

FROM BEANS TO BARS

PREPARATION

Print and cut out all the sheets of the game ("04_EN_Fom-Beans-to-Bars") as described in the document "02_EN_How-To.pdf". Each player then reads the instructions (document "03_EN_Instructions.pdf") and sets up the cards as described. With all other players watching, one team plays an exemplary round to explain the game and rules again. Once all questions have been clarified, everyone takes their places and begins to play.

GAME LEADERS SECRET

Confidential!

This game simulates a market that can develop very differently depending on how the game is played. Knowing the underlying mechanisms and relations is good - but experiencing and discovering them yourself is better! For this to happen, it is important to **hide this framed area from the players! Only the game leader should read these sections.** Preferably after reading the game instructions or playing the practice round.

Give More, Get More

In order for the value chain to be profitable, the farmer must invest a sufficient amount of money (7-9 €) at the beginning.

-> To do this, as much money as possible must flow from the retailer to the farmer.

-> To achieve this, even the 1st offers should be generous enough that they are accepted.

Stay Liquid

Especially with big investment, good action cards are worthwhile: Each line of the grid corresponds to 20% of the investment.

-> So even after trading, everyone should keep enough money to afford good action cards.

Watch Out

Anyone can sabotage the system: Each can enrich themselves or refuse deals and investment, which hurts everyone.

-> This can be used for tactical pressure (e.g. farmer "pay me decently or I won't grow any more").

-> If you want to profit, do it without driving the others into a rage or into ruin.

DYNAMICS

After a few rounds the game often tilts in one of three directions, that we can analyse and learn from:

Fragile Balance

The market works: everyone stays afloat but income piles up at the end of the value chain. This is often the case at the beginning. However, the situation is very unjust, which is why the disadvantaged players often refuse to cooperate. They can force a fair cooperation - or the downfall of all.

Collapse

All players go (almost) bankrupt. Often, after only a few rounds, the farmer has no money left to grow cocoa. This means that the other players also lose out and a downward spiral begins, which can also threaten players at the end of the value chain. Before or at least shortly after total failure, the team should analyse together what is going wrong. They should try to become profitable again - or do better in the next round.

Billionaires Club

Everyone gets rich. This can happen on the first try and is fine. How long does it take for the first players to become greedy? After all, they are still in competition.