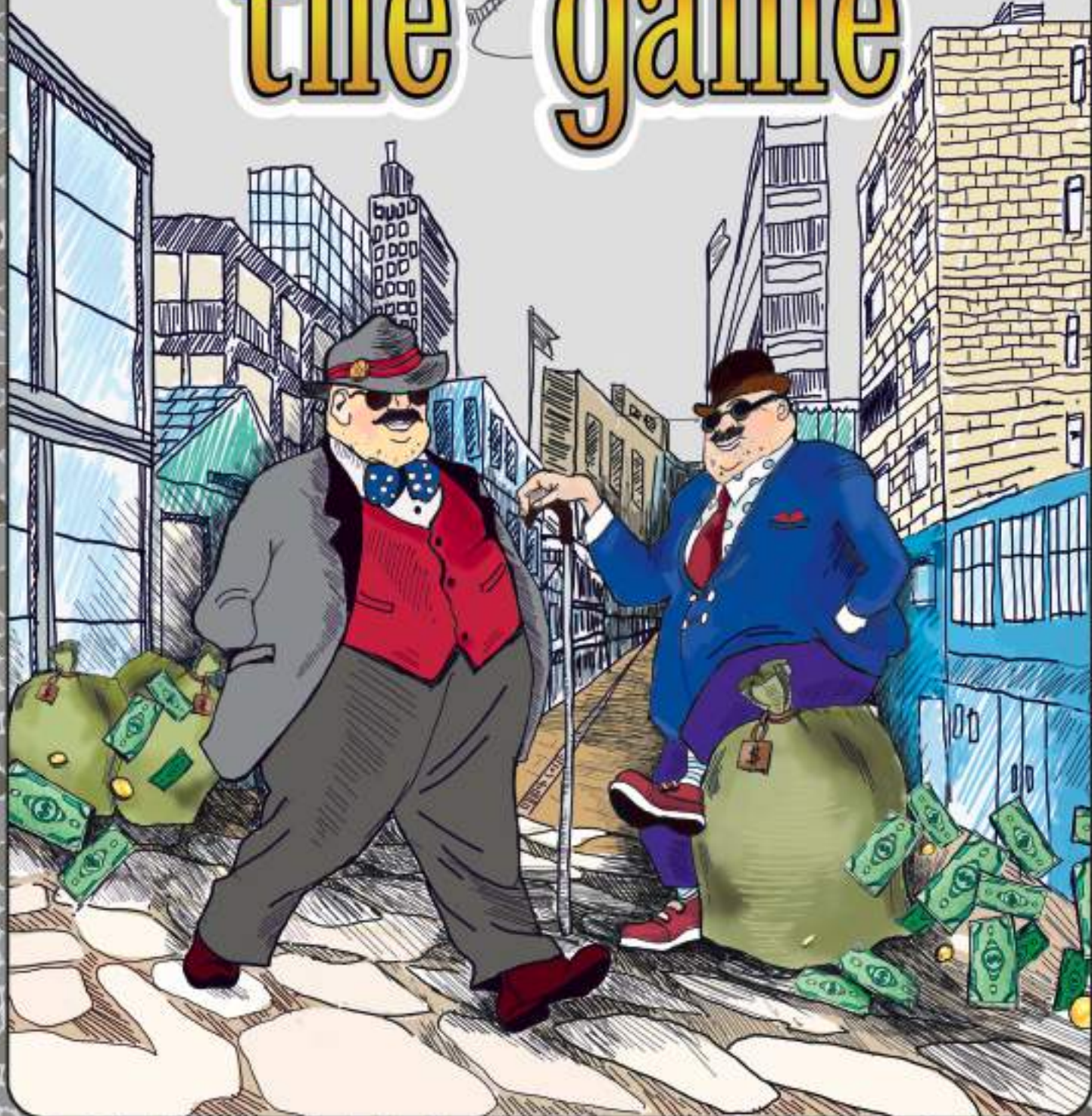


# Rules of the game





## DESCRIPTION AND PURPOSE OF THE GAME.

Businessmen is an interactive and entertaining economic game that will teach strategic thinking, analysis of supply and demand in the commodity market. The game involves a classic approach to building investment systems. You will learn not only the skill of selling, but also acquire experience in the field of management and logistics. During the game, participants will develop their business, thanks to their profits, monitor price fluctuations in the market, as well as predict its flexibility. The goal of the game: to acquire in time, and then successfully sell the purchased product, and to export it to the international market! During the sale of points scored, so the player who scored the first 20 victory points will be the winner!

