Selling with integrity and creativity

Hello, these three sections are to be printed off separately.

- 1. The story (you read out)
- 2. The 'True or False' one pager you give out to the participant (or fill in yourself)
- 3. The answers

If you are doing this exercise yourself then don't look at the True or False page. Read the story and then fill out whether a statement is true or false. Turn your answers over – and read again. Read three times in all. Then see how many of each column you got right.

The story

Once upon a time, there was a great city called Glum that stood beside a lake in the kingdom of Bung. In the center of the city was a castle, where the King lived with his only daughter, Christina. The king could no longer walk, but he was often seen being pushed around the city in a white, wheeled chair by his servants. Christina was a popular princess; happy and always willing to help others. The people of Bung often commented that she would make a good queen.

Now it so happened that as well as the King, his daughter and his subjects, there lived in the kingdom of Bung two witches. Groga, an ugly, disfigured witch, lived on the other side of the lake in a dark, damp cave. Gwendolyn, a beautiful witch who wore a gown that sparkled with the light of a thousand crystals, lived in a house to the West.

On the tenth anniversary of Groga's arrival, the king was wheeled onto his balcony, where he addressed those gathered below.

"Who will rid the kingdom of my arch enemy, Groga?" he asked. "Many brave men have ventured forth on this mission before, but none of those sent have returned. Do any of you have the courage to complete this deed?"

The crowd included knights from all the surrounding lands; their proud horses neighed at the ruler's words. But only one in the crowd spoke out - a stranger who had arrived the day before.

"I will kill her," said the stranger, "in return for your crown". The king replied: "That is too much to ask, but I will give you half of all the gold in the city treasury if you rid the kingdom of her."

The stranger accepted the offer, and went to see the beautiful Gwendolyn. Gwendolyn was impressed by the stranger's boldness, and she agreed to help in return for a share of the king's gold. She went into another room, where she mixed a strange potion. This she poured into a small green bottle.

"This will give you the strength of ten men", she said, handing the potion to the stranger.

The stranger travelled from Gwendolyn's house to the dark caverns on the opposite side of the lake, where Groga, who had seen her fate in a crystal ball, was waiting.

"So, you have come, as many men before you have", she said. "Seeking the king's favour?" They fought for many hours, but the witch was no match for her adversary. Eventually, tired and exhausted, she agreed to leave the kingdom forever.

The stranger returned to the city to claim the promised reward.



Selling with integrity and creativity

The Witches of Glum

Listen to the story and in the first column write if it's true or false (T or F). It will be read again and you fill in the second column T or F.

	THE STATEMENTS	1	2	3	4
1	The city was called Bung.				
2	The city was ruled by an old king, who could no longer walk.				
3	The castle was in the center of the city.				
4	Groga was a wicked witch, who lived in a cave on the other side of the lake.				
5	Princess Christina was very beautiful.				
6	The stranger was a knight from far away.				
7	The stranger wanted to be made king in return for killing Groga.				
8	The king offered the stranger a great fortune instead.				
9	A good witch lived to the West of the city.				
10	The stranger agreed to give Gwendolyn half of his gold, if she helped him.				
11	Gwendolyn mixed a potion, which she poured into a green bottle.				
12	The stranger rode from Gwendolyn's house to Groga's cave.				
13	Groga had killed many other men before.				
14	Groga's magic was no match for the stranger.				
15	The stranger used a magic potion to defeat Groga.				

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Part 3. The Statements

- 1. The city was called Bung.
- 2. The city was ruled by an old king, who could no longer walk.
- 3. The castle was in the centre of the city.
- 4. Groga was a wicked witch, who lived in a cave on the other side of the lake.
- 5. Princess Christina was very beautiful.
- 6. The stranger was a knight from far away.
- 7. The stranger wanted to be made king in return for killing Groga.
- 8. The king offered the stranger a great fortune instead.
- 9. A good witch lived to the West of the city.
- 10. The stranger agreed to give Gwendolyn half of his gold, if she helped him.
- 11. Gwendolyn mixed a potion, which she poured into a green bottle.
- 12. The stranger rode from Gwendolyn's house to Groga's cave.
- 13. Groga had killed many other men before.
- 14. Groga's magic was no match for the stranger.
- 15. The stranger used a magic potion to defeat Groga.

	False. The city was called Glum. The kingdom was called Bung.
1. The city was called	
Bung.	The fact that both words sounded similar may have made this difficult.
2. The city was ruled by	
an old king who could no	False. We are not told the king's age. He may or may not have been old.
longer walk.	Those who said he was old were probably making an assumption based
	on the fact that he 'could no longer walk'.

	True.
3. The castle was in the	
	False . At no point are we told that Groga is wicked. Participants probably assumed she was wicked because she was ugly and disfigured. We know
4. Groga was a wicked	too that the king doesn't like her, but again nowhere does it say the king
witch, who lived in a	is good!
cave on the other side	
of the lake.	False. Princess Christina was "popular." She was also happy and always willing to help others. But nowhere in the story are we told she is
5. Princess Christina	beautiful.
was very beautiful.	
	False. The crowd "included knights". We don't know that the stranger was
6. The stranger was a	one.
knight from far away.	
	False. We don't know if the stranger is even a man, so we don't know if
7. The stranger wanted	he/she would be a king or a queen. Anyway, the stranger only asks for the
to be made king in	crown – and doesn't specifically state he/she wants a title, or even power.
return for killing Groga.	For all we know the stranger may have wanted to sell the crown to the
	highest bidder - on ebay!

8. The king offered the stranger	
a great fortune instead.	False. The king offers the stranger half of all the gold in the
a great fortaine misteau.	treasury. We aren't told how much gold is in the treasury –
O A social without live data the NA/oct	,
9. A good witch lived to the West	maybe none:
of the city.	
	False . We are not told Gwendolyn is good – only that she is
10. The stranger agreed to give	beautiful and wears a sparkly gown!
Gwendolyn half of his gold, if she	
helped him.	False. He/she agreed to give her "a share". We are not told what
	the share is. And, of course we don't know the stranger is a 'he'.
11. Gwendolyn mixed a potion,	
	True!
bottle.	
bottle.	False. We don't know the stranger 'rode'. The story says the
12. The street see to de from	, ,
12. The stranger rode from	stranger "travelled".
Gwendolyn's house to Groga's	
cave.	False. We don't know whether Groga had killed anyone before.
	All we know is that those sent to kill her had not returned.
13. Groga had killed many men before.	Perhaps they had a change of heart and left the kingdom?

14. Groga's magic was no match for the stranger.	False. We are not told that Groga used magic.
115 The stranger lised a magic notion	False. We don't know if the stranger used the potion given to him/her by Gwendolyn.

Discuss the results of this exercise, developing the learning points you want to. Some suggested discussion questions are included on the following pages.

How many of you made mistakes?	Most participants are likely to have made mistakes.
What caused you to make mistakes?	The biggest cause of mistakes will have been assumptions. Participants will have made assumptions based on the limited information provided.
How many of you made assumptions, based on the limited information provided?	These assumptions will have included the belief that Gwendolyn was a good witch (because she was beautiful), and that Groga was wicked, (because she was ugly and disfigured).

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