

Student A



You are an artist. Today you have a meeting with two art buyers and you want one of them to buy this picture that you have painted.

You need to be able to explain what kind of picture it is, describe the details of the picture, explain why it is important, and how it makes people feel.

You want one of the art buyers to buy your painting but you want a good price for it so you need to try to persuade them that it is worth a lot of money.

Another artist is at the meeting trying to sell one of his/her paintings. You may need to compete with him/her.

Student B



You are an artist. Today you have a meeting with two art buyers and you want one of them to buy this picture that you have painted.

You need to be able to explain what kind of picture it is, describe the details of the picture, explain why it is important, and how it makes people feel.

You want one of the art buyers to buy your painting but you want a good price for it so you need to try to persuade them that it is worth a lot of money.

Another artist is at the meeting trying to sell one of his/her paintings. You may need to compete with him/her.

Student C

You are an art buyer. Today you have a meeting with two artists to look at their paintings and see if you want to buy either of them.

You need to ask the artists to explain what kind of picture they are selling and describe the details of the picture. They should also say why their picture is important and how it makes people feel.

You need to listen to the artists to decide if you want to buy their pictures. If you decide to buy, you also need to persuade the artists to sell their pictures at a cheap price so you can make money when you sell them on to someone else.

Another art buyer is at the meeting and is also interested in buying the paintings. You may need to compete with him/her.

Student D

You are an art buyer. Today you have a meeting with two artists to look at their paintings and see if you want to buy either of them.

You need to ask the artists to explain what kind of picture they are selling and describe the details of the picture. They should also say why their picture is important and how it makes people feel.

You need to listen to the artists to decide if you want to buy their pictures. If you decide to buy, you also need to persuade the artists to sell their pictures at a cheap price so you can make money when you sell them on to someone else.

Another art buyer is at the meeting and is also interested in buying the paintings. You may need to compete with him/her.

Buying and selling

Activity Role-play

Aim To conduct a meeting between two artists and two art buyers.

Interaction Groups

Language focus Descriptive language; the language of feelings

Skills focus Speaking, listening, reading

Preparation Photocopy one worksheet for each group of four students and cut up the role cards.

Time 20–30 minutes

- Procedure**
- 1 Tell the students that they are going to be separated into groups of four students to have a meeting. Explain that two students will be artists trying to sell paintings and two students will be art buyers who are interested in buying the paintings.
 - 2 Divide the students into four groups: A, B, C and D.
 - 3 Give out the role cards. Tell the students they need to work with a partner from the same group, i.e. Students A and B work together and so do Students C and D. They have to read their cards and discuss with their partner what they will say at the meeting. Monitor to offer help where needed.
 - 4 When the students are ready, tell the students they should now divide up so that they work in groups of four with one A, one B, one C, and one D student. Emphasise that the artists need to convince the buyers to buy their paintings, and have to try to get a high price. The art buyers only want to buy good art and have to try to get a low price.
 - 5 Ask the students to begin their meeting. Monitor and offer help where needed.
 - 6 When the groups have finished their meeting and have come to a conclusion, do some open class feedback by asking each group to tell the rest of the class what was decided and why.

- Variations**
- 1 This activity could be done in pairs with one artist trying to sell his/her painting to one art buyer.
 - 2 At Step 6, the students could be asked to change groups to give feedback on what decisions were made in their meeting and why.