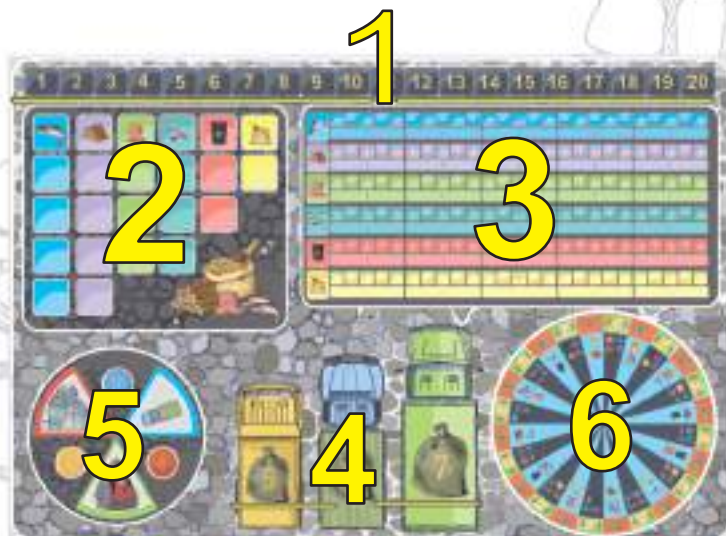
## COMPONENTS OF THE GAME

Game field - 1 pc., Game tablet - 4 pcs., Goods cards - 30 pcs., Export cards - 12 pcs., Product tiles (6 types) -150 pcs., Coins (4 denominations) - 42 pcs., markers -40 pcs., victory point markers (chips-cylinders) -4 pcs., price markers of goods (white chips) -6 pcs., arrows to the playing field - 2 pcs., rules of the game.

## DESCRIPTION OF THE GAME FIELD.

On the playing field are located:

- 1) "The scale of victory points"
- 2) "Market of goods"
- 3) "Table of prices of goods"
- 4) Loading machines
- 5) "Roulette of negative events"
- 6) "Roulette of price changes of the goods of the Embargo"



### 1. Scale of victory points

On it, players with a marker display their victory points accumulated during the game.

### 2. Market of goods

Before starting the game, you need to place all the tiles of goods to the appropriate places (6 products of 25 pieces each). Below are free cells on which are placed the goods set on the cards of goods.

### 3. Table of prices of goods

Here participants will display the fluctuation (change) in the price of goods in the market. Before the start of the game, the price of each item sold, is 3 coins. Markers of the price of goods set on a black dot in the price range "3".

### 4. Loading machine

On the playing field, there are three cars. Thanks to them, players will sell their goods. Each of them has its own capacity:

- The car of yellow color can contain 5 goods of one type;
- The car of blue color can contain 6 goods of one type;
- A green machine can contain 7 products of the same type.

On board these machines are placed traded goods.

### 5. Roulette of negative events

In the 5th phase of the game, each participant in turn twists the "Roulette of Negative Events", starting with the player who first bought the goods. Depending on the fallen out sector, the following happens:

Sector



Negatively affects  
the main warehouse

Sector



Negatively affects  
the loader

Sector



Negatively affects  
the manager

Sector

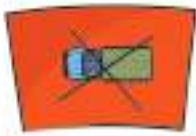


Does not entail  
any negativity



## 6. Roulette of price changes of goods Embargo

This roulette is spinning in phase 3 by the player who first bought the goods. It is divided into sectors, which mean the following:



on those goods in this round of the ban sale – Embargo



market instability, which led to a sharp change in prices for these goods..

### DESCRIPTION OF GAME TABLET

Before the start of the game, each participant receives a personalized tablet.

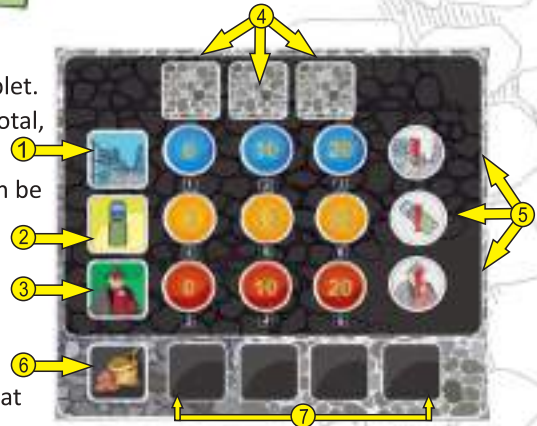
It will display information about the characteristics of your business. In total, there are 3 characteristics: ① Main warehouse, ② Loader, ③ Manager.

At the beginning of the game, each characteristic has the first level and can be improved to the third. The tablet shows how much money to spend to improve it to the next level (10 or 20 coins).

