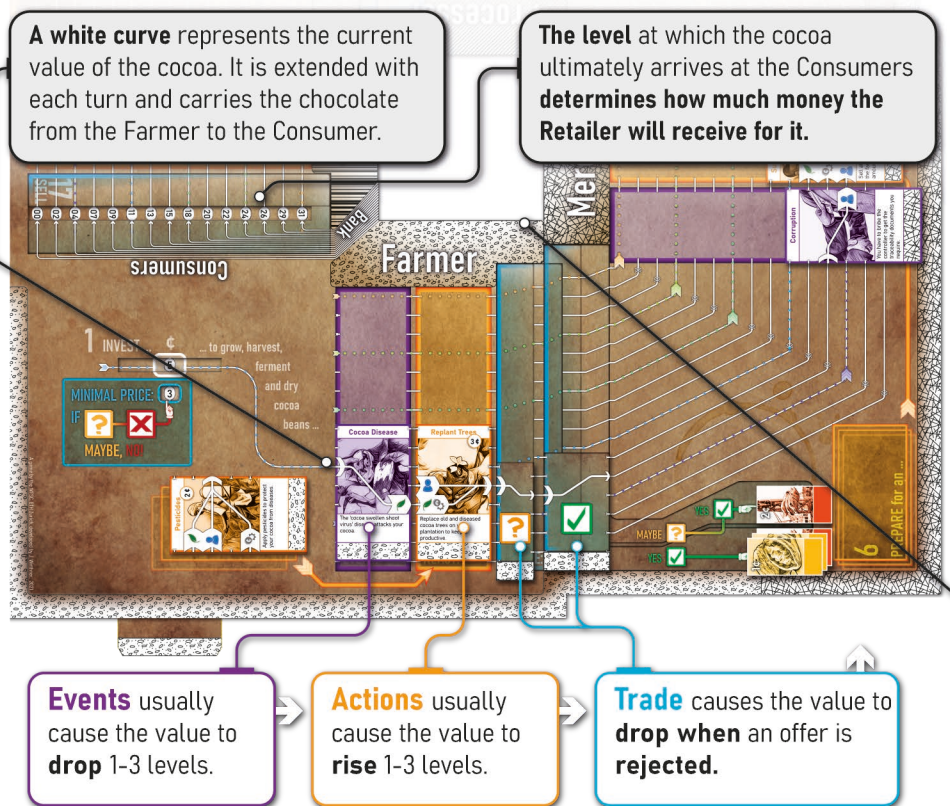# GAME INSTRUCTION

Note: This is a game. It is grounded in reality, but the events and values do not directly reflect real situations.

The Game

Four market participants play as single links of a chocolate value chain. In turns, they buy and sell a cocoa crop, which may rise or fall in value on its way to the Consumers:

The **Farmer** plants cacao, harvests the beans, ferments and dries them.
The **Merchant** buys the cocoa batch from the farmer and transports it.
The **Processor** buys the cocoa batch and makes chocolate from it.
The **Retailer** buys the chocolate and sells it to the Consumers, who pay a preset price for it.
.

A white curve represents the current value of the cocoa. It is extended with each turn and carries the chocolate from the Farmer to the Consumer.

The level at which the cocoa ultimately arrives at the Consumers **determines how much money the Retailer will receive for it.**

Events usually cause the value to **drop** 1-3 levels.

Actions usually cause the value to **rise** 1-3 levels.

Trade causes the value to **drop when** an offer is **rejected.**

The Goal

Everyone tries to **earn as much money as possible within 30 minutes.** Although the four players of each value chain are in competition, they have to cooperate. If the chain doesn't generate enough money, they will all loose money in the long run.
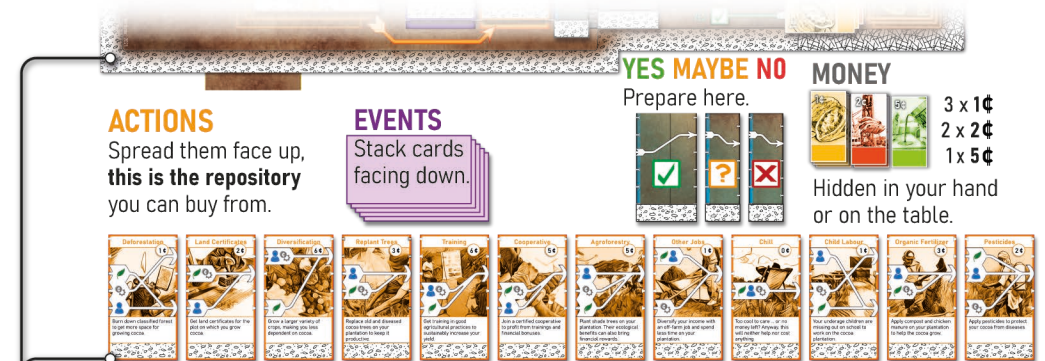
Each team of four (value chain) tries to earn more money than the other teams.

