



### GETTING STARTED WITH THE GLOBAL EDITION

These few pages ~ together with the (A5) 'Guide to Delivering Learning' to be found in the game box ~ should tell you all you need to know to get off to a good start playing the Global Edition of *Business on the Move*. This information relates to:

**Who is it for?**

**Room & facilities**

**The crucial role of 'Banker'**

**How long do you need?**

**How do you win?**

**Getting ready to play** (see also pages 1-2 of the 'Guide to Delivering Learning')

**Get playing** (see also pages 3-4 of the 'Guide to Delivering Learning')

**2 different visual media options**

- **Media Option (1): the 'Get Started' PowerPoint**
- **Media Option (2): a series of 4 sequenced video clips**

**How can the game be made more challenging or sophisticated?**

## GETTING STARTED WITH THE GLOBAL EDITION

### Who is it for?

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 4 games, for example, 16 'businesses' and 32 players can play. See the last part of this document for guidance on how to use our audio-visual material to facilitate multiple games at once.

### Room & facilities

Each game requires (a) table(s) large enough for the (A1 size) game board **and** adequate working space around it for the players and the Banker.

A power point facility and screen will be needed if you intend to make use of either the PowerPoint or the series of 4 video clips and Newsflashes designed to introduce and facilitate multiple games being played at the same time together in the same room.

### The crucial role of 'Banker'

We recommend\* appointing a neutral 'Banker' for each game, someone who has played before.

The Banker will be the busiest person in the game, actively involved in every turn. (S)he guarantees financial fair play, distributes assets 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.
- playing **a single game** with a maximum of 4-8 players (plus a Banker) **before** attempting to play multiple games at once.
- making good use, 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 3-4 to start with an 'Air & Sea' turn.**

You may find the audio-visual support material a very effective way to learn how to play.

### 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 CO<sub>2</sub> emissions supplied).

**Pages 1-4 of the 'Guide to Delivering Learning', found in every game box, are essential reading before you start playing. The notes below relate to those four pages.**

### Getting ready to play

**Pages 1-2** explain how to get ready, listing what each competing business should start with including **one Company base, one Insurance card and cash of \$150,000.**

The first time you play you will need to find and **extract 8 cards** marked with an 'A' or 'B' in their bottom left-hand corner from the **dark green Order card pack.**

Do **likewise for the 8 cards** marked with a 'C' or 'D' in their bottom left-hand corner from the **orange Order card pack.**

These 16 cards are the only Order cards used in a Level One game.

Each business receives one set of **4 Order cards** with the **same** letter, 'A', 'B', 'C' or 'D'.

Businesses with **dark green Orders 'A' or 'B'** always start from **Terminal East** and follow the dark green arrows to their dark green customers.

Businesses with **orange Orders 'C' or 'D'** always start from **Terminal West** and follow the orange arrows to their orange customers.

These cards are pre-determined for the Level One game to provide 'a level playing-field' in terms of their cumulative value and the cumulative dice score required to deliver to the 4 customers.

**Top tip!** For convenience and speed on the day we suggest **arranging in advance each player's** cards and money etc into **either** 4 separate (A5) envelopes **or** 4 transparent and zipped 'freezer bags'!

## Get playing

**Pages 3-4** explain the 4 steps that players must go through EVERY turn.

These 4 steps are at the heart of the game and laid out clearly on both sides of the **small (A6) Rules card** which every player should have in front of them for the whole game.

Players **choose which side** of the card to play and then **must play the 4 steps in the sequence shown** to complete their turn.

There are **2 different visual media options** which you may choose to help explain how to play and enable all your games to start together. Both options will **soon become downloadable from our Learning Zone**, available to all our sponsors and customers with a minimum of 4 games. Until such time as these media options do become available through our Learning Zone, please do not hesitate to email us for the option you want at [info@businessonthemove.org](mailto:info@businessonthemove.org)

The two options are:-

**Media (1): The 'Get Started' PowerPoint**, ideal if you prefer slides that you can easily edit and manage their speed.

**Media (2): a series of 4 sequenced video clips**, especially suitable for players receptive to a 'punchy' approach, able to absorb instructions quickly and then apply them.

### Media Option (1): The 'Get Started' PowerPoint:

Welcome:

**Slides 1-2** are **Welcome** slides: feel free to omit slide 2.

**Slides 3-5** provide an introduction to global supply chains and the use you put them to will very much depend on your players' experience of supply chains.

**Slides 6-9** explain the players' challenge and the cash and cards they start with

**Slides 10-20** guide players through the 4 steps of their first 'Air & Sea' turn

**Slide 21 is an important holding slide**, inviting players to carry on playing 'Air & Sea' turns but now playing all 4 steps successively when it is their turn.

