


The trading game

- resources

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|---|--|
| <p>Fairtrade cocoa farmers (1 group of 5–6 students)</p> <ul style="list-style-type: none">• role play sheet 1• 6 sheets of brown paper• 3 sheets of yellow paper• 2 pairs of scissors• 2 pencils• 1 cocoa bean template• 1 record sheet | <p>Independent cocoa farmers (3 groups of 2 students)</p> <ul style="list-style-type: none">• role play sheet 2• 1 sheet of brown paper• 2 sheets of yellow paper• 1 pair of scissors• 1 pencil• 1 cocoa bean template• 1 record sheet |
| <p>The Fairtrade Chocolate Company (1 group of 5–6 students)</p> <ul style="list-style-type: none">• role play sheet• 4 sheets of brown paper• 1 pair of scissors• 2 pencils• 1 ruler• 1 record sheet• paperclips | <p>The Big Chocolate Company (1 group of 5–6 students)</p> <ul style="list-style-type: none">• role play sheet• 1 sheet of brown paper• 5 sheets of yellow paper• 3 pairs of scissors• 3 pencils• 1 ruler• 1 record sheet• 1 calculator• paperclips |
| <p>Supermarket (2 groups of 3 students)</p> <ul style="list-style-type: none">• role play sheet• 1 pencil• 1 record sheet• 1 calculator | <p>The Journalist (1 group of 2 students – 1 student if small class)</p> <ul style="list-style-type: none">• role play sheet• 2 pencils• 6 sheets of plain paper for taking notes |
| <p>The consumer (1 group 2 students) - (you the teacher may like to join this group if you need to make up the numbers)</p> <ul style="list-style-type: none">• role play sheet• 1 pencil• 1 record sheet• 1 calculator |  |

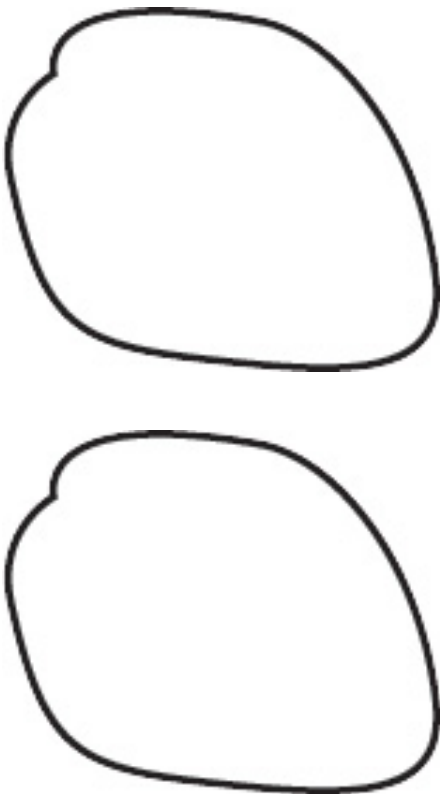
The trading game - templates

The beans in the left-hand column are plain and therefore easier for students to reproduce, to reflect that they are standard quality beans. The beans in the right-hand column represent two kinds of premium quality. When creating their own beans, students must copy the writing on them as neatly as possible. This takes longer, to reflect the process of production.

To make beans, students should use the paper from the resources you hand to them. They should reproduce the bean templates exactly. The best way to do this may be for you to trace the outline of a bean on to a piece of card and hand out cardboard cut-outs of beans to the relevant groups. Students then trace around the cut-out, and for quality beans, reproduce the text on each bean.

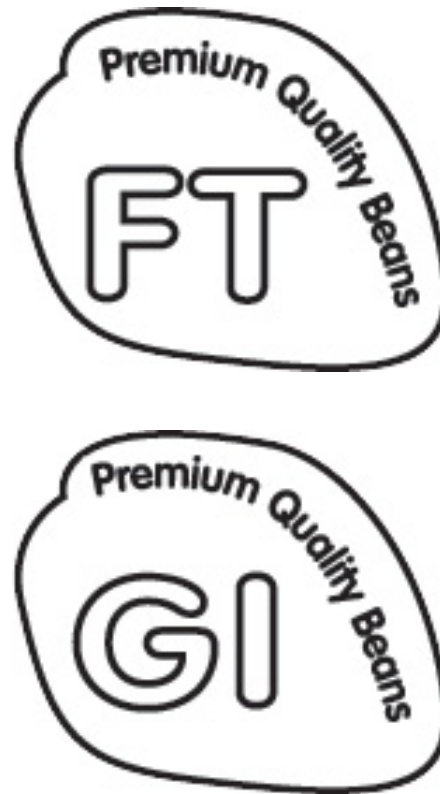
Standard quality beans

(yellow paper)



Premium quality beans

(brown paper)



Photocopy this once and give it to Group 1

Fairtrade cocoa farmers

You grow cocoa beans in Ghana and sell them to a chocolate company. You are members of a co-operative (a group) and work to support each other.

The beans you produce must look like this:

Standard quality beans

(yellow paper)



Premium quality beans

(brown paper)



They must be **exactly the same size and shape as these beans**, and the brown ones must have the writing on like the example above.