**Main warehouse.** Cells 4 are the places where the goods are stored in the warehouse. Figures 1, 2, 3 indicate how many types of goods a warehouse currently contains.

**Loader.** 4,5,6 numbers - the maximum number goods of one kind that the loader can load. That is, a Level 1 Loader can load 4 products of one type, Level 2 - 5 products of one type, Level 3 - 6 products of one type.

**Manager.** Numbers 3,4,5 - the maximum amount of goods of one type that a player can purchase. Opposite to each characteristic there are marks 5, on which participants fix a negative impact on one or another characteristic. At the bottom of the tablet, there are cells of 7. Temporary warehouse 6. They place goods on them, which were purchased in phase 1. Each cell corresponds to a separate type of product.



### PREPARING FOR THE GAME

Before the start of the game, participants agree on who will use what color markers. According to the chosen color, players receive:

- Marker of victory points (chips)
- 9 markers (color) - (3 to display their products on the machines, 3 to display the levels of characteristics, 3 to display negative events).
- As well as a personal gaming tablet and 10 coins.

The field is made up of six components. At the appropriate places on the field, ("Roulette of Negative Events" and "Roulette of Price Changes in Goods of the Embargo") 2 arrows are set. Stack of tiles are placed products on the relevant place on the field (25 pcs). Goods price markers (6 pieces - white chips) are placed on a black dot in the price range (3) of each type of goods. Cards of Goods and Export Cards should be placed with a separate deck, face up, next to the field. All coins that remained after the distribution, form the Bank and are located at the playing field. Each participant puts his victory points marker on the value "0", which is on the "Scale of victory points" (top of the field). The players put three markers on their gaming tablets to the first level of each of their characteristics.

The remaining participants put markers next to their gaming tablet. Next, the participants among themselves determine the right turn. When all the preparations are done, you can start the game.

### PLAYING THE GAME

The process of the game takes place in rounds. The round consists of 6 phases. The game ends when one of the participants scores 20 victory points. Winning points players get for:

- improvement of its characteristics of export of goods
- fully loaded car only with its goods.

For the sale of goods participants receive money!

The game begins. The first player turns the Product Card face-up and places it next to the deck. In accordance with what products and their quantity are indicated on this card, tiles of these goods are laid out on the field. These goods are taken from the corresponding piles and put on the goods market. Therefore, for the current round, the market offers these types of products and in such quantities.



Also, the first player turns over the Export card, which is placed next to the pile of unopened cards. It shows what products can be sent in phase 3 for export.

### Phase 1. Buying goods

The priority of the purchase of goods belongs to the first participant. Next, buy everything in turn clockwise. Each player can buy only one type of product in one move. And only in the amount (or less) that his Manager allows (on the game tablet). Each item is worth 1 coin. The first participant pays money to the Bank and takes the tiles of the purchased goods and places them in his Temporary warehouse. Further, on the same principle, the next player buys goods. And so take turns. When all the participants acquired goods in a circle, and goods still remained on the market, then the first player again has the opportunity to make a purchase. But this time a different kind of product. Also, the player can refuse to buy saying: "Pass". In this case, in this round, he will not be able to buy a product.

So the purchase of goods occurs as long as there are no goods tiles left on the market or everyone does not pass.

**Example:** Suppose 4 people take part in the game. At the table they are arranged in the following order: Olya (red markers), Nazar (yellow markers), Martha (blue markers) and Anton (green markers). Round starts Olya. She flips the Goods card and the Export card. The Product card shows: 6 units of oil, 5 units of wood, 4 units of metal and 3 units of meat. Tiles of goods are placed on the market. Since Olya has manager of second level, she can purchase a maximum of 4 goods of the same type. She decides to buy 4 Tree units. Olya pays 4 coins to the Bank and takes 4 Tiles of the Tree from the market and places them in her temporary warehouse..



Next buys Nazar. He has a manager of level 1, so he can purchase a maximum of 3 units of a product of the same type.

Nazar buys 3 units of oil. He pays money to the Bank and takes the goods to his temporary warehouse. Then Marta enters the Game. She also has a level 1 manager. Martha buys 3 units of Meat.



It is Anton's turn. His Manager allows him to buy 4 units of goods.

He buys 4 units of metal. He pays the money and transfers the goods to his temporary warehouse. Circle passed. Now Olya gets the right to buy goods again.

There are 3 units of Oil left on the market and 1 unit of the Tree. Since Olya already bought a Tree, she can only buy oil. And she does it - buys 3 units. Nazar decided to pass, and Martha took the last product from the market. Phase 1 ends here.