**Slides 22 & 23** provide two alternative ways of introducing the idea of players paying \$5000 to offset their carbon footprint and rethrow a dice showing CO<sub>2</sub>. Page 11 of the Guide goes into more detail.

**Slide 24** repeats slide 22 as the holding slide

**Slides 25-34** explain how to play a 'Rail & Road' turn, ideal for use when players are starting to land containers into 'Container Handling'. If you judge your players don't need this detail, then simply announce that players should follow the same 4 steps to play a 'Rail & Road' turn, except invest in trains & trucks instead of planes & ships.

**Slide 35** takes over as the new holding slide

**Slides 36 & 37** provide two alternative ways to introduce the option of players throwing green dice rather than white dice.

**Slide 38** is a variant of slide 35 and acts as the holding slide

**Slide 39** advises players that the end of the game is approaching.

**Slide 40** is shown only when all the turns have been played and the game is finished.

**Slide 41** explains how the balance sheet is completed.

**Slide 42** includes an optional 'applause' button you may wish to click on as the results are announced.....???!?

**Slide 43** provides contact details for the game's creators

**Slide 44** acknowledges the invaluable contribution of the University of Warwick.

**Media Option (2): a series of 4 sequenced video clips:**

This video is especially helpful when there are multiple games being played at the same time.

Play the clips in the order below as the game progresses.

**If you have Bankers** on each table who have played the game before, you may prefer to watch each clip right through and then take questions.

**If there are no experienced Bankers**, we recommend you pause each video clip at the timings **shown in blue** below.

Do note that these timings are approximate and only for guidance. By playing the 4 clips through in advance, you will best judge if and when to pause and check understanding.

Part 1	INTRODUCING THE GLOBAL EDITION ( first part is 4.43 mins of cumulative running time of approx. 13 mins)
	This clip relates the idea of global supply chains to the game. You might introduce by asking who in the group has recently 'clicked & collected' or received a parcel at home? Have you ever wondered HOW your parcel reaches you?
<b>START</b>	This game demonstrates how goods reach us from the other side of the world
<b>PAUSE at 1.00</b>	Ask players to look at the <b>colour</b> of the 4 Order cards they have been given:  Do you understand where your ships and planes start from?  <ul style="list-style-type: none"> <li>• Players with dark green Order cards start from East to West (right to left)</li> <li>• Players with orange Order cards start from West to East (left to right).</li> </ul>
<b>RESTART</b>	The next 90 seconds shows how you will take charge of a 'global supply chain' delivering to your 4 customers on the other side of the world.
<b>PAUSE at 2.48</b>	Pause the clip at this point.  Players must now find their <b>4 customers named on their 4 Order cards.</b>
<b>RESTART</b>	Once all the customers have been found on the game board, the next part of the clip explains the other items that each player has ~ Company base, Cash and Insurance card.
<b>PAUSE at 4.43</b>	Is everything understood and are players ready to start playing?  If so, proceed to the next part of the video clip, <b>PLAYING AN 'AIR &amp; SEA' TURN.</b>

<b>Part 2</b>	<b>PLAYING AN 'AIR &amp; SEA' TURN ( This second part is 3.11 mins of cumulative running time of approx. 13 mins)</b>
	This next clip gets play started. Ask every player to <b>look carefully at their (A6) Rules card during this clip.</b> There are 2 key things to remember about the Rules.....what are they?
<b>RESTART</b>	
<b>PAUSE at 5.10</b>	Check players understand the 2 things: (1) Only one side of the Rules card can be used in any one turn & (2) a turn consists of 4 steps in strict order.
<b>RESTART</b>	Explain that the rest of this clip guides players through the 4 steps of an Air & Sea turn. <b>Step 1 will now be explained and then Player 1 (only) on every table will play Step 1 as that game's lead or "demo" player.</b> The other players are to listen and watch, in readiness the play their turn once Player 1 has completed his or her turn.
<b>PAUSE at 5.45</b>	Check players understand, in Step 1, that a plane is twice as fast as a ship but a ship unloads 3 times more than a plane. Instruct the <b>lead/demo</b> player (on every table) to do <b>Step 1 only</b> , "Buy assets, that is planes and ships", and place them at their <b>starting</b> Terminal (see colour of Order cards).
<b>RESTART</b>	The next few seconds explain Step 2
<b>PAUSE at 6.00</b>	Check understanding of Step 2 e.g. ask if a player has one ship, what (staff/operational) costs must be paid to the Bank every turn? What about for one plane and one ship? What if owned 3 ships? Ensure players understand \$2k PER asset EVERY turn. Instruct the <b>lead/demo</b> player (on every table) to do <b>Step 2 only</b> , "Pay costs".....
<b>RESTART</b>	The next 30 seconds explain Step 3
<b>PAUSE at 6.30</b>	Instruct the <b>lead/demo</b> player (on every table) to carry out <b>Step 3</b> and take an 'Air & Sea' card. Ask if any lead/demo player received such a bad card that they used their Insurance card? Check insurance is understood.
<b>RESTART</b>	Now watch and listen to how to play Step 4 to complete your turn.
<b>PAUSE at 7.27</b>	Check players understand 3 important facts about the dice throw:- <ul style="list-style-type: none"> <li>• One dice per asset (= ships + planes); e.g. 3 assets means 3 dice</li> <li>• Add dice throw <b>together</b> and use as wish</li> <li>• A dice showing CO2 counts as a zero</li> </ul> Ask <b>FIRST</b> players to carry out Step 4 to complete their turn.
<b>RESTART</b>	After the lead/demo player for each game has completed their first turn, the final 30 seconds of the clip act as a reminder to <b>play all 4 steps on the Rules card in the order shown.</b>
<b>END at 7.54</b>	Play now continues in a clockwise direction with the <b>second</b> player taking their turn and so on.

