

## Activity 1b: The Cocoa Trading Game

**Objective:** To simulate the cocoa production process and related issues (include fair trade and trade laws, consumerism)

**Room Set Up:** Six groups

**Description:**

1. Give a general overview of the cocoa producing process (from The Chocolate Game – Christian Aid)
2. Divide the class into 6 equal groups. Allocate a role to each group and a card identifying their particular roles and the roles of others –
  - a. Farmers
  - b. Cocoa Buyers
  - c. Importers
  - d. Chocolate Company
  - e. Shop
  - f. Government
3. Instruct each group to consider that the resulting chocolate bar is sold for €1 and to
  - a. Decide how much of this €1 they should receive for the job that they do.
  - b. Estimate how much they actually receive.
4. Ask for feedback on question (a) and write these on the black/white board and add the total requested. Typically this will exceed €1 – ask students to negotiate/reconsider to make a total of €1.
5. Present the Actual allocations to each player.

**Feedback:**

	<b>Requested (c)</b>	<b>Reconsider (c)</b>	<b>Actual (c)</b>
Farmers			<b>8</b>
Cocoa Buyers			<b>7</b>
Importers			<b>14</b>
Chocolate Company			<b>28</b>
Shop			<b>28</b>
Government			<b>15</b>
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>

**Discussion:** Fair Trade, trade laws, interdependence, consumerism

## Cocoa Trading Chain

### Farmers:

- Grow and care for the cocoa trees for 3-5 years
- Harvest the cocoa pods in very hot temperatures
- Remove the beans from the pods
- Ferment the beans for six days and dry them for ten days
- Take the sacks of beans to sell to cocoa buyers



Farmer dries cocoa beans

### Cocoa Buyers:

- Weigh the sacks of beans
- Store the beans
- Pay the farmer for the beans
- Arrange to take the beans to the port



Weighing cocoa beans

### Importers

- Arrange transport for the means from Ghana to the UK and Ireland
- Turn the beans into cocoa solids and cocoa butter



Cocoa product

### Chocolate Companies

- Buy the cocoa solids and cocoa butter
- Buy the other ingredients
- Make the chocolate bars
- Pay for the chocolate bar wrappers
- Pay for the advertising of the chocolate bars
- Deliver the chocolate to shops



Chocolate

### Shops:

- Buy the chocolate bars from the chocolate companies
- Sell the chocolate bars to shoppers



Retailers

### Government:

- Charge tax on the chocolate bar



Government