



GETTING STARTED

Who is it for?

Your players can literally be of any age from 9-99! The game is proven to work well with young people from as young as 9 years old through to postgraduates and experienced logisticians.

Business on the Move involves 2, 3 or 4 multimodal businesses competing against each other.

The competing companies can be run by one player or by a partnership of two players.

A single game therefore may involve 2-8 players.

Do allow, however, for the natural disagreements that partnerships always have! Doubling-up with 5-8 players per game leads to some very interesting discussions but does inevitably slow down play. It is completely acceptable to have some companies run by a partnership and others by individuals.

Of course, the more games you have, the more people can play at the same time. With 2 games, then 8 'businesses' and 16 players could take part in your first session.

The crucial role of 'Banker'

In addition to having 2-8 players we recommend* appointing a neutral 'Banker' to facilitate each game.

The Banker will be the busiest person in the game, actively involved in every turn. (S)he guarantees financial fair play, distributes assets, explains the rules to the players and ensures the whole game runs smoothly.

This person may be a fellow learner, a teacher/trainer, staff colleague, governor or business partner. Contacts involved in business would be especially appropriate.

The most effective way to roll out / cascade *Business on the Move* is to develop a team of 'Bankers', that is people who have played the game at least once beforehand and are willing to pass on their experience by acting as 'Banker' in a future game.

**If you prefer not to have an independent Banker, we suggest splitting the Banker's role between two players, one to look after the money and plastic pieces/assets, while the other distributes the various cards in the game and ensures they are obeyed!*

How long do you need?

The first game tends to take longer than expected as players learn the rules and get used to the pattern of play. We recommend:

- allowing 90 minutes for the first game plus an extra 20 minutes for debriefing/evaluation.
- making good use, ideally in advance, of the (A5) 'Guide to Delivering Learning', which accompanies every game and contains everything you need to know. **For your first game see pages 1-2 to get ready to play and use pages 5-8 to start playing** (with an 'Air & Sea' turn).
- playing one game with a maximum of 4-8 players (plus a Banker) **before** playing multiple games at once.



Room & facilities

Each game will typically require 2 'school' tables joined together to fit on the large (A1 size) game board and to allow for the necessary working space around it.

A power point facility and screen are recommended to introduce and facilitate multiple games being played at the same time together in the same room. These slides are available and downloadable from our [Learning Zone](#) for any organisation that has a minimum of 4 games.

How do you win?

With 4 different ways to 'win', the focus of the game can be geared to meet the needs of your group:-

- First to deliver 4 orders (**simplest and recommended way to play your first game**).
- Delivering most orders (a useful natural extension of the above, especially if one player delivers their initial 4 orders way ahead of other players).
- Maximum profit and/or highest total asset value (using the balance sheet supplied). This is frequently combined with the above, demonstrating how there are 'different ways to win' in business.
- Minimising carbon footprint (using the tally sheet for CO₂ emissions supplied).

How can the game be made more challenging or sophisticated?

The intrinsic versatility of *Business on the Move* enables the teacher/trainer to select the game level to be played. The seven different levels are described on **pages 23-4 of the Guide**.

We strongly recommend all players, including experienced logisticians, start at Level 1:

- **Level 1:** players race to be the first to deliver 4 orders. Each player receives one of four the pre-determined Order cards sets (see page 2).
- **Levels 2-5:** players can receive a new Order/Pallet Order* card every turn to grow their business. Players must, however, guard against expanding too fast and having dissatisfied customers still waiting for their deliveries at the end of the game.
**Pallet Order cards are part of Level 4.*
- **Level 6:** Instead of using cash, Banker records transactions on a downloadable spreadsheet. The specially designed spreadsheet is only available to those organisations with a minimum of 3 games and a personalised login that provides full access to our Learning Zone.
- **Level 7:** experienced players may use the larger and more sophisticated (A5) Rules card. The other key difference is the introduction of reverse logistics and, in parallel, Return Order cards.

In addition to increasing the game's level, **optional extras** can be introduced at **all levels** such as Productivity gains and Green logistics. See page 25 of the Guide.