

### Teacher Overview

**Y**E equips students to overcome obstacles and reach their dreams. Central to overcoming obstacles? Communication and competition. Boneyard teaches both.

This game is very similar to Pit and builds on the learnings established throughout Pit and The Trading Game. This is a game about trade but this time, students play in groups, with limitations on the way they are allowed to trade.

In this game, a specific area in the room is designated for trading resources with other teams. Trade outside of the designated area is prohibited and enforced by consequences that affect the entire offending group. Groups are also limited by the ability to send a maximum number of two members from their team to the designated trading area, leaving the remaining members to communicate.

The goal is to experience trade, employ the Foundational Values, and create value with the added need to work in a team setting. The rules are more restrictive, the resources are more interchangeable, but the potential payoff is much higher.

### When to Use This Lesson

Boneyard follows BMC for Market Day in our YE Core roadmap. Boneyard builds on the learning established throughout Pit and The Trading Game. Therefore, you may want play after your students have had the opportunity to experience those activities. However, your students can gain valuable knowledge and experience playing Boneyard without prior exposure to Pit and The Trading Game.

### Time



### BEFORE CLASS PREPARATION

- > Review entire activity guide prior.
- > Collect necessary materials including copies of Boneyard Rule Sheets and Price Sheets.
- > Set up classroom to accommodate working in groups as well as a designated trading area in the very center. The trade area must be equidistant from each group. Be sure to mark the trade area on the floor.
- > Set up the Boneyard. This is a table, in a neutral location, where your students will collect their Bones. The dominoes should be laid out face down ready for your students to choose randomly.
- > Determine if you will assign the student groups or let them choose. (For this Activity Guide, we will allow students to choose their groups.)

### FOUNDATIONAL VALUES

- > Sound Judgment
- > Knowledge
- > Be Principled
- > Opportunity
- > Win-Win Focus

### MATERIALS

- > 6 sets of double six dominoes
- > Boneyard Rule Sheets - one per group
- > Boneyard Price Sheets - one per group based on group size
- > Timer
- > Tape - to demarcate the designated trading area
- > YE currency
- > Table for the Boneyard

## LEARNING OBJECTIVES

- > Principled Entrepreneurship LO 2a, 2b, 2d, 2e, 4b, 4d, 4e, 4l, 4m, 4n, 4o

## KEY TERMS

- > Comparative Advantage
- > Value Creation
- > Voluntary Exchange

## ACTIVITY INTRODUCTION

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- > Place students in teams of 4 or 5, no more, no less.
- > Please listen to these instructions completely before you do anything.
- > When I say go, please pick up 2 "bones" from the bone table. These are yours. In a moment, you will be joining a team. The goal of each team will be to put together sets of bones to sell for YE Dollars.
- > Any questions?.....
- > I will give you one minute to get your bones and return to the table with your team. Once your team is seated, please signal that you are ready by being silent with your right hands elevated and I will come around and give you your price sheets.
- > Okay - go!

## ACTIVITY DIRECTIONS | YOUR GOAL DURING BONEYARD

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- > As a team, put together a set of bones. Sets of bones are made up of 7 dominos. On the price sheet at your table, you can see that there are 7 possible sets and each set has a different price. Where it says all the "blanks" for example, that means the double blank, the 1 blank, 2 blank, 3 blank, 4 blank, 5 blank, and the 6 blank. This is a complete set of blank bones. Notice the price is different depending on the number of people in your team. This is so that you can more easily divide your earnings among your team members.
- > Individual blind bones are \$3 each. Blind sets (7 random bones) are \$20.
- > Does everyone understand what a set of bones is?..... This is very important so please, don't be shy.

