



Fair Deal or No Deal

You will need:

Roles worksheet (cut up)

Tea worksheet (cut up) – each student playing the part of a tea farmer will need a card showing '100kg' of tea.

Money worksheet (cut up) – each student playing the part of a buyer will need '£800' worth.

Cut up the worksheets and give them out. You should always have more 'farmers' than 'supermarket buyers' (at least twice as many).

Explain that the information in black letters is information they can share. The information in grey letters (below the line) should not be shared but this is important background information and should be taken into account in negotiations. For younger pupils you may need to have an adult working with the 'tea farmers' and another with the 'buyers' to explain the roles and help guide the task.

Allow movement around the classroom for farmers to approach different buyers and vice versa. Emphasise that either party can say 'NO DEAL' if they want or need to.

Let negotiations run for 5 minutes or until a natural time to stop.

Stop the action and reflect.

What prices are the farmers getting?

Will they be able to cover their costs?

If a family member is unwell will they be able to pay for medicine?

What affected whether deals were made or not?

See if any of the farmers are working together. Suggest that perhaps if they work together they may be able to get a better deal.

Start negotiations again for 5 more minutes, encouraging farmers to work together.

Did they get better deals that way?

Explain that a benefit of farmers working in a co-operative is that it gives them more power in negotiations as they have seen. They can agree to supply larger amounts for a higher price if they are working together. This is one of the ways that being part of a Fairtrade co-operative helps farmers to get a better deal.

Note that the numbers in this game have been simplified and do not reflect actual weights or prices. In reality a tea picker can pick around 20kg each day.