

Supplier/Wholesaler Guidelines (for The Business Decisions Game)

In the game, you as Instructor will play the roles of **Supplier** and **Wholesaler**. **DO NOT ALLOW THE STUDENTS TO SEE THIS PIECE OF PAPER.**

1. On **Mondays**, a representative from each team will come (one at a time) to the Supplier to purchase supplies. The team representative can buy as many supplies as they want. *(This is where the teams need wisdom – they do not yet know what price they'll get from the Wholesaler or how many products the Wholesaler will be willing to buy. Smart teams will not spend all their money on supplies, for fear that they may produce more than the Wholesaler is willing to purchase.)* Follow the guidelines listed below to know what price the supplies should cost.

2. On **Tuesdays and Wednesdays**, the teams may work on creating their products. Remind them that they may use one supply (one piece of paper) for one unit of their product type. Also remind them that the workday lasts only 3 minutes. You serve as the timekeeper and enforce the rule that production must stop at the end of the 3 minutes. If any team tries to cheat by working longer on a Tuesday or Wednesday, or by working on a day when production is not allowed, fine that team \$100 for worker exploitation.

3. On **Thursdays**, a representative from each team will come (one at a time) to you wearing your "Wholesaler" nametag to sell their finished products. Use the guidelines below to determine the price you will pay for each finished product as well as the highest total number of products you will purchase from a team. Always buy from the team the maximum number of finished products that the guidelines allow. For example, in Week One, if a team wishes to sell you 6 finished products, you should agree to purchase all 6. If they say they want to sell you less than 6, then buy whatever number they wish to sell you. If they desire to sell you more than 6, tell them you are only willing to buy 6 from them.

4. When teams get into financial trouble, they may try to sell some of their unused supplies back to the SUPPLIER. You must not allow this.

WEEK ONE

1. SUPPLIER will sell the product supplies (sheets of paper) for \$70 each. (One sheet of paper, which can produce one product, will cost \$70.)

2. WHOLESALER will purchase the finished products from each team at a price of \$100 each. WHOLESALER will purchase up to 6 products only per team.

WEEK TWO

1. SUPPLIER will sell the product supplies at \$70 per sheet of paper.

2. WHOLESALER will purchase finished products at \$90 each and is willing to purchase up to 3 products from each team.

WEEK THREE

1. SUPPLIER will sell the product supplies at \$100 per sheet of paper.

2. WHOLESALER will purchase finished products at \$120 each and is willing to purchase up to 4 products from each team.

WEEK FOUR

1. SUPPLIER will sell the product supplies at \$80 per sheet of paper.

2. WHOLESALER will purchase finished products at \$110 each and is willing to purchase up to 4 products from each team.