

# Teaching by Storytelling

## Example of “Lucasito’s Story”

### 4.1 Lucasito’s Story, Episode 1 – Lucasito has big ideas

On May 30th, Lucasito Rossi will turn 15. This shall be a special day – he plans to throw a big party. Two months before his birthday, Lucasito talks about his plans with his mother. When his mother asks him, how many people he plans to invite. She nearly faints when she hears that he plans to invite around 30 people. Their apartment is much too small for them. Also, who is going to feed them? That is going to be very expensive. Lucasito’s dad had recently lost his job, and that is why they can’t afford much at the moment.

- ▲ What information are we given in this episode?
- ▲ What are the things Lucasito must think of before he can start his enterprise?
- ▲ How can Lucasito increase his chances to succeed with his plans?

### 4.2 Lucasito Episode 2 – Lucasito has a plan

Lucasito is a clever guy and was prepared for his mother’s worries. He tells her that he made a great plan: He is playing for the local football club, which owns a club house. Why not have the party there? The president of the club, Mr. Sneaker, was not too happy about this idea. However, Lucasito is a very talented football player. Mr. Sneaker has big plans for him and thinks about selling him to the famous football club „The Red Tigers“. This deal would improve the finances of his club significantly. So he does not want to upset Lucasito.

- ▲ What are Lucasito’s strengths?
- ▲ How can Lucasito’s „bargaining power“ be described?
- ▲ How can Mr. Sneaker’s „bargaining power“ be described?
- ▲ What problems could Mr. Sneaker face?
- ▲ Bonus question: How can a football club get into a dire financial situation?

### 4.3 Lucasito Episode 3 – Everything has got its price

In order to not upset Lucasito, Mr. Sneaker offers him a deal: Lucasito can rent the club house for 200 euros. He must, however, guarantee that the club house is in perfect condition the day after the party.

Lucasito agrees, and by shaking their hands they agree to the deal.

- ▲ What clever tactic does Mr. Sneaker use?
- ▲ What do you think about the price? Are 200 euros enough? Is it too much?
- ▲ What are the conditions of the deal?
- ▲ What is a “guarantee“?
- ▲ Can they seal a deal just by shaking hands?
- ▲ What happens if one of them does not stick to the agreement?
  - What if Mr. Sneaker changes his mind one day before the party?
  - What if Mr. Sneaker claims that he never made such a deal?