You sell your beans to either of the two chocolate companies. It's important to find out early on what they're going to offer you. Also, remember that prices might vary from one season to the next, **so start selling as soon as possible**.

Your teacher will warn you when the season is about to change. This will make things change, **so watch out!**

Keep a record of everything you have sold and to whom, and at what price.



Photocopy this once and give it to Groups 2, 3 and 4.

Independent cocoa farmers

You grow cocoa beans in Ghana on a small family farm. You sell them to a chocolate company.

The beans you produce must look like this:

Standard quality beans

(yellow paper)



Premium quality beans

(brown paper)



They must be **exactly the same size and shape as these beans**, and the brown ones must have the writing on like the example above.

You sell your beans to either of the two chocolate companies. It's important to find out early on what they're going to offer you. Also, remember that prices might vary from one season to the next, **so start selling as soon as possible**.

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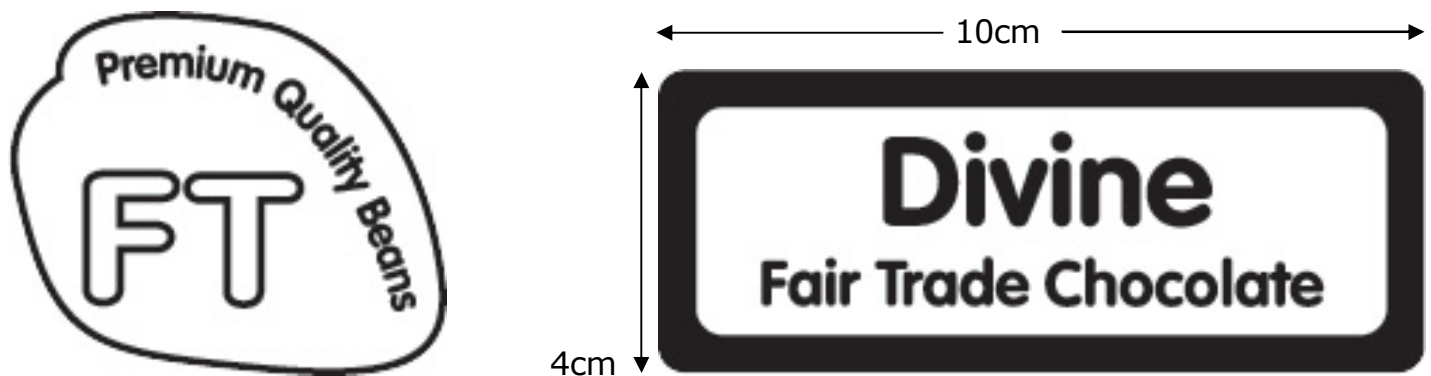
Photocopy this once and give it to Group 5.

The Fairtrade Chocolate Company

You are a Fairtrade chocolate company. You buy cocoa beans from the farmers and make chocolate bars identical to the one below. Your aim is to sell as much chocolate as possible, but because your chocolate is fairly traded, you want to get the best deal for the cocoa farmers too.

You pay the farmers 5p per cocoa bean. You can only buy 15 cocoa beans in each season, because you're a small company. You only buy top quality beans (brown) which have the letters 'FT' written on them (you can't buy the ones with the letters 'GI' on them). They look like this:

Premium quality beans
(brown paper)



Do not accept any cocoa bean that is not exactly the right shape and size.

Each completed chocolate bar must have a brown cocoa bean attached to it with a paperclip. Then you can sell the bars to a supermarket. You must sell bars to the supermarkets in batches of 5. Keep a record of what you buy and from whom, and also of what you have sold.

From the beginning of the game, you should talk to the consumers and the supermarkets, encouraging them to buy Fairtrade chocolate, and explain why. At the end of each season you pay the farmers a bonus – 0.5p for every chocolate bar you have produced.

You **CAN'T** make any special deals. You must buy at the prices stated on this card! Your teacher will warn you when the season is about to change. This will make things change, **so watch out!**

Photocopy this once and give it to Group 6.

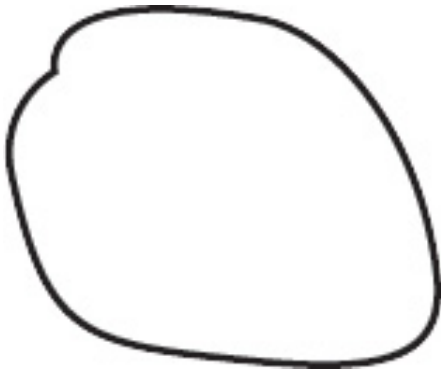
The Big Chocolate Company

You are a multinational chocolate company and operate on a very large scale. You want to produce as many chocolate bars as you can at the cheapest possible price.

You buy your cocoa beans from the farmers in Ghana. You pay 2p for each yellow cocoa bean and 3p for each brown one. Make sure that you only buy perfect beans. You can buy any beans (there are 3 kinds). This is what they should look like:

Standard quality beans

(yellow paper)



Premium quality beans

(brown paper)



Do not accept any cocoa bean that is not exactly the right shape and size.

