

Dialogues: How to Sell Tickets, Amuse Your Friends, Learn Finance, and Become Part of the Class Legend

1. My Discovery:

2. What do I want to accomplish? (WAVE)

3. Preferred Type of Situation

4. Mechanics

5. And.....

Invented Dialogue Project

The Saga of the Indian River Orange Tree Groves

We can be really creative in this one, our last writing project. Invent a dialogue between yourself, who is in favor of NPV, and Mr. Payback and Ms. Breakeven, who are named for what they recommend using in the Indian River case. There should be at least 11 changes of speaker (i.e. 12 statements) in the dialogue.

A good dialogue will (and the grade will be based on) :

be interesting to listen to (Remember, play writers need to sell tickets.)

demonstrate insight into the **strengths and weaknesses of each** of these methods of picking projects. The dialogue should contain at least one of each, for each method.

If you prefer you may collaborate with other writers in producing your script.

I suggest reading your draft aloud to yourself, or preferably to someone else, before making it your final dialogue.

One of the scripts will be selected for presentation on Tuesday the 7th. The author(s) will find out at the start of our class, then they will select the actors for their script, and have a few minutes for rehearsing.

Drop your script off at the office, under the door is fine if I'm not there, or send it by e-mail attachment, by noon on Monday, December 6.

Scripts which are not presented will be exchanged to get feedback from your script writing peers.

Bring the same number of copies of your dialogue as there are authors.

Dialogue Review For _____

Does the dialogue demonstrate the writer understands the strengths and weaknesses of each method of capital budgeting?

The dialogue should be interesting if tickets are to be sold for the performance. What is the most interesting part of it in your opinion?

Number the dialogue statements. Are there at least 12?

Identify the dialogue by number where each part is found in the following grid

Strength

Weakness

Net Present Value

Payback

Break Even

Prepared by _____.