***Shark Tank Questions***

***“Litter”***

1. How did the two ladies come up with the idea to create custom jewelry? Whose idea was it?
2. Where did they find the material?
3. What problems did they come across trying to supply the product to the consumers?
4. What factor of production are they looking for from the Sharks? What scarce resource do they not have enough of to meet the demand for their product?
5. At what value have they placed their company? Do you think this is too high or too low?
6. How much did they sell their headpieces for? Why do you think they were able to sell them at that price?
7. What type of jewelry do they sell? How is it different than other jewelry?
8. What is rare about how popular their jewelry has become on the advertising side?
9. Why were their sales so “small” according to Kevin?
10. What is their profit margin on average per piece?
11. How much were they able to sell the chain mail body jewelry for? How much did it cost to make? Why could they sell it for that price?
12. What order do they have for Urban Outfitters? What problems do you see in fulfilling that order?
13. What do they want the investment of the shark’s money to go towards? What were the Shark’s reaction to that?
14. What is the main problem the Shark’s seem to have with what the ladies are asking?
15. What do you think would happen to the price if they made 10,000 copies of the jewelry?
16. What type of offer does Daymond offer? Would you take it? Why or why not?