You **CAN** make special deals with the farmers when you buy their beans!

You produce chocolate bars identical to the one below. The bars can be yellow or brown.



Each completed chocolate bar must have a cocoa bean of the same colour attached to it with a paperclip. Sell your chocolate bars in batches of 5 to the supermarkets. Keep a record of what you buy and from whom, and of what you have sold.

Your teacher will warn you when the season is about to change. This will make things change, **so watch out!**

Photocopy this once and give it to Groups 7 and 8.

Supermarket

You buy chocolate bars from the chocolate companies. You **MUST** buy them in batches of 5, and each batch must be either all Fairtrade chocolate bars or all ordinary milk chocolate bars. Each chocolate bar must have a cocoa bean of the same colour attached. They should look like this. **DON'T** accept any bars that are not perfect or that don't have the right writing on them! And don't buy anything other than bars (no beans!).



You pay the companies:

£2.50 per batch for yellow chocolate
£3 per batch for brown GI chocolate
£3.50 per batch for brown FT chocolate

You **CAN** do special deals with the companies, if you like!

Remember there is a rival supermarket and you want to make more money than them.

You sell the chocolate bars to shoppers ('consumers') at:

£1 per bar of yellow chocolate
£1.10 per bar of brown GI chocolate
£1.20 per bar of brown FT chocolate

You **CAN** do special deals for your consumers, if you like!

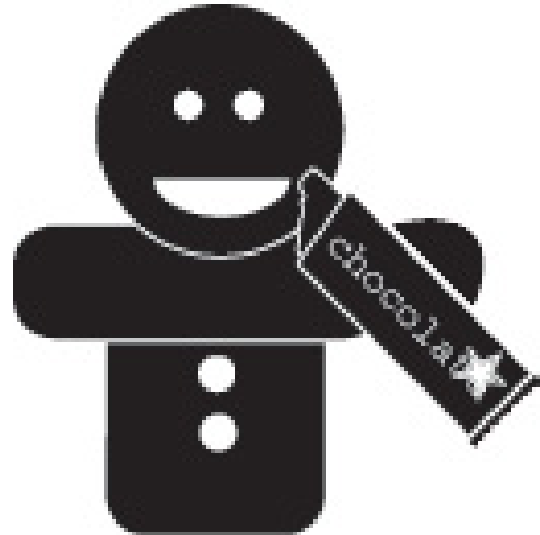
Your teacher will warn you when the season is about to change. This will make things change, **so watch out!**

Photocopy this once and give it to Group 9.

The Consumer

You love chocolate and buy it from the two supermarkets. You have £20 between you to spend on chocolate **EVERY SEASON.**

When you're not busy in the game, you may like to help the journalist group in their investigations.



Photocopy this once and give it to Group 10.

The Journalist

Your task is to write about the cocoa farming business for a newspaper in Ghana. You have to show what everyone thinks, and record this accurately and fairly. The people reading your newspaper are interested in how the farmers, supermarkets, consumers – in fact everyone – feel.

You need to go around asking all the groups about what their problems are, and write them down. Listen out for arguments and try to find out what the reasons for their problems.

Your teacher will warn you when the season is about to change. This will make things change, **so watch out!**



Season 1 (10 - 15 minutes)

Follow the instructions on your role play sheets and start producing and selling beans. You must start buying and selling as soon as you can – as soon as you've got your first beans or bars. Supermarkets and consumers should start telling the chocolate companies what they want. (Do they want to buy cheaper chocolate? Or fairly traded chocolate?) Journalists should start gathering background information.

Season 2 (5 minutes)

There has been a drop in the world cocoa price.

Many of the countries that grow cocoa beans have been producing more cocoa beans than ever. So there are too many cocoa beans on the market, and the world price of cocoa has dropped dramatically. Buyers (chocolate companies and supermarkets) can afford to be more choosy.

The Fairtrade Chocolate Company guarantee prices to their farmers. This means that the price they pay for cocoa beans stays the same.

The Big Chocolate Company cuts the price it pays to:

1p per yellow cocoa bean

2p per brown cocoa bean

Season 3 (5 minutes)

Black pod disease causes crop failure.

The dreaded black pod disease has resulted in over half this season's crop being destroyed. The price of cocoa on the world market goes up, because lots of people want cocoa, but not much is being produced.

Farmers must re-negotiate the price they are being paid for their cocoa beans with the chocolate companies.

Season 4 (5 minutes)

Consumers are realising what a good thing Fairtrade is for everyone. They want to buy more Fairtrade chocolate. Ordinary chocolate becomes less popular.

Consumers must tell the supermarkets that this is what they want!

Record Sheet

Group

**Number sold x price for each =
INCOME**

**Number bought x price for each =
EXPENDITURE**

| | | |
|-----------------|--|--|
| Season 1 | | |
| Season 2 | | |
| Season 3 | | |
| Season 4 | | |
| Season 5 | | |
| Totals | | |

PROFIT = INCOME - EXPENDITURE