Each single player tries to earn more money than the other three members of the team.

The ranking of the **team goes BEFORE** the ranking of **single players!**

1st team = rank 1-4
2nd team = rank 4-8
3rd team = rank 9-12
and so on ...

Setting Up

ACTIONS
Spread them face up, **this is the repository** you can buy from.

EVENTS
Stack cards facing down.

YES MAYBE NO
Prepare here.

MONEY
3 x 1¢
2 x 2¢
1 x 5¢
Hidden in your hand or on the table.

The pattern on the side of the board and all cards indicates which player they belong to.

Before starting, each players lays our their cards in front of their side, as shown above.

A timer is set for 30 minutes. When the timer rings, the game ends when the current round is completed.

The Bank

The currency is called Cocoins and consists of notes with the values **1, 2, 5** and **10¢**. The bank is located in the centre of the playing field and holds all money that does not belong to the players. The bank ...

... collects the money invested in producing cocoa and buying action cards.

... pays out the money the Retailer receives from the Consumers.

Step by Step

The course of the game follows the number fields 1-17 written on the game board. Except for the very first and last step, each players' turn follows the same steps:

1 Invest (Farmer only): **Choose how much Cocoins** you want to invest in cocoa production. **Set the vertical slider** so that the corresponding amount appears in the white box and pay it to the bank.
Note: This also sets the grid for the amount of money the Retailer will receive from the Consumers at the end of the round.

2 Prepare: **Buy at least 1 and up to 3 orange action cards** from your repository to increase the value of your cocoa later on. Pay the price labelled to the bank and stack the cards in the field provided. **Note:** All prepared action cards go back to the repository at the end of each round.

3 Event: **Reveal a purple event card** and place it in the corresponding field so that it extends the incoming white line. The curve on it shows what impact the event has on the cocoa value.

The icon indicates which area was affected:

- 👤 **Society & Politics**
- 🌱 **Environment & Technology**
- ⚙️ **Finances & Facillity**

4 React! **Choose one of the action cards** you prepared in step 2 and place it to the right of the event card. **Connect the arrow that has the same icon as the event card!**

5 Sell: **Explanation of this step can be found on the next page.** Briefly:

1st Offer –> The next player places money on the field "1st Offer". You decide:

YES: Get the money offered, cocoa is sold and keeps it's full value. Next player.

MAYBE + ... : Demand a 2nd Offer but the cocoa looses some of its value. In this case the next player can make a ...

2nd Offer –> By adding money on the field "2nd Offer". You decide again:

MAYBE + YES: Take the addition of both 1st and 2nd offer, next player's turn.

MAYBE + NO: Reject both offers, get the "minimal price" displayed in the blue box at the beginning of the value curve, the cocoa looses value again!

6 — 9 Merchant
10 — 13 Processor
14 — 16 Retailer

Next Player: Other Players, same steps ... ended, the Merchant now continues the cocoa value chain. They repeat steps 2-5 in the fields 6-9 on the board, in the same fashion as the Farmer. The Processor repeats steps 2-5 in the fields 10-13 on the board. The Retailer repeats steps 2-5 in the fields 14-16 on the board, and then sells to the...

