

# Buy, Sell, Trade!

## Leaders



World Business Council for Sustainable Development



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Fundación Entorno  
Consejo Empresarial Español para el Desarrollo Sostenible

## Handouts

This document presents the different handouts for the game. The table below lists them with suggestions on how many copies to print and in what size.

Handout	Number of copies	Size
Individual stakeholder descriptions including each team objective (Team Strategy Sheets)	One per participant (e.g., if there are 10 participants in a team, print 10 copies of each team sheet)	A4
Meeting pairs	One per participant (e.g., if there are 50 participants playing the game, print 50 copies)	A4
Map of stakeholders in Lanka Province	One per participant (e.g., if there are 50 participants playing the game, print 50 copies)	A4 + 1 poster if needed
Deal slips for each group to record their deals	5 slips x 5 teams = 25 copies + 3 extra ones x 5 teams = 15 in case needed. Total of 25 + 15 = 40 copies	A4
Rough paper for internal notes on strategy development and ideas	20 sheets/team = 50 sheets	A4
New National Environmental Law on Wastewater Discharges for Lanka Provincial Government	10 copies for members of the Lanka Provincial Government team	A4
Badges for each team member	10 badges/team (make sure there is at least one representative per badge number, e.g.,: <ul style="list-style-type: none"> <li>• 3 x "Eco Tour n° 1",</li> <li>• 3 x "Eco Tour n° 2",</li> <li>• 2 x "Eco Tour n° 3"</li> <li>• 2 x "Eco Tour n° 4"</li> </ul> Total: 10 badges for Eco Tour team	Depends on what is available
Participant list	1 per team (5 copies)	A4
Evaluation form	1 per participant (e.g., 50 copies)	A4
Fake money (currency: LaK)	3 sheets (27 bank notes/sheet)	A3 and cut up

# Lanka Provincial Government



## Who you are

You represent the interests of the residents of Lanka Province, an area of 1,500 km<sup>2</sup>. These are mostly poor, rural farming communities. A minority of them (~10% = 1,500 people) work for the local Cement and Aggregates Company, while the others mainly live off small-scale farming. You are tasked with the implementation of national regulations (e.g., on wastewater discharge), but suffer from a high level of corruption, due notably to the very low salaries your officials receive. Your budget is currently running at a deficit.

## Your objectives

- Get your budget out of negative figures by the end of the game to avoid being thrown out of power by the national environment minister, Dr. Nate Tchure
- Protect and represent the rural community
- Alleviate poverty
- Create jobs
- Decrease vulnerability to food shortages and natural disasters
- Improve overall infrastructure
- Improve market access
- Conserve Lanka Wetlands if possible

## Potential pathways to achieve objectives

- Attract business and investments (create jobs and increase income)
- Collecting tax from private sector:
  - Sweet Home Development Corporation: 200 LaK
  - Cement and Aggregates Company: 100 LaK
  - Eco Tour: 50 LaK

## Game constraints

- You cannot enter deals that violate regulation, e.g., wastewater legislation
- You cannot *sell* land, only lease it, i.e., you can only commit to changing land use and management practices
- You need to place 10 LaKs in your storm damage fund at the end of the game (after collecting your taxes)

## “Trump card”

You have the power to enforce the new environmental legislation on wastewater discharges, and can collect extra funds from players: for example, if Lanka Cement and Aggregates Company build a treatment plant to treat its wastewater, you can collect the funds. If implemented successfully, additional financial resources are very likely to be allocated by the national government to Lanka Province.

## Financial status

(In debt) Minus – 100 LaK

# Sweet Home Development Corporation



## Who you are

You are an international land development company looking to build a high-priced retirement community for Europeans and North Americans in Lanka Province.

## Your objectives

- Secure land (to allow not only for housing, but also significant natural areas for leisure)
- Secure building materials needed for construction
- Build a world class retirement community
- Secure a reliable source of local labor for the construction of the retirement community, as well as the operation of the retirement community
- Demonstrate to the provincial government that your business will boost economic development in the region

## Potential pathways to achieve objectives

- Secure development rights in the Lanka Wetlands and surrounding area
- Establish good working relationships with local community and industry

## Game constraints

- You are aiming for 5 km<sup>2</sup> of land for construction in and around the Lanka Wetlands, and could potentially offset impacts if you can find suitable land
- If you decide to operate in Lanka, you will have to pay 200 LaK in taxes to the Lanka provincial government at the end of the game
- To launch your development project, you will need to have a minimum of 950 LaK (after taxes) at the end of the game

## “Trump card”

In the short and long term, constructing the retirement community would generate local employment (tourism, shops, entertainment, restaurants...) .

