINE AND HOMEWORK

The first part of this module is online. Go to www.thebillionairesonline.com and try to spend at least two hours going through some of the exercises. By going through these exercises, you will be preparing yourself for the classroom exercise.

As well, try to spend about one hour going through this manual before the classroom exercise. Please note that this manual is difficult text; even native speakers will not find this reading easy or enjoyable. But with this hour—even if you feel you do not get much—you will be more prepared for the classroom exercise.

If you don't have the time to do this homework, you should still come to the classroom activity. It's not necessary to do the homework for the classroom. The other students will get you **up to speed** very quickly.

And most importantly, bring your calculator to class. There'll be lots of **numbers** for you to **crunch**.

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EXERCISE #2: CLASSROOM

Election Process

Each company holds an **AGM** to elect its board of directors. This board **guides** the company in its big business decisions. It can approve **financing, business alliances, mergers**, purchase and sale of business units, **expansion of facilities** and **geographical territory**, and hiring and **firing** of executives.

If a billionaire has shares in a company, he or she has certain rights. That billionaire can **nominate** his or her slate for election to the board of directors. The billionaires can also vote their shares to the slate of their choice. Of course, the billionaires are going to nominate their own slates—and vote for them! As well, the billionaires can **assign** their votes to another billionaire, as will be explained later.

Each of the 12 companies has shares in World Corp. When billionaires **gain** control of a company, they will use these shares to **further** their position to become chair of World Corp.

Each of the 12 companies also owns shares in three other companies. Whoever controls a company can use these shares to nominate his own slate and vote for that slate. So gaining control of a company not only gains shares of World Corp., it also gains voting power in other companies.

Each of the 13 companies conducts its elections as a series of **run-off votes**. The **nominee** with the fewest votes is removed from the list for the next vote. The exact process will be explained in the instructions.

The instructor will also give you a schedule of when the elections are held. You will follow this schedule, conducting each company's election in the correct order.

Allies and Enemies

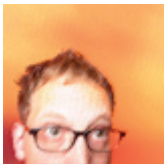
The billionaires know that Joe Shalbotnik is still quite powerful in **boardroom** elections, even though he no longer controls a **majority** of the shares. If the billionaires do not **unite** somehow, Joe Shalbotnik will **retain** control of World Corp.

Therefore each billionaire has made **alliances** with two other billionaires. Each billionaire agrees that if he or she is **dropped** from the list of nominees, these votes will be **cast** for an **ally**, understanding that the favor would be returned in another election if the ally is dropped (you **scratch my back**, I'll scratch yours!)

As well, each billionaire has an enemy among the billionaires. A billionaire enemy will cast his or her votes against an enemy **as per** the instructions which you will read later.



Below is a table of allies and enemies:



	Melvis Parsley	Sheik Ahmad Aziz	Elaine Novak	John Donald Smith	Ling Min	Leroy LaNugget	Duke Earl	Manuel Mercedes
Melvis Parsley		A			E			A
Sheik Ahmad Aziz	A		A			E		
Elaine Novak		A		A			E	
John Donald Smith			A		A			E
Ling Min	E			A		A		
Leroy LaNugget		E			A		A	
Duke Earl of Hapsburg			E			A		A
Manuel "El Toro" Mercedes	A			E			A	

An "A" represents an alliance. An "E" represents an enemy. Squares with no designation signify a neutral relationship. On your tally worksheet, billionaires with similar shading are enemies.



VOCABULARY QUIZ

For every word in this quiz, the correct answer is somewhere between four-up and four-down. Therefore you do not have search the entire list to find the answer.

Also note that the definitions fit with the context of this manual. In other situations where you may see these words, another definition may be more appropriate.

1. up to speed		a) annual general meeting when companies elect their board of directors
2. crunch numbers		b) to formally agree or confirm
3. AGM		c) to do calculations
4. guide		d) in a position where a certain level of understanding or training is reached
5. approve		e) the process of increasing in size
6. financing		f) the source of money to start, expand, or assist a business
7. business alliance		g) two companies becoming one company
8. merger		h) to lead or conduct
9. expansion		i) a building, factory, or stationary equipment needed by a business
10. facility		j) to dismiss from a position
11. geographical territory		k) two companies agree to work together for a common goal
12. fire		l) to advance, to push forward
13. nominate		m) to propose someone for an elected position
14. assign		n) to transfer the rights
15. gain		o) the region where the company does its business
16. further		p) where big business decisions are made
17. run-off votes		q) elections that continue round-by-round until one candidate gets at least 50% of the vote
18. nominee		r) to attain in a competition or struggle
19. boardroom		s) to keep
20. majority		t) more than 50% of something
21. unite		u) to remove from a list
22. retain		v) to join for a common purpose
23. alliance		w) someone who has been nominated for election
24. drop		x) someone who united with someone else for a common purpose
25. cast		y) an agreement to work together
26. ally		z) to give and return favors
27. "scratch each others' backs"		a) a letter, acronym, abbreviation, or symbol to represent something
28. as per		b) according to
29. represent		c) to give a vote
30. designation		d) not allied with or against a particular party
31. neutral		e) score or count
32. tally		f) to symbolize



ELECTION INSTRUCTIONS

Use these instructions for all 13 companies.

A. The First Round

1. Each billionaire who owns shares in the company will nominate his or her own slate of yes-men to control its board of directors.
2. Billionaires who control companies that have shares in the company going through an election can also nominate their slate.
3. If Joe Shalbotnik controls a company that has shares in the company going through an election, Joe Shalbotnik will nominate his slate to the board. At the start of this exercise, Joe Shalbotnik controls all 12 companies.
4. Add all the votes for each slate. This ends the first round of voting.

B. The Second Round

1. The slate which received the fewest votes—whether it is a billionaire or Joe Shalbotnik—is removed from the nomination list.
2. The votes representing the removed slate are recast to another slate according to these instructions:
 - (a) If the removed billionaire has an ally who is still on the nomination list, he or she will cast these votes towards the ally.
 - i) If the removed billionaire has more than one ally, the votes will be divided equally between the allies.
 - (b) If the removed billionaire has no allies on the nomination list, but has an enemy, he or she will divide his votes equally among the remaining nominees who are not enemies, including Joe Shalbotnik.
 - (c) If the billionaire has no allies or enemies on the list of remaining nominees, then these votes are dropped from the voting process.
 - (d) If Joe Shalbotnik is removed, his votes will be cast to the billionaire who is controlling the least number of companies.
 - i) If there is a tie for the least number of companies, the votes will be split evenly among these billionaires.
3. The votes are then tallied.



C. The Next Rounds

1. The billionaire (or Joe Shalbotnik) who received the fewest votes is dropped from the list.
2. If the billionaire who is dropped had received votes from a previous round (i.e., from an alliance, an enemy of another billionaire, or Joe Shalbotnik), that billionaire will decide where these votes will go. The billionaire will recast these votes as per steps B.2(a) to B.2(d).
 - a) In other words, the billionaire who originally controlled these shares no longer has any say where these shares' votes go.
3. The votes are counted. If no one receives more than 50% of the votes cast, then another round is necessary, with the billionaire with fewest votes being dropped.
4. If a billionaire or Joe Shalbotnik receives more the 50% of the vote, he or she is in control of the company and can vote that company's holdings in other company elections. You then proceed to the next company on your schedule.

D. Tie Votes

1. In the event of a tie, Joe Shalbotnik shall decide the winner as per clause B.2(d).
 - (a) If this does not resolve the issue, the referees shall agree to a winner.
 - i) If this does resolve the issue, the referees shall flip a coin.