## HERE'S HOW WE PLAY | ROUND 1

- > For round 1, you will have 3 minutes of strategy at your table. This means no talking to other teams.
- > Spend this time looking at what you have and deciding, as a team, what your strategy is.
- > Once the 3 minutes of strategy are over, you will have 5 minutes of trading time. During trading time, only 2 members from each team may leave the team's table, no more, no less. Everyone else on the team must remain seated at their table. That doesn't mean they have to be silent, they just have to stay seated. Trading may only take place in the designated trading area. Also, during trading time, one of the 2 trading delegates may come to the boneyard to purchase blind bones either individually or in sets. Again, individual blind bones are \$3 and sets of 7 blind bones are \$20.
- > At the end of the 5 minutes of trading time, please be seated at your team's table and signal that you are ready for more by sitting quietly. This is when I will come around to buy any completed sets from teams that are ready. If your team sells their set, or "cashes out" you will be payed YE dollars on the spot and given an opportunity to purchase more blind bones from the cashier.

## HERE'S HOW WE PLAY | ROUND 2

- > For this round you will have 3 minutes to strategize at your table. Remember, NO talking or signaling of any kind to any of the other tables during strategy.
- > After 3 minutes of strategy you will have 5 minutes of trading time. Pro Tip: Have two different team members leave the team table. Trading only takes place in the designated trading area. Trading time may also be used to purchase from the Boneyard, but can only be done by the trading delegates.
- > At the end of the 5 minutes of trading time, please be seated at your team's table and signal that you are ready for more by sitting quietly. At this time, I will buy any completed sets from teams that are ready. If your team sells their set, or "cashes out," you will be paid YE dollars on the spot and given an opportunity to purchase more blind bones from the cashier.

## HERE'S HOW WE PLAY | ROUND 3: FINAL ROUND

- > For this round you will have 2 minutes to strategize at your table. Remember, NO talking or signaling of any kind to any of the other tables during strategy.
- > After 2 minutes of strategy you will have 5 minutes of trading time. Same rules: only 2 team members can leave the team table. Trading only takes place in the designated trading area. This time may also be used to purchase from the Boneyard, but can only be done by the trading delegates.
- > At the end of the 5 minutes of trading time, please be seated at your team's table and signal that you are ready for more by sitting quietly. At this time I will buy any completed sets from teams that are ready. If your team sells their set, or "cashes out," you will be paid YE dollars on the spot and given an opportunity to purchase more blind bones.

## ACTIVITY DEBRIEF

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- > What you discuss during your debrief will be based on what happens while you are playing Boneyard. Make sure you pay attention to what your students are doing while they are playing. Watch their behaviors, listen to their negotiations, observe their non-verbal actions, listen to their planning and strategizing, etc.
- > What did you see happening during the planning and trading rounds?
- > What kinds of negotiations were happening? How did these negotiations create value?
- > How did you decide what to keep and what to trade? Comparative advantage, opportunity to build wealth, opportunity cost, sunk cost?
- > How did your trading demonstrate voluntary exchange? What impact do you think it would have had if trading wasn't voluntary?
- > What effect did scarcity have on the marketplace? Scarcity of time? Scarcity of funds? Scarcity of attention?
- > What effect did trade restrictions have on your ability to build wealth?
- > What Foundational Values did you see demonstrated during this activity? How did this affect you during the activity?
- > > What Foundational Values were lacking? How did this affect you during this activity? How did it make you feel?

## ACTIVITY DEBRIEF CON'T

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- > Did your team collaborate and share knowledge to reach the goal of completing sets? What did this process look like? How did this process feel? Could your team improve their process? If so, how?
- > Did your team use sound judgment in deciding what team members had a comparative advantage in fulfilling team roles, like who would be the teams designated traders?
- > Was your group compliant with the rules of the activity? Do you feel any of the rules of this activity hindered your group's ability to accomplish your goals? If we eliminated any of the rules, would it have increased each team's ability to add value and create wealth? Were there any unintended consequences to the rules of this activity? Did any groups seek to have rules changed for the benefit of everyone? If no, why not?
- > Did anyone seek ways to create value for your trading partners other than trading them needed bones? If no, was there an opportunity there for your team(s) to create win-win situations?
- > Did you see respect being demonstrated in the trading area? What did this look like?
- > Did you see integrity being demonstrated in the trading area? What did this look like?