## Financial status

+ 1,500 LaK

# Lanka Cement and Aggregates Company



## Who you are

You are a local cement and aggregates company that has been operating in Lanka Province for over 50 years. You employ almost 10% (1,500 people) of the overall population of Lanka Province.

## Your objectives

- Maintain your license to operate, including by complying to environmental regulation about wastewater discharge
- Identify a new revenue stream for your rehabilitated quarry that is now a wetland, e.g., through wetland credits, or as land for development or recreation
- Build stable demand for your products
- Maintain a good relationship with authorities and the local population (supply local labor)

## Potential pathways to achieve objectives

- Building a water treatment plant would guarantee compliance with new wastewater regulation (so far, this is the only way you know of to comply)
- Secure endorsements from other stakeholder groups

## Game constraints

- You need to prove compliance with environmental regulations in order to secure license to operate
- The cost of building a water treatment plant to treat 100% of your wastewater discharge is 500 LaK, that you would pay to Provincial Government.
- If you can secure your license to operate, you will have to pay 100 LaK in taxes to Lanka Provincial Government at the end of the game
- You need to have 500 LaK minimum to run your operations (after taxes)

## “Trump card”

You have 5 km<sup>2</sup> of rehabilitated wetland that you own, and therefore can do what you like with. Some of your employees have recently seen the rare Gold-Bearded Hopper (bird) in this rehabilitated quarry.

## Financial status

+ 1,000 LaK



## Who you are

You are an international conservation NGO whose mission is to lobby governments to protect, enhance and conserve healthy wetlands. You are interested in the Lanka Wetland as part of your new campaign to further strengthen the enforcement of Protected Areas.

## Your objectives

- Lobby against unsustainable development in Lanka Wetlands
- Increase overall level of environmental awareness in Lanka Province, especially about the value of wetland services
- Help design an innovative sustainable management plan for Lanka Province
- Maintain good relationships with all local stakeholders

## Potential pathways to achieve objectives

- Lobby local government to have the wetland become a strictly enforced protected area
- Educate and advise relevant stakeholders on the values of wetland ecosystem services (water filtration, habitat preservation, groundwater impacts, storm mitigation, recreational values)
- Facilitate the creation of “ecosystem service deals” among relevant stakeholders (both public and private sector)

## Game constraints

- You need to have a minimum of 50 LaK in order to run your organization

## “Trump card”

You have the results from an ecosystem service valuation study of the Lanka Wetlands that will significantly impact three other players:

1. **Revenue stream from recreational value of wetland:** (based on total amount of money paid by tourists to Eco Tour – so far the only tourism operator):

205 km <sup>2</sup> preserved:	300 LaK (estimate)
200 km <sup>2</sup> preserved:	180 LaK (based on income information from Eco Tour)
195 km <sup>2</sup> preserved:	120 LaK (estimate)
150 km <sup>2</sup> preserved:	50 LaK (estimate)
100 km <sup>2</sup> preserved:	20 LaK (estimate)
<100 km <sup>2</sup> preserved:	0 LaK (estimate)
2. **Cost to Provincial Government of preserving water filtration services of wetland:** (sufficient to treat 100% of wastewater discharge from Cement and Aggregates Company):

200 km <sup>2</sup> preserved:	50 LaK
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3. **Ecological impact of 5 km<sup>2</sup> development in or near the wetlands**

5 km <sup>2</sup> development:	50 km <sup>2</sup> total impact (incl. groundwater quality and quantity, natural ecosystems, etc.)
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## Financial status

+ 200 LaK

# Eco Tour



## Who you are

You represent an international tourism operation company offering eco-tours in Lanka Province. Your main incentive for doing business in the area is to cater to bird-watchers interested in the Gold-Bearded Hopper bird that nests *only* in the Lanka Wetlands and surrounding area. So far, you are the only tourism operator in the region.

