

# BACKYARD SALE!

## Engaging NEET Youth THROUGH THE MEDIUM OF GAMES



## **Hello entrepreneurs!**

We invite you to take the first steps into the business world through this simple, yet funny and thoughtful game: “Backyard sale!”, which aims to guide you to your first business.

You may think you cannot start a business because of a lack of resources, not enough money or materials, but you cannot imagine how many things you can do with just a few things and few money, only if you develop your entrepreneurial competence and creativity.

In this game you are going to collect items from your house. They are free, they seem useless, but they offer you a lot of possibilities! You will also be offered a small amount of money, which you can spend to buy new items or save it for later on in the game. The aim of the game is to gain more money and in order to do that you can craft new items and negotiate with your partners for cards and professionals. Let’s start the backyard sale!

You will get some money (tokens “NEET”) that will help you start your business: it can be used to get cards during the auction phase, negotiate with them to get a card from your competitors or count it to the final score.

### **PREPARATION**

Please print the cards in thick/ coloured paper (or use card sleeves so they are not transparent):

3-5 players: 2 times

6-8 players: 3 times

## **FIRST PART OF THE GAME**

### **PHASE 1: COLLECTION OF ITEMS AND AUCTION**

1. Give 5 cards to each player (they can look at them but they should not show them to the other players) and 12 money-tokens “NEET” (each taken equals 1 euro). If the game is played with 3-4 players, give them 7 cards.
2. Put the rest of the cards face up on the table to form a pile and take 1 card per player and 1 more (so if there are 5 players, you put 6 cards). Those are the cards that are going to be on an auction. Then card by card, start the auction: each player can decide how much he/she would like to pay for the card (they do not need to put any tokens, if they do not want to win the auction): they put this amount of money hidden in their hand. All the players put their fist in the middle, with the money hidden. When all the players have done this, they reveal the money. The one who offered more money (the minimum is the amount written in the upper left corner of the card) pays this amount to the bank and takes the card to his/her hand. In case of a tie, there will be another auction, only between the ones who are in a tie. They put more money in their hand, put the fist in the middle of the table and then reveal their offers. This will be added to the money they already offered. In case of a tie again, they repeat. If the tie continues and the money is gone or none of them wants to put more money, you discard the card.

If nobody wants to offer the minimum amount to take the card, discard it, if someone gets the card, give it to her/him. The ones who did not win the auction receive their money back. Then you go to the next card and repeat the process.

3. Repeat the auction 2 times more.
4. Participants will start trying to craft their items in more valuable goods, and check which elements are missing and with which cards they want to negotiate.

## PHASE 2: NEGOTIATION

1. During this phase the players will try to make the most of their items: they can craft them to create a more valuable good (in each card you can see the goods you can create with each item and what more items you need in order to do that), they can also negotiate with other players: they can negotiate freely, exchanging cards or giving money they saved from the previous phase.

ONE ITEM CAN BE USED ONLY ONCE, YOU CANNOT USE THE SAME ITEM FOR SEVERAL COMBINATIONS.

2. When everybody is happy with the goods they have created (if you see that it takes too much time you can limit it with time, giving them 5 minutes to this phase), they will get the money each item they own worths: you can use tokens or simply count the points.

## PHASE 3: CALCULATING EARNINGS

1. Each player calculates how much money they have earned. For each successfully crafted good, they get the amount written in the card. If they have some item that they could not craft, it counts its value, written in the upper right corner. Finally, if the players have some money left from the auction phase, they can add it up to their final score.

## **SECOND PART OF THE GAME**

After the first part of the game ends, the players divide into two groups. They already won a bit of money and now it is time to join forces to create their first business. The facilitator has to make two groups, pick up all the cards and reshuffle them, recreating the stack.

### **If there is an even number of players:**

Put the players in order from those who won the most money to those who won the least money and then divide them in groups so that those who have the most money join up with the ones who have the least and the people who have a medium amount group together.

### **If there is an uneven number of players:**

Put the players who have made the most money together, but their team will have one less player.

## **PHASE 1: BANK**

The group pools together all the money they won in the first phase: the money from the crafted items, the single goods, and what is left over from the first phase of auctions, if not everything has been spent.

It is time to save part of your winnings, to make them profitable and also for the future. It is important to always keep some of the money in the bank.

You can only keep 30 NEETs out of the bank. You need to put the rest of your team's money in the bank, and the bank gives you an interest of 10% (rounded down), so if you put in 10 NEETs you will earn 1 NEET, if you put in 20, 2 NEETs and so on.

## **PHASE 2: THE PROFESSIONALS**

In this phase each group needs to hire the specialists that are going to work with them.

Put the CVs of the professionals in the middle of the table so everyone can see them.

Distribute 2 team tokens to each team, which will be used to indicate the salary to be paid to the professionals.

The professionals that are available are:

**CRAFTER:** gives you two extra cards at the beginning.

**NEGOTIATOR:** you can steal a card you want from the other team in the negotiation phase.

**CEO:** all goods cost one euro less in the auction phase. The minimum is always one euro less and your bet can always count +1. (In the event of a tie, not every new +1 bet counts, only the first one).

**ACCOUNTANT:** Each item that you manage to craft is worth 2 NEETs more in the counting phase.

The first team (the team that has the most money) can attempt to obtain professionals. First, they discuss which professionals can help them the most and how much they would be willing to pay them. Then they put their team token on the square that indicates the amount of money they want to pay for one of the professionals. The players do not have to choose a high amount of salary, because they will have the opportunity to raise the price later, but if they want to make sure that the professional will end up working for them, they have to be careful and take into consideration what the other team might choose to do. Each professional can only work for one of the two teams.

After, the other team gets their turn and they can decide to hire a different professional or raise the price of the professional the first team chose. In this case they have to put their team token on a square with a higher amount than the first team and the first team needs to remove their token and put it on a different professional that meets either of the following requisites:

1. They do not have any tokens on them yet.
2. They have a token of the other team, in which case the team playing has to raise the price. If this happens, the other team needs to remove their token and follow the same instructions.

If a team is obligated to remove their token from the professional, then it's the other team's turn, until the 4 team tokens have been allocated between the four professionals.

Then the teams pay the professionals and collect the responding CV.

### **PHASE 3: COLLECTION OF ITEMS AND AUCTION**

Each team receives 10 cards and then the auctions phase starts which is similar to the auction that happened during the first part of the game, but now it happens in teams.

### **PHASE 4: NEGOTIATION**

This phase is identical to the first round of the game, but this time in teams.

### **PHASE 5: CALCULATING THE EARNINGS**

### **PHASE 6: REFLEXION**

You can start a debriefing with the participants, so they can reflect about their feeling, strategies and achievements, and then connect it to the real market.