**OLYA**



**NAZAR**



**MARTA**



**ANTON**





**Important:** The player, whose turn it is to load the car, is obliged to load the goods in the maximum quantity. This will depend on the characteristics of his Loader and the amount of space left in the car. Suppose that the green machine (7) is loaded with 1 Fish unit. The player decides to reload this particular car. He has Fish units in both warehouses, and his Level 2 Loader. He cannot load this machine, with two, three or four Fish units. He is obliged to load all 5 units of fish, since his Loader, as much as possible, can load 5 units of goods.

**Example:** The yellow car (5) is loaded with 5 units of Anton's Fish, and the blue (6) and green (7) machines are empty. The first to load the car should Nazar. He has a Level 1 Loader, so he can maximally load only 4 units of goods. In his warehouses there are 6 units of Oil (3 on the main and 3 on the temporary) and 4 units of Metal. He decides to load 4 units of Metal into a green car (7). Next loads Martha. She has a Level 2 Loader. In its warehouses are 5 units of grain, 2 units of metal, 3 units of meat and 1 unit of wood. It loads 5 units of grain into the blue machine (6). Turn came to Anton. In his warehouses are 4 units of fish and 4 units of metal. He has the ability to load both yellow (5) and green (7) cars. After analyzing the situation, he decides to first load the metal, since no one else has any fish in the warehouses. Olya's turn came. She has 2 units of grain, 4 units of wood and 3 units of oil in warehouses. She can only load her car (6) with one unit of grain. After Olya, Nazar's move again. He has no options for uploading. He passes. Martha does the same. Now Anton loads the yellow car (5) 1 unit of fish. Loading is complete. Players transfer their goods from a temporary warehouse to the main one.



Olya has 4 units of wood and 3 units of oil in the temporary warehouse, and on the main one - 1 unit of grain. She has a main warehouse of the 2nd level, therefore it can contain only 2 types of goods. Olya decided to get rid of 1 unit of grain from the main warehouse, and sends there 4 units of wood, and 3 units of oil. Nazar has 3 units of oil left in the temporary warehouse. He transfers them to the main warehouse. Now there will be 6 units of oil. Martha has a temporary warehouse of 3 units of meat. And 1 unit of wood. And on the main - 2 units of metal. The main warehouse can store 2 types of goods. Therefore, one type of goods is superfluous. She abandons the tree. Now in its main warehouse there are 3 units of meat and 2 units of metal. Anton has in his temporary warehouse 1 unit of metal, and in the main - 3 units of fish. This completes phase 2.

### Phase 3. Sending cars

This phase begins with the fact that the player who first bought the goods turns the "Roulette of price changes for the goods and the Embargo". If a sector with the designation 1 has fallen, this means that the price of these goods changes. Goods with a mark (+3) grow in price for a given number of positions. The change in prices of goods is recorded in the "Table of prices of goods." Move the corresponding markers. And already at the new price goods from the cars that are sent will be sold. Sector with the designation 2 - informs players that in this round there is a ban on the sale of these goods, that is, the Embargo. These goods in the current round can not be sold and also they can not be sent for export. Sending the car occurs only when it is fully loaded. Tiles of goods from these machines are returned to the appropriate piles on the playing field, and players receive money from the Bank. One coin for each unit of its goods multiplied by the price that was set after scrolling the "Roulette of price changes Embargo". Player, who completely loaded the car only with his product, gets extra victory points for it. For the yellow car fully loaded with its goods (5), the participant receives 1 victory point, for the blue car (6) - 2 points, for the green car (7) - 3 points.



①



②

**Important!** After the participants of the game received money for their goods sent, one of the players must adjust the prices of goods in the "Table of prices of goods." Goods that have just been sold become cheaper, and all the others, including the goods on which the sale was prohibited, that is, the Embargo, are rising in price. Reduction in the price of goods depends on the machine to which they were sent. Goods that were sent by the yellow car (5) lose in the price of 5 positions, the blue car (6) - 6 positions, the green car (7) - 7 positions. All other products are growing in price by 3 positions. After the participants sent the cars, made a profit and adjusted the prices in the table, they can send their goods for export. To do this, they look at the Export card, which shows 3 goods that can be exported. You can export goods in the amount of 4, 6 or 8 units. For 4 units of goods, the player gets 1 victory point, for 5 units of goods - 2 victory points, for 8 units - 3 victory points. All this is fixed by a marker on the "Scale of victory points." Export is not obligatory, sometimes it is more profitable to hold the product in order to sell it at a more favorable price. Or increase the number of goods to obtain a large number of victory points when exporting. Therefore, the participants themselves decide when to take advantage of this opportunity.