17 Consumers (Retailer only): After the Retailer plays an action card (step 16), they receive the amount indicated at the end of the value curve from the "Consumers" (paid out by the bank).
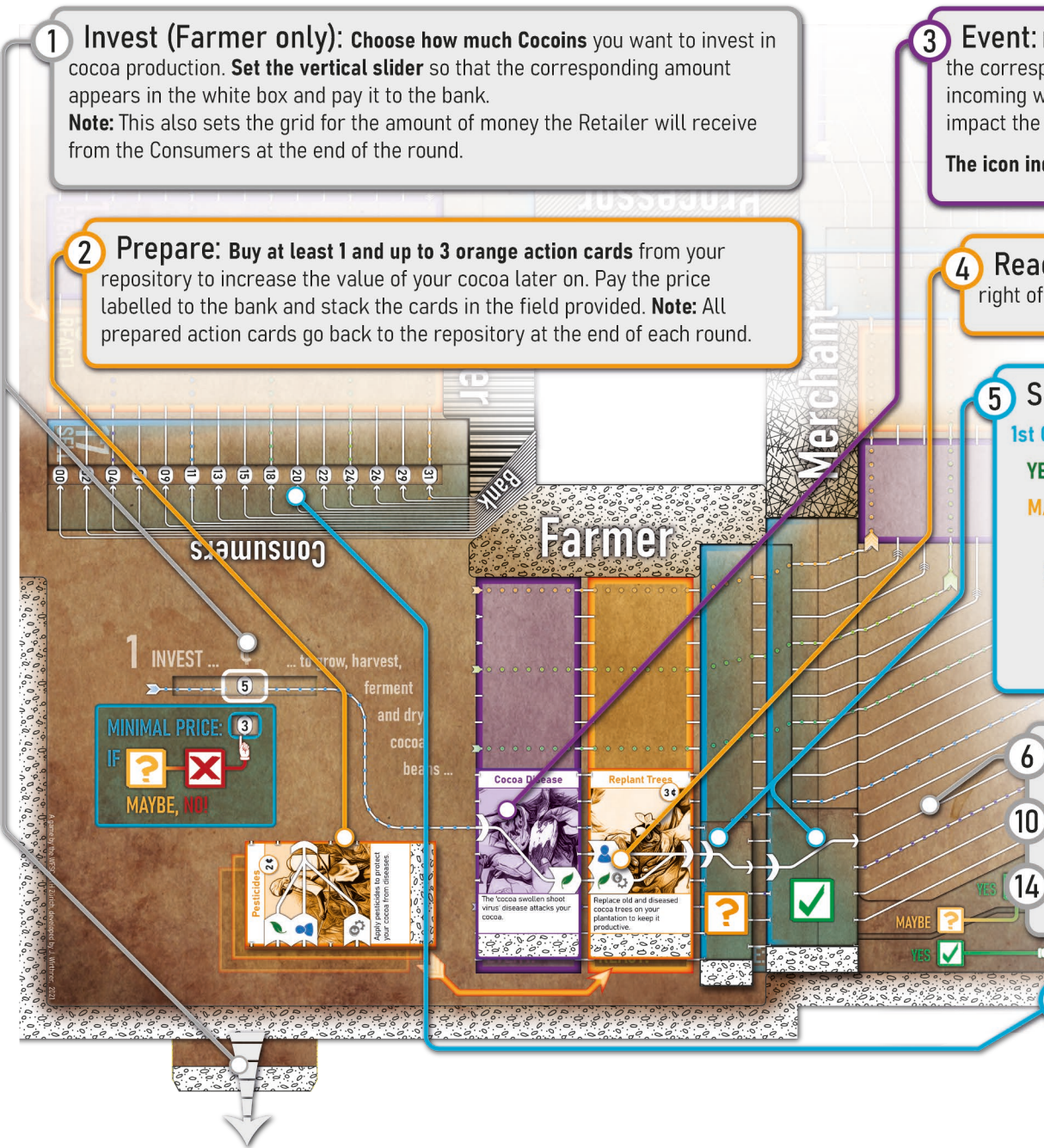
Selling Cocoa – Step 5 / 9 / 13

1st Offer:
The next player offers you a price for the current batch of cocoa.
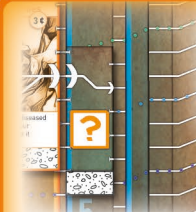-> They place the amount of Cocoins onto the blue field "1st Offer".

Decide:

YES! Take the 1st offer.
· The cocoa value remains the same (although it seems to increase - it doesn't).
· You get the amount offered.
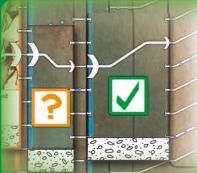· End of trade, next player's turn.

or

MAYBE + ... get a bit more?
· The cocoa value drops by one line!
· You do not receive any money yet.
· The next player can make a ...

2nd Offer:
The buyer can now increase the offer by adding Cocoins to the existing bid the field "2nd Offer" (leaving it empty is allowed).

Decide again:

MAYBE + YES! Take the total.
· Cocoa value remains at the line it dropped down to before.
· You get the Cocoins from field 1 and 2.
· End of trade.

or

MAYBE + NO! Reject both offers.
· Cocoa value drops one more line.
· Next player only pays the amount displayed as "Minimal Price".
· End of trade, next player's turn.

End of the Round: Clean the Table!

Once the Retailer has received the money from the Consumers (step 17), the board is cleared before the next round begins:

- All prepared and used **action and Yes/No/Maybe cards return** to the repository.
- **Revealed Event Cards get removed** from the game, not to be used again.

Then the Farmer starts the next round with step 1: investing in the next harvest of cocoa to trade ....

End of Game

Once the timer rings at the end of 30 minutes, the last round is running. After the cocoa is sold to the Consumers, everyone counts their Cocoins. The amounts are reported to the game leader to be used for the final rankings and analysis of the results.

What If ...?

If the cocoa value curve reaches the upper or lower edge of the grid ...
 ... it cannot exceed it. As long as it is at the edge, only cards in the other direction have an effect.

If a player runs out of money...
 ... the game continues.
 ... the player can only prepare action cards that are for free.
 ... during trading, they can only offer as much as they have (0 if necessary), even if more is required.
 ... as a Farmer, they can not invest anything in producing cocoa.

If all players of the value chain run out of money ...
 ... the game ends immediately and all member of this value chain share the last rank.

If several value chains go bankrupt ...
 ... the order counts: the team that goes bankrupt first is ranked last.

If an amount cannot be paid appropriately...
 .... notes may be exchanged at the bank at any time.