<b>Part 3</b>	<b>PLAYING A 'RAIL &amp; ROAD' TURN (The third part is 2.07 mins of cumulative running time of approx. 13 mins)</b>
	<p>Wait until the game is well under way and players are starting to unload their first containers at 'Container Handling'.</p> <p>The clip only lasts 2 minutes and is best played continuously from start to finish.</p> <p>Introduction: This clip shows you 2 ways you can move your containers from Container Handling to your customers....and get paid:-</p> <ol style="list-style-type: none"> <li>1. by truck alone delivering directly to customers</li> <li>2. how trains and trucks can work well together to deliver to customers</li> </ol>
<b>RESTART</b>	
<b>END at 10.00</b>	Any questions? Play continues

<b>Part 4</b>	<b>FINISHING THE GAME (Finally, the fourth part is 3.05 mins of cumulative running time of approx. 13 mins)</b>
	<p>We suggest you play this final clip when 5-10 minutes left to play.</p> <p>Distribute Balance sheet to every Banker (having added Table number)</p> <p>If all your Bankers are experienced, you may prefer to run this clip without any pauses until <b>12.50</b> where the <b>applause</b> kicks in for the results.</p>
<b>RESTART</b>	
<b>PAUSE at 10.25</b>	<p>Pause clip at this point until all players have had equal turns and finished.</p> <p>When all finished, explain that the rest of this clip shows how to work out who has won</p>
<b>RESTART</b>	
<b>PAUSE at 11.05</b>	Pause clip while all <b>delivered</b> containers are returned to the Bank
<b>RESTART</b>	
<b>PAUSE at 11.22</b>	Pause clip until players' assets are moved to their respective Company bases and cash balances have been counted
<b>RESTART</b>	
<b>PAUSE at 12.10</b>	Pause clip while Total Asset Values are added up. Check players' names have been inserted
<b>RESTART</b>	
<b>PAUSE at 12.45</b>	<p>Allow time for the balance sheets to be finished and checked.</p> <p>Collect all the completed balance sheets</p> <p>Request that players help to return all plastic parts and cards to the Game box and generally tidy up.</p> <p>Meanwhile double-check arithmetic and identify winner for each game/table.</p> <p>Announce results when ready ~ in ascending order by table works well.</p>
<b>RESTART</b>	
<b>PAUSE at 12.50</b>	Applause if so wished!
<b>END at 13.05</b>	<b>Return to 12.50 if wish to repeat applause</b>

### 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 three different levels are described on **page 20 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, A, B, C or D.
- **Level 2:** players can receive a new Order card every turn to grow their business. They must, however, guard against expanding too fast and having dissatisfied customers still waiting for their deliveries at the end of the game.
- **Level 3:** 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 boosting the game's level, **different dimensions** to play can be introduced into **all three levels** such as Green logistics, Investing in Skills, EDI and Palletisation. **See pages 21-24 of the Guide.**

Ideal when wishing to “raise the bar”, both when moving to Level 2 or 3 and when introducing a new dimension to game play, are our '**Newsflashes**'.

Select from the 20+ 'Newsflash' video clips, downloadable from our website **as long as** you have a personal login. The clips communicate in 'newsroom' style the ideas on pages 20-23 of the Guide.

Enjoy!

Andy Page & Patricia Smedley

*Creators of Business on the Move and*

*Directors of The Very Enterprising Community Interest Company (CIC).*