## Your objectives

- Run a safe, sustainable and profitable business in Lanka Province
- Conserve the habitat of the Gold-Bearded Hopper bird that is endemic to this wetland area – after all, 85% of the tourists that go on your tours come because of the bird; this means ensuring that at least 195 km<sup>2</sup> of the wetland remain intact and form one continuous area
- Increase overall level of environmental awareness in the country
- Maintain good relationships with all local stakeholders

## Potential pathways to achieve objectives

- Support conservation efforts aiming at protecting the habitat of the Gold-Bearded Hopper bird, including protecting the wetland area
- Lobby provincial government to conserve at least 195 km<sup>2</sup> of wetland needed to sustain a viable Gold-Bearded Hopper population
- Currently, with 200 km<sup>2</sup> preserved wetlands, your revenue is 180 LaK.

## Game constraints

- Your investors will not support your operation if the Gold-Bearded Hopper bird becomes extinct
- If you stay in business, you will need to pay 50 LaK in taxes to Lanka Provincial Government at the end of the game
- You need to have a minimum of 80 LaK to run your operation after tax

## “Trump card”

Your tourists contribute a lot to the local economy: currently with 200 km<sup>2</sup> of preserved wetlands, you earn 180 LaK, and have encouraged other businesses to emerge, such as souvenir shops based on the Gold-Bearded Hopper (e.g. stuffed toys, T-shirts, mugs, certificates “I saw the Gold-Bearded Hopper”...).

You know that any development (even minor) on or around the wetland can affect the quality of the wetland itself, and can disturb the breeding patterns of the Gold-Bearded Hopper.

## Financial status

+ 150 LaK

# Participant list

Team name:

Facilitator name:

<b>First name</b>	<b>Last name</b>	<b>Organization</b>	<b>E-mail</b>

# Buy, Sell, Trade!

## Deal Slip

*Each form should be filled in by both teams, and only signed during the Town Hall meeting. Agree on which team will read out the deal made at the Town Hall meeting. Please be as concrete and precise as possible.*

<b>Name of team 1</b>	<b>Name of team 2</b>
<b>Description of deal made</b>	
<b>Financial transaction</b>	<b>Financial transaction</b>
<b>Comments</b>	<b>Comments</b>
<b>TO BE SIGNED DURING TOWN HALL MEETING (NOT BEFORE)!</b>	
<b>Signature team 1</b>	<b>Signature team 2</b>



# Buy, Sell, Trade!

## Evaluation Form

Please hand this in at the end of the session – thank you!

Team name	
Main contact name	
E-mail	

Please fill in the table below with your comments



General impressions of game			
Game structure and content e.g., length/depth of session			
Facilitation e.g., speed/clarity			
Materials e.g., sufficient/clear			

How can we make the game more fun and a better learning experience?

# Internal Memorandum from Lanka Province Government – New National Environmental Law on Wastewater Discharges

## INTERNAL MEMO

**From:** Dr. Nate Tchure, National Minister for the Environment  
**To:** All Provinces  
**Subject:** Information - New National Environmental Law on Wastewater Discharges

Dear colleagues,

Following years of deliberations and negotiations, I am happy to inform you that a new national law on wastewater discharges was passed yesterday, to become binding as of today. This law, to be found under ENVXXI 12 (Art. IV), concerns all corporations operating in our country.

The new law states that:

*"all corporations will be permitted to discharge their wastewater only if the following have been considered: reducing water use and wastewater discharge and recycling water and wastewater. The wastewater that cannot be avoided should be managed in a sustainable way, in order to protect the environment and society at large. Such practices include: wastewater treatment and offsetting impacts. No long-term harm should be incurred by the environment (e.g., damaged or destroyed wetland) or the population (e.g., unclean drinking water) due to a company's wastewater discharge."*

Corporations will be entitled to 1 year to include this legislation into their operational management systems, after which they will face penalties if they do not comply.

Please do not hesitate to contact Ms. I. M. Ant for any queries you may have.

Yours sincerely,

Dr. Nate Tchure  
National Minister for the Environment

Tel: + 2365415  
Email: [tchure@lanka.gov](mailto:tchure@lanka.gov)

## Meeting pairs

 1	 1
 2	 1
 3	 1
 4	 1
 1	 1
 2	 2
 3	 2
 4	 2
 1	 2
 2	 4
 3	 3
 4	 3
 1	 3
 2	 2
 3	 3
 4	 4
 1	 4
 2	 3
 3	 4
 4	 4

Lanka Province





