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THE MARQUIS PROJECT

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THE FAIR GAME™

Play Book second edition

An exciting game of change and exchange

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Curt Shoultz

THE FAIR GAME

Thanks

PLAY BOOK 2nd Edition

THE FAIR GAME™

is a game of change and exchange. It is a series of short role-playing games which explore the costs and benefits of world trading systems. The game simplifies and models global economic changes so that players can see these forces, name them, talk about them and maybe come up with solutions. Game figures were developed using real numbers from United Nations statistics. The distribution of resource tokens and population mirrors the actual distribution in those regions of the world. Game results are tabulated and connected to real world situations. Successful strategies can be reviewed in light of the values that motivated them. The Fair Game™ includes questions and teaching tools for stimulating discussions.

The Fair Game™ was designed in Manitoba for use in Grade 10 Geography and Grade 12 World Issues classes. You may find it useful in other situations.

1 Fair Game introduces basic play. It is the first chance for players to look at the spread of wealth, resources and population between regions. It gives opportunities to see the kinds of power global players have over costs and prices. Basic trading skills and strategies are developed.

2 Fair Price examines the influence of technology in modern markets. This is a chance to see the power of key Traders.

3 Fair Weather shows the economy's interaction with and effect on the environment. It illustrates what happens when a typically poor region has a commodity in high demand.

4 Fair Share explores ways in which prices are managed and power is maintained. This market reveals forms of market dominance that create trade barriers for poorer regions.

5 Fair Trade brings in values beyond market efficiency. It offers an opportunity to consider the problems of a very different trading system.

6 Fair Play is where post game deliberations can be examined as new rules created by groups who have played the other markets. Consequences of international economic challenges like fair trade, free trade, debt and depression, inflation and recession can be considered in the simplified simulations of The Fair Game™.

Basics

Thank you for your interest in The Fair Game™!
Well, now that you've got a copy of the game in front of you, let's go over a few of the basics in the next couple of pages.

Each of the game markets needs a minimum of 12 players and is best played with a maximum of 30 to create population pressures. The game is aimed at players 15 years of age and up and can be played in an average size classroom. Play involves Traders at the centre of the play area and Makers around the outside. See Page Five for set up and Page Six/Seven for role descriptions.

Each market builds on the one before. For this reason, *Market One: Fair Game* takes the longest to go through the rules (about 10 to 15 minutes). Time required for each market is roughly 60 minutes: 10 minutes for instruction, 30 to 35 minutes to play the market, and 15 to 20 minutes to tabulate the results of the market and discuss how these issues are reflected in the world. Take a look at "Trade Rules" at http://www.marquisproject.com/fairgame.html as background material for you and your players.

Game Pieces

All game pieces are colour-coded according to region, except for Techs and Bills. A region's colour is noted on their tent card.

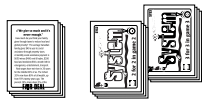
Tent Cards: Six different templates, one for each region. Each one outlines a region's tokens and goals as well as all of the countries which are part of their region. The number following each string of country names tells their percentage of the world's total population. Copy each twice to coloured cardstock and fold (one each for Traders and Makers). Copying on the correct regional colour makes token distribution and reclamation easier.

Tokens: Seven different bags of tokens, one for each region and a special one for the Market Manager (Chance). Each region begins with different numbers of Tokens as noted on their Tent Card, reflecting real resource distribution. See Page Three for more details on tokens.

IOU: Page Four. For use when a region doesn't have enough to pay Chance. Borrower pays back twice the amount to make up for interest and inflation.

Market Manager Tokens

Also in the game container are Fair Deal and System cards which will be explained later.



Token Table

Numbers in The Fair Game™

Here are the quantities underlying the markets.

Use them to consider the effects of rule changes.

The percentages beside the region names are the percentages of the world's population in that region.

The percentages at the right of the column are the percentage of world Bills that each region has.

All prices are negotiated	Makers start with these tokens: Leaves	Letters	Animals	Traders start with these tokens: Oilrocks	Techs	Bills
LATRIS 22%	10	10	7	24	5	9 11%/$85T
Trader Goals	3	3	3	4	4	6
Maker Goals	3	3	4	3	3	5
CHINASIA 32%	12	15	7	3	10	10 12%/$85T
Trader Goals	5	5	5	5	7	6
Maker Goals	5	5	5	3	5	6
AMJAC 7%	16	16	5	6	17	38 45%/$85T
Trader Goals	2	7	3	6	4	20
Maker Goals	2	7	4	3	3	19
EUROPE 7%	15	17	4	5	12	24 28%/$85T
Trader Goals	2	7	3	6	4	13
Maker Goals	2	7	4	3	3	12
AFRICA 10%	8	7	11	3	4	1 1%/$85T
Trader Goals	3	2	3	3	4	1
Maker Goals	3	2	3	2	2	1
INDASIA 22%	10	13	12	2	3	3 3%/$85T
Trader Goals	4	3	3	4	4	6
Maker Goals	4	3	4	3	3	5

Helpful Hints

Here are some tips we have come up with as we facilitated this game with a variety of different groups.

