

THE VALUE RUN — STAGE CARDS & NEWS FLASHES

One card per team member. Costs are scenario data for classroom use; the jobs are real. Cut the news flashes off and keep them — the teacher reads them mid-run.

STAGE 1 • THE CHAIN

Exploration

Your costs: \$20 per unit — surveys, drilling, years of looking before anyone finds anything

Your pricing rule: cover your costs, pay your people, keep a margin — then defend it.

Job spotlight — exploration geologist: reads the ground like a detective; most searches find nothing, which is why finding something has to pay.

STAGE 2 • THE CHAIN

Extraction

Your costs: \$40 per unit + whatever you paid Exploration

Your pricing rule: cover your costs, pay your people, keep a margin — then defend it.

Job spotlight — plant operator: runs machines the size of houses; the roster is long, the pay reflects it, and safety runs everything.

STAGE 3 • THE CