



BACKYARD SALE!!!

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 lead you to your first business.

You may think you can't start a business because you lack of resources, you have just little money and no many materials, but you can't imagine how many things you can do with little things and little money, if you develop your entrepreneurial competence and your 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 also will have a little money, which you can spend to buy new items or save it to later on. The aim of the game is to get more money, so in order to do that you can craft new items and negotiate with your partners. Let's start the backyard sale!

You will get some money (tokens) that will help you to start your business: it can be used to get cards during the auction, negotiate with them to get 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 don't transparent):

3-5 players: 2 times

6-8 players: 3 times

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PHASE 1 COLLECT ITEMS AND AUCTION

1. Give 5 cards to each player (they can look at them but don't show them to the others) and 12 coins or tokens (each one has the value of 1 euro).
 - a. For 3-4 players give them 7 cards
2. Put cards face up on the table from the pile: 1 per player and 1 more (so it there are 5 players, you put 6 cards). Then card by card, start the auction: each player can decide how much he/she would like to pay for the card (they don't need to put any tokens, if they don't 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 tie,

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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 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 didn't 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. In 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.

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

2. When everybody is happy with the goods they created (if you see that it takes too much time you can limitate it with time, giving them 5 minutes to this phase), they will get the money for each item: 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 goods, they get the amount written in the card. If they have some item that they couldn't 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 to the final score.



THE SECOND PART OF THE GAME

After the first phase ends, the players divide into two groups. They already won a bit of money and now it's 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 ONE: 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's 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 euro You need to put the rest in the bank, but the bank gives you an interest of 10% (rounded down), so if you put in 10 euros you will earn 1 euro, if you put in 20, 2 euros and so on.

PHASE TWO: 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 euros 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 don't have to choose a high amount, 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. He doesn't have any tokens yet.
2. He has a token of the other team, in which case they have 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: COLLECT ITEMS AND AUCTION PHASE

Each team receives 10 cards and then the auctions phase starts, like in the first part of the game.

PHASE 4: NEGOTIATION

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

PHASE 5: 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