- Remember that this game is flexible AND based on real numbers, real economic situations. Encourage creativity among your players and discuss the 'reality' of their suggestions. Use the Token Table on Page 23 for mathematical changes.

- The more familiar you are with the rules, the easier it is to be the Market Manager. It can be helpful to have an assistant to take care of the Chance payments and/or "manufacture" of Techs during the various markets, but it is not a necessity. If you want more than 30 players, add another Market Manager to help out. Remember that the game is flexible for you too!

- Some players have suggested that trading from makers in one region directly to makers of another region would reflect the black market, or direct commerce that one could do using family connections or the Internet. We feel that these types of trades do not happen on the scale that the game operates on. Remember that each Leaf in Indasia, for example, represents one-tenth of all their agricultural and forestry production. As well, the black market is documented (tenuously) as representing at most 15% of global economics (higher within some countries).

- Since Makers can be more idle than the Traders, encourage them to divide their tokens amongst themselves. Each Maker can then have a say in what tokens are traded for their group. They can also keep pressure on their Trader for more tokens and better trades. Depending on how many players you have, there will be more and more Makers farther away from the central action and the Trader. We often connect the distance felt by these Makers to the distance real people have from the global market, especially the farther they live and work from economic/industrial centres. Encourage them to think about what their position reflects in the real world and what options are open to them.

- Players sometimes ask about the option of war during markets. We have decided to leave out any rules for war because it always ends any market solutions to redistribution. War turns The Fair Game™ into another game entirely, of which there are many versions available already.

- You may have noticed that one third of all Bills are yellow. This allows for the introduction of inflation or currency devaluation by changing the values of certain coloured bills.

- As a note, the numbers for Africa have actually been increased slightly in order to have a chance in this game.

Tokens
Getting Ready

There are six types of tokens in The Fair Game™. These are Leaves, Animals, Letters, Techs, Bills and Oilrocks. Token descriptions are included on the Tent Cards for players. Each region's tokens represent real resource distribution.

Leaves: All grown goods or renewable resources in the world. This includes agricultural products such as coffee, tea, sugar, grains, trees and rubber.

Letters: All labour in the world. The amount of letters given to a region depends both on its population as well as the skill level of the workforce. For example, Europe and Amjac have five times the Letter value for their percentage of the world population. This signifies a more highly trained, better-educated labour force equipped with more capital-intensive labour-saving machinery, which means better productivity.

Animals: Nature's capacity to absorb pollution. Earth gives up the material and takes in the cost of the economy in the form of dirty water, air and less green space. One example of what these tokens can represent are carbon credits in the Kyoto Protocol.

The Makers initially control their region's Leaves, Letters and Animals.

Oilrocks: Mined goods such as oil, metals and minerals. These are the non-renewable resources of the world.

Techs: Technology and machines like bulldozers, computers, machine guns and cars to move earth, ideas, money, people and things faster and farther.

Bills: All the money in the world, roughly 85 trillion dollars and rising.

The Traders initially control their region's Oilrocks, Techs and Bills.

Market Manager Tokens

- Six Leaves, two Techs, and 20 Bills to be used with the Chance Cards.
- 16 Chance Cards: 12 cards with different positive or negative instructions and four blank for players to create their own in future markets.
- One Star that represents a great "Original Idea". It cuts the costs of Chance in half for a region, increases the benefits of Chance by two Bills. It can only be used by a region once and then must be traded. One Maker from each region rolls the die to determine initial ownership.
- One die for use with the Star and in "Climbing the Corporate Ladder" between Trader and Makers in a region. (See Page Six/Seven)

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I O U

Copy at 129% (8 1/2" x 11" paper), cut and keep with the Market Manager's tokens for distribution as needed.

Use to negotiate a loan of tokens from another region.

I, ____________________
of Africa, Amjac, Chinasia,
Europe, Indasia, Latris circle one
promise to pay ___Bills __Techs
__Oilrocks __Leaves __Animals
___ Letters write in amount(s)*
to __________ by Market Close.
*always double the original loan because of interest and inflation

THE FAIR GAME I O U ©2003 ™

I, ____________________
of Africa, Amjac, Chinasia,
Europe, Indasia, Latris circle one
promise to pay ___Bills __Techs
__Oilrocks __Leaves __Animals
___ Letters write in amount(s)*
to __________ by Market Close.
*always double the original loan because of interest and inflation
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I, ____________________
of Africa, Amjac, Chinasia,
Europe, Indasia, Latris circle one
promise to pay ___Bills __Techs
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to __________ by Market Close.
*always double the original loan because of interest and inflation
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Market Five Questions

New Problems?

How many regions reached exact numbers?

Which regions had the advantage in this market?

Did Chance cards play a big part?

How else could we rid ourselves of surplus goods besides dumping them on poor countries?

Real countries sometimes burn or dump excess production to keep prices from dropping. Is this a useful way to deal with too much?

What if an insurance pool was made of the excess to help all recover from bad Chance Cards?

Did this version of The Fair Game™ represent reality accurately?

What rule changes might bring it closer to the real world?

What would it take to bring the real world closer to this idea?

Fair Play – Market Six

You have now played The Fair Game™ five different ways. Now try creating your own version:

What rules would you create to guarantee victory for your region? What rules would you write to prevent wars?

What issues have you struggled with in your Post Market discussions?

What rules can you outline that will explore some aspect of the global economic system?

What kind of Chance Cards would you develop to reflect reality?

Keep the rules simple and try just a few at a time to see what their effect is. Keep it interesting.

We want The Fair Game™ to be useful for many different simulations. Let us know how it goes: marquisp@mts.net

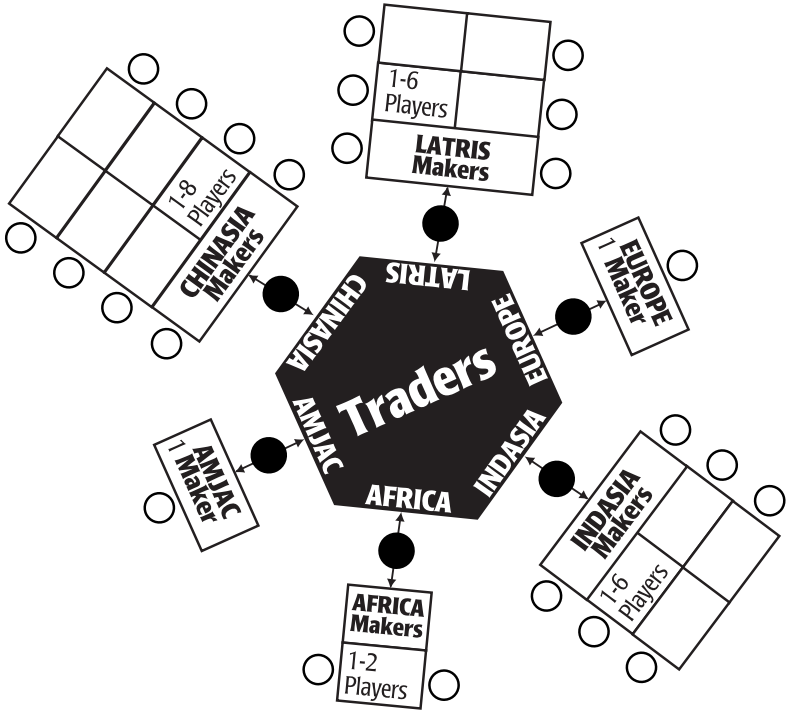
Market Five Totals

Enlarge to 200%
(11"x17" ledger paper).

amount under Goals		amount over Goals
__+__+__+__+__+__	Oilrocks	__+__+__+__+__+__
__+__+__+__+__+__	Techs	__+__+__+__+__+__
__+__+__+__+__+__	Bills	__+__+__+__+__+__
__+__+__+__+__+__	Leaves	__+__+__+__+__+__
__+__+__+__+__+__	Letters	__+__+__+__+__+__
__+__+__+__+__+__	Animals	__+__+__+__+__+__

Set Up

Getting Ready



Set up the area as shown. Make sure the Market Manager has room to circulate around the entire playing area. The market can be loud (and hot!) so be aware of ventilation and noise issues.

Each region needs two seating areas arranged in a "hub and spoke" fashion: one for the Traders (one per region) and one for the Maker(s) (minimum of one per region.) When playing with more than 12 players, larger regions will have more Makers.

For example, if playing with 30 players, the regions from largest to smallest (percentage of population listed in brackets) are:

Chinasia (32%): 8 Makers, 1Trader
Indasia (22%): 6 Makers, 1Trader
Latris (22%): 6 Makers, 1Trader
Africa (10%): 2 Makers, 1Trader
Europe (7%): 1 Maker, 1Trader
Amjac (7%): 1 Maker, 1Trader

Place one Tent Card for each Trader on the table in the centre. Place a corresponding region Tent Card on the Makers table behind each trader. Regions with several Makers may need more than one Tent Card.

Roles

Who Does What?

Traders: Each region has one Trader. She or he is seated at the centre table. This person represents the Corporations operating in that region. They have the money, power, international communications and transportation lines to make trade happen on a global scale. They will trade tokens with the Maker(s) of their own region **and** Traders of the other regions.

Their token collection during the game is separate from their region's Maker(s) tokens. Together with their region's Makers, they share responsibility for dealing with: A) consequences of the Chance Cards and B) deciding how to use the Star if it is in their possession. A Trader may win the game on their own.

Makers: Depending on percentage of world population, a region has from one to eight Makers. They are seated directly behind their Trader at the "spoke" tables. This position represents governments at all levels as well as the rest of the population in a region. They do the work of keeping their countries running, but are reliant on the Traders/Corporations for access to new resources. They trade **only** with their own Trader.

Market Manager/Chance: There is one Market Manager (MM) who represents Chance. The Market Manager can also represent the World Bank and the International Monetary Fund (IMF), especially in terms of IOUs and debt. He or she explains the rules of the market, manages it during play and determines when the market closes. The two main roles of the MM during market play are to deliver the Chance Cards and to manage "Climbing the Corporate Ladder". Market Managers have their own bag of tokens as a 'bank' during the game.

Chance Cards: Represent different types of disasters or windfalls that can happen within a region. Cards representing general terms, such as "Biohazard" and "Disease", can be linked to current events, such as a toxic chemical leak or HIV/AIDS. Most cards have two sets of payment instructions to reflect the better infrastructure that wealthier countries have and, therefore, the lower cost to those regions for handling disasters. Makers always choose the Chance Cards for their region. Experienced players can develop their own reality-based versions of Chance with the blank cards provided.

The MM deals Chance Cards twice during the market; the first time about ten minutes into the market, once Traders have begun dealing with other Traders at the centre table. DO NOT TELL PLAYERS HOW MANY TIMES CHANCE APPEARS. The first Chance Card is delivered randomly to any region, allowing a Maker from the region to choose from the face-down deck. The Maker reads aloud to their region, including the Trader, the card's event and subsequent payment/benefit. That region must follow the instructions on the card, with both Trader and Maker(s) discussing how they will split the costs/benefits of the

Fair Trade

Let's Change Our Goals – Market Five

Purpose Of The Market

Players will discover that unwanted surpluses pose problems of redistribution as real as those of scarcity. The market explores an alternate strategy of cooperation. Regions make just enough to meet their current needs (status quo), based on the idea that annual growth in rich nations would be transferred to developing regions to improve health, education and the economy.

How Market Five Is Different

Tokens and Roles are the same as *Fair Game - Market One* but Market Close goals have changed. Now Maker(s) and Traders work together to reach **exactly** their Market Close Goals (at the bottom of the tent card). In this game, Maker(s) and Trader in each region must cooperate so **both** meet their exact Market Close goals and win together as a whole region. Neither Trader nor Maker may win individually.

Having enough is the highest priority - having more or less of any token at Market Close Totals is not winning. (The biggest problem is usually dealing with surplus. Players cannot just dump their excess tokens, they must trade them away.)

It becomes a problem of putting all goods to use. It is possible for up to five regions to win simultaneously.

Market Five Play Action

Describe change in Market Close goals, emphasizing reaching exact numbers, no more, no less, as well as stressing winning together as a region. Emphasize that trades must still be made – no donations! Play action begins and runs as in Market One.

Adding up Market Close Totals

Market Close totals show how close both Trader and Makers come to having enough. Copy the Market Five Totals on Page 20 at 200% (11" x 17" paper) and post up as a totals chart. All regions that met both the Trader's goals **and** the Maker(s) goals are declared the winners.

Have all regions that did not meet their Market Close Goals report where they were under and over. Starting at the top of the chart, add all Oilrock shortages together on the left side. Continue for the other five tokens.

Add all Oilrock overages together on the right side. Continue for the other five tokens. Now there are numbers on both sides of the chart.

What do Market Close Totals reveal?

Equal numbers on both sides of the chart show buyers and sellers did not find each other. High number on left shows the price of that token was probably high. More on the right shows the final price was probably low.

Market Four Questions

Who Knew?

Which region won that market?

Maker(s) or Traders?

How did they do it?

Which regions had the advantage in this market?

Did Chance cards play a big part?

Did the secret agreement play a big role in this market?

Did anyone outside the agreement suspect that something unusual was going on in trading?

How did it affect the outcome?

Which region did the agreement help the most?

What might have happened if the Maker(s) had known what was in the agreement?

Who has the power to make and enforce trade agreements in the real world?

Why did this agreement need to be made in secret?

Should all parties affected by an agreement have a say in the agreement?

If they did, would it be possible to achieve any kind of agreement?

Did this version of The Fair Game™ represent reality accurately?

What rule changes might bring it closer to the real world?

If you played this again, what would you do differently?

Q4

Roles continued

Who Does What?

card. The MM must watch for any special card instructions and keep in mind the rules of the Star. The MM pays out Chance benefits from the MM token bag and takes in any Chance costs paid out by the region. If a region cannot pay the cost of a disaster, it must approach another region for a loan. The MM gives the region an IOU to approach others with. The IOU is exchanged with the lending region for twice the amount of tokens given, to account for interest and inflation. If no other region accepts the IOU, the affected region signs the IOU over to the Market Manager.

After the first region has dealt with their Chance Card, the MM moves to the next region and repeats the same process until all regions have dealt with a card. If the MM has an assistant, they can act as "bank" while the MM moves on to the next region. Trading among regions does not stop while Chance Cards are issued. Once played, that particular Chance Card must be put aside and not played again in the same market.

After each region has used or refused the "Corporate Ladder", the second round of Chance cards are delivered. As before, regions must deal with the consequences immediately. The MM can offer a second round of the "Corporate Ladder" during or after this second round of Chance, depending on time restrictions.

"Climbing the Corporate Ladder": Even regular Jane/Joe can achieve the position of CEO with lots of luck and talent. This is an opportunity for a representative of the Maker(s) to switch places (but not resources) with the Trader.

After the first Chance Card round, the MM approaches the Maker(s) of a region with the chance to replace their Trader if they choose. If more than one Maker decides to try for the Trader's job, the highest dice roll between Makers is the winner. The highest roll between that Maker and the Trader is the next/continuing CEO of the Corporation. If the challenge is unsuccessful, the Makers may not try again until the second round of Chance. The MM should only confirm that Makers may be offered a second chance at "Climbing the Corporate Ladder" at a later point. Do **not** refer to Chance making a second appearance.

Roles cont'd

Fair Game

Rules of the Game – Market One

M1

Markets One to Four of The Fair Game™ allow players to experience an unregulated trading environment firsthand. Players will see the advantages of having more to begin with, even in a free market.

Intro

The Market Manager introduces the market (You get to run the global economy for an hour!), the regions and the roles. Describe each token, using one region as an example. Distribute appropriate token bags to the Traders of each region. They in turn hand over to their Makers all the tokens that Makers initially control, Animals, Leaves and Labour, as noted on their Tent Cards. Makers are encouraged to distribute tokens amongst themselves to give each person a say in their "products".

Market One Play Action

Now, what do we do with all of this stuff? Make our global market. Referring to Tent Cards, point out numbers that Makers and Traders start with. The Market Close goals listed below each Maker and Trader are their necessary minimums of each token to have a balanced economy. But the goal of *Fair Game-Market One* is to get as many tokens as you can OVER the minimums. If they do not reach a minimum in a token, it is a negative at the close of the market. Any number over the minimum is counted as a positive. See 'Scoring' on Page 10 for more details. All prices are negotiated (price discovery).

Emphasize that there can be only ONE winner in this Market, either a single Trader or a single region's Maker(s). Though they are from the same region, the Maker(s) and their

Secret Summit Trade Agreement

SSTA

As Trader, I agree to join with these other Traders to set the price for Oilrocks. We will work together to ensure that **at least** two Oilrocks trade for only one Leaf in all trades concerning Oilrocks on the Global Market. We will refuse to trade **at all** with Latris **in particular** until these terms (or better) are met.

This agreement will be deemed successful when each of the signatory Traders has traded only one Leaf for at least two Oilrocks in **every** Oilrock exchange on the Global Market.

Any Trader revealing this secret agreement will be sent to join the Maker(s) of their region. Their tokens will be redistributed among the other three signatory Traders. Their region will no longer be able to trade on the global market.

signed..... signed.....
from Chinasia from Amjac

signed..... signed.....
from Indasia from Europe

Fair Share

What if Some Don't Play Fair? – Market Four

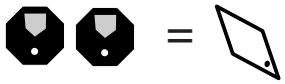
Purpose Of Market Four

This market explores ways in which prices are managed and power is maintained. It's intended to reveal forms of market dominance which create barriers to trade for poorer regions.

How Market Four Is Different

Tokens: Tokens are distributed in the same manner as Market **One**, including Techs. There are **no** System Cards. Make one copy of the Secret Summit Trade Agreement on Page 17 to be held by the Market Manager. "Climbing the Corporate Ladder" is not used in this play action.

The SSTA works to set the price for Oilrocks throughout the game for the Traders of Europe, Amjac, Indasia and Chinasia. The four Traders agree to fix the price of oil at a minimum of 2 Oilrocks for 1 Leaf throughout the game with any Trader, including each other.

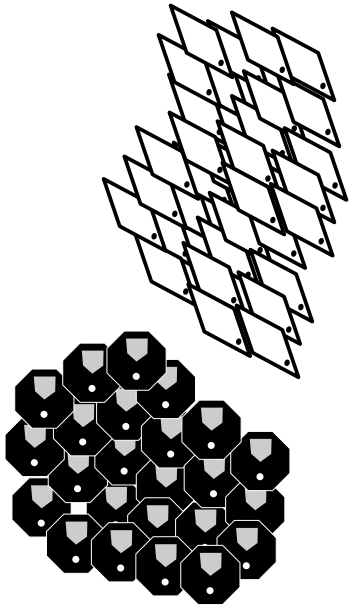


Therefore, between Traders, Leaves can be traded for all other items as usual but oil must be traded as at least two Oilrocks for one Leaf, nothing else. The four Traders agree to exclude Latris in particular from **all** trades unless Latris agrees to the 2 Oilrock = 1 Leaf price.

Market Four Play Action

Before the market opens, the MM meets secretly with the Traders from Chinasia, Indasia, Amjac and Europe to read and agree to the Agreement. MM also monitors these signing Traders during market play to ensure compliance with the Agreement.

Briefly review rules from Market One. Play action begins and runs as in Market One, without "Climbing the Corporate Ladder". Traders who signed the Secret Summit Trade Agreement play with Agreement rules in mind. MM monitors play action to ensure Agreement rules are followed. Both MM and signing Traders cannot reveal that the Agreement exists. Market Close and scoring is the same as in previous markets. MM reveals and reads agreement before discussion takes place.



M4

Fair Game continued

Rules of the Game – Market One

Trader are still in competition with each other to get as much as possible. Emphasize the trading relationships once more (Maker(s) to their Trader, Traders with all other Traders).

Chance/Star

Describe Chance and its role in the game, illustrating with an example from the deck. Do NOT mention how often it circulates. Emphasize the role of both Trader and Maker(s) in handling their Chance Cards. Describe the role of the Star/"Original Idea". Emphasize that a region can only use it once and then must trade it from the original Makers to their Trader and then to the market floor. Circulate the die to one Maker in each region to determine "Original Idea" generators. Describe the role of IOUs.

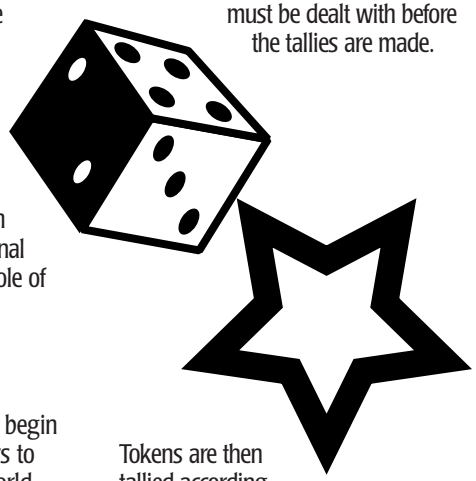
Market Open

MM starts the market by instructing Traders to turn and begin initial trading with their Makers to diversify their goods for the world market. MM can circulate and see if there are any questions. Once they feel ready, Traders can turn back and begin trading on the global market with other Traders. Makers can prepare for their next deal with their Trader, strategize and/or keep pressure on their Trader for more goods. The Trader can turn back and trade with their Maker(s) at all times during market play.

MM notes time when market play begins. MM follows up with Chance, "Climbing the Corporate Ladder", and the second round of Chance Cards and "Corporate Ladder". MM issues one-minute warning for Market Close when appropriate. A final 10 second countdown wraps things up.

Market Close

Outstanding IOUs are dealt with. A borrower must pay up, settle under different terms if necessary, or default if they are out of tokens. All IOUs must be dealt with before the tallies are made.



Tokens are then tallied according to "Market Close Totals" on Page 10. The Trader or Maker(s) with the most total tokens over their minimums is the winner.

It will likely be Amjac or Europe, as they began with more tokens. Latris also often wins because of their oil monopoly. This shows the players how difficult it can be to come from behind under these rules. As the group plays the other markets, new rules are added so players can see what factors affect results.

M1 cont'd

Market Close Totals

Who won in Market One, Two, Three or Four?

Totals

The first four markets of the game are scored in the same manner. The Trader or Maker(s) with the most total tokens **over** their minimums is the winner.

After dealing with any IOUs, the Market Manager asks players to tally their total results, emphasizing that Maker and Trader tokens are tallied separately. Players use their Market Close numbers on the Tent Card as their baseline or "0". If they have not reached their minimum in a category, the number missing is regarded as a negative. If players exceed their minimum, the number over is regarded as a positive. Players calculate their positives and negatives in each category until they have a total figure.

Alternate Scoring

To reflect current market dominance, score the highest priced token at Market Close as worth more points. To determine what was most valuable, take a vote amongst players at Market Close before they do any token counting. Once the token is decided, players count each of those tokens as double when tallying their total points. For example, if the players decide that Oilrocks were the most valuable token during market play, a group of Makers who have three Oilrocks count them as six instead. This also means any missing Oilrocks count as double (-2). The value of the highest priced token can also vary from market to market if so desired.

	Leaves	Letters	Animals	Oilrocks	Techs	Bills
Africa Trader Minimums…	3	2	3	3	4	1
Africa Trader ends up with…	7	2	3	1	0	1
Africa Trader Total	+4	0	0	-2	-4	0

Total -2

While players are calculating their totals, the MM copies the grid at right on flipchart or a blackboard for easy viewing. MM writes in totals for players as they finish calculating and declares the winner. Follow up with discussion. Some sample questions are on Page 11.

Region	Totals
Africa Trader	
Africa Maker(s)	
Amjac Trader	
Amjac Maker	
Chinasia Trader	
Chinasia Maker(s)	
Europe Trader	
Europe Maker	
Indasia Trader	
Indasia Maker(s)	
Latris Trader	
Latris Maker(s)	

Market Three Questions

Does Nature Count?

30

Which region won that market?

Maker(s) or Traders?

How did they do it?

Which region(s) had the advantage in this market?

Did Chance cards play a big part?

Was there a point at which there were not enough Animals?

If yes, did that slow down Tech production?

There are suggestions that future manufacturing should be tied to Earth's capacity to absorb pollution.

The idea is that manufacturing regions would buy carbon credits from less polluted regions as a kind of permission to keep manufacturing. It is hoped that this might slow down the release of greenhouse gases and toxins into our air, land and water (carbon credits). Did this version of The Fair Game™ represent that idea accurately?

How else might we count the effect of our economy on our environment?

What rule changes might bring it closer to the real world?

Did the Techs trade for higher than their Oilrock and Letter and Animal costs?

Tech production was by choice in this market. How did that affect the price of Techs?

Did you notice anything different in this market?

If you played this again, what would you do differently?

Fair Weather

Valuing Nature More – Market Three

M3

Purpose Of The Market

Market Three focuses on what happens when a commodity that is more common in token-poor societies becomes desirable. It makes visible the effect of the economy on the environment.

How Market Three Is Different:

Tokens: Tokens are distributed in the same manner as Market Two, without any Techs. There are now 12 blue System3 Cards. Give six to Amjac and six to Europe with their tokens. Regions will have to trade with Amjac or Europe if they want a System3 Card. A System3 Card is now **optional**. It remains the gateway to Tech production for a region but is **not** necessary for global market trading.

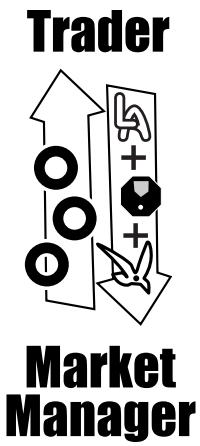
Roles: Market Managers again have all Techs. Techs will be exchanged with **Traders only** during market play. Traders interested in manufacturing Techs must own a System3 Card first. **Exchange rate is one Letter + one Oilrock + one Animal = three Techs**.

Market Three Play Action

Describe the new tokens and their role in the market. Describe the system for getting Techs "made". Traders trade Letters, Oilrocks and Animals for the appropriate number of Techs ("manufacturing") from the MM throughout market play, once they own a System3 Card. The acquisition of System3 Cards is now **optional**. "Manufacture" of Tech tokens is not required of every region. Regions may choose to wait for other regions to "manufacture" and trade Techs.

The rest of market play and scoring is the same as in previous markets. Market Close totals should reveal differences with Market Two. Market Managers should note that the trading may become more difficult as more tokens are being removed from circulation.