**Example.** Prices in the "Table of prices of goods" at the beginning of the round were as follows: In our example, Olya was first, who bought goods. Therefore, she turns "Roulette price changes of the goods and the Embargo."

**Option 1.** Suppose there is a sector with the following designation: Move the price markers in the table. Goods Fish rises in price by 3 marks. As we can see now this product is worth 4 coins. The goods tree loses 5 marks in price.

Below the limit value the goods cannot fall so same as rising. Therefore, the price of the goods Tree is 1 coin.

In our case, all 3 cars are fully loaded and there is no ban on their sale. All of them go and the players for their goods make a profit. So Anton, for sent goods from the yellow car (5) - receives 20 coins (5 Pisces x4



units) from the Bank and 1 victory point for the sent car only with his goods. From the blue car (6) Marta gets 25 coins (5 units of Grain x5), and Olya - 5 coins (1 units of Grain x5).

From the Green machine (7) Nazar will receive -16 coins (4 units of Metal x4), and Anton -12 coins (3 units of Metal x4).

All sold tiles of goods from the machines returns to the appropriate piles on the playing field. Next, there is a price adjustment in the "Table of prices of goods." The fish fell in price by 5 values, the Grain fell by 6 values and, accordingly,

Metal - on 7 values. Goods Meat, Oil and Wood rose in price by 3 marks. It's time to export. The following items are displayed on the Export card: Oil, Wood, Grain. We look if someone on the tablets have such products. Nazar has 6 units of Oil, and Olya has 4 units of the Tree. Nazar can export either 4 units or 6 units of Oil. They both decided to export

goods. What they get: Nazar - 2 victory points for 6 units of Oil, and Olya -1 point for 4 units of the Tree. The corresponding markers on the "Victory Points Scale" are moved.

**Option 2.** For example, this sector fell on the roulette. Metal and Wood goods are subject to Embargo. This means that the product of the green machine (7), that is, Metal, Meat, Oil and Wood, has risen in price by 3 marks.

Nazar exports its 6 units of Oil, for which he receives 2 victory points.



#### Phase 4. Improving performance.

In the course of the game, each participant decides for himself the strategy of development of his or her characteristics. Their improvement is one of the components of victory in the game. For the improvement of their characteristics, players additionally receive victory points. For the improvement of characteristics from the 1st to the 2nd level, the participant pays 10 coins to the Bank, he is awarded 1 victory point. His marker moves to 3rd level. You can improve all the characteristics at once, as well as to any level. For example, the participant decided to improve the characteristics of the Main warehouse from the 1st to the 3rd level. He pays 30 coins to the Bank for this and gets 3 victory points. It is possible to improve characteristics only in the 4th phase.

#### Phase 5. Roulette of negative events.

Starting with the player who first bought the goods in this round, everyone takes turns in the "Roulette of Negative Events". If the arrow points to one of the 3 characteristics, then the player must place a warning marker in the appropriate place on his gaming tablet, opposite one or another characteristic. At the same time, he will also lose victory points. So, if the player has the 3rd level of the characteristic, and the roulette requires a fine, the player loses 2 victory points and this characteristic becomes already the 2nd level. If the characteristic is 1st level, then only 1 victory point is lost. Below zero on the "Scale of Victory Points" marker can not descend. A penalty can be avoided if the player is insured in phase 6.



### Phase 6. Insurance.

To do this, the participant needs to say that he wants to insure a particular characteristic for the next round. The player pays 10 coins to the Bank and removes a warning marker of the corresponding characteristic from his tablet. Thus, you can immediately insure yourself for several characteristics that have a warning marker, depositing 10 coins for each insurance in the Bank. Insurance is not mandatory, so the players themselves decide whether to take risks or use them. This round ends.

In the new round, the next player will buy goods (in our example, this is Nazar). And so in a circle every new round. The game ends when one of the players scores 20 victory points. This can happen in the middle of the round. However, this round must be played to the end. Because it is possible that by the results of phase 5, victory points can be removed from this player and the game will continue. If several players score 20 points at the same time, the winner will be the participant who has more coins in his hands.

### Skip the move.

There may be a situation when some of the players have no funds left, or there will be very few of them. In this case, the participant may skip the round. To do this, before the start of the round, he announces that he is missing the round. That is, he will not be able to pass and export goods, to load cars. Also, he does not carry out the improvement of characteristics, does not twist the "Roulette of negative events" and will not be able to insure. He will be able to receive only money for the sent cars on which his goods were. From the player who decides to skip a round, 1 victory point is removed, and at the beginning of the next round, he is paid 10 coins from the bank.