This market will likely take less time than the previous ones. It is possible that, despite their wealth of Animal tokens, Africa and Indasia may not win the game. They are so poor to begin with that it takes extremely good planning and good luck with the Chance Cards for them to win.



Market Managers are cautioned NOT to reintroduce exchanged tokens into the marekt to keep the trading moving. It relieves natural market tensions that the players should find a way to deal with on their own.

Market One Questions

What Happened and Why

10 & FD

Questions

Questions for each market may be asked out loud or copied and handed to all players to fill out before discussion begins, depending on time restrictions

Which region won the market?

Maker(s) or Traders?

How did they do it?

How much was strategy and how much was their starting set of tokens? (guess at percentages)

Which regions had the advantage in this market?

Is that a fair reflection of how the world is now?

Did Chance cards play a big part?

What skills were useful in making good trades?

What was it like being a Trader? Maker? From Africa? Amjac?

Did Maker(s) have any advantages over Traders?

If you played this again, what would you do differently?

How would suggested changes reflect the real world?

Who do you think would win next time?

A strategy may be developed by astute players to accumulate valued tokens at the beginning and then trade those for the cheapest tokens to have the highest number of total tokens at Market Close, ignoring their "balanced economy". What does this reflect in reality?

Discussion Stimulator: The Fair Deal

36 cards with provocative questions related to The Fair Game™ markets.

They may be dealt out to groups of two or three to find common ground (if possible). Allow a short time for talk within each group before they present the point(s) they can agree on from their card.

How quickly can you find common ground with other members in your group?

Is speedy agreement a good thing? Can you trade cards with another group until you find one you agree with?

Check out "Discussion Ideas" in "The Fair Game" at www.marquisproject.com for other activities that can be tied into The Fair Game™ markets.

Fair Price
How to Play Market Two

M2

Purpose of The Market

Market Two focuses on what happens when Letters and Oilrocks are valued differently from the other tokens. Regions "buy into" the same factory system as Amjac and Europe and produce technology (Techs) while expending labour and energy.

How Market Two is Different

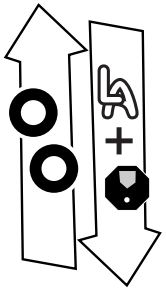
Tokens: All Tech tokens now belong to the Market Manager. The regions receive their token bags **without** Techs.

There are now 12 white System2 Cards. Give six to Amjac and six to Europe with their tokens.

Regions will have to trade with Amjac or Europe to obtain a System2 Card. A System2 Card is the gateway to Tech production for a region. All Traders must own a System2 Card in order to trade on the **global** market. They can trade with their Makers without a System2 Card.

Roles: Market Managers now have **all** Techs. Techs will be exchanged with **Traders only** during market play. Traders must own a System2 Card in order to "manufacture" Techs and to trade on the global market. **Exchange rate is one Letter + one Oilrock = two Techs.**

Trader



Market Manager

Market Two Play Action

Describe the new tokens and their role in the market. Describe the system for getting Techs "made". Traders trade Letters and Oilrocks for the appropriate number of Techs ("manufacturing") from the MM throughout market play, once they own a System2 Card. This is the **only** way that Tech tokens may be brought into the market. After they are in the market, Techs are tradable in the usual way based on supply and demand (prices negotiated). The rest of market play and scoring is the same as in Market One. (Market Close totals may reveal an advantage for Chinasia or Latris because of their wealth in certain tokens.)

Market Two Questions
What Changed?

20

Which region won that market?

Maker(s) or Traders?
How did they do it?

How much of the win was due to strategy and how much was due to their starting set of tokens?
(guess at percentages)

Which regions had the advantage in this market?

Was the cost of Letters (Labour) a factor?

Europe and Amjac have five times the Letter value for their percentage of the world population (Page Three). Did that help them in this market?

Did the price of Oilrocks change? If yes, why?

Did Chance cards play a big part?

Was there a point at which there were too many Techs and not enough Tech buyers?
(When regions or corporations produce more goods than the market can buy, it is called overcapacity.)

Sometimes a market for a particular good is organized to control prices for the benefit of producers. Can you think of examples where this is done?
(diamonds, oil, coffee intermittently organized)

Can you think of groups that control prices for the benefit of consumers?

Did the Techs trade for higher than their Oilrock and Letter costs? If they did not, no profit was made on them.

Do businesses sell things for less than they cost to make?
If yes, what do they gain from that?
(maintain market share until the goods are profitable. Keep competitors off balance. Chain bakeries and airlines do this, can you think of other industries?)

If you played this again, what would you do differently?

Check out "Change Choices" and "Spending 1000 Pennies" on our website for other activities that can be tied into The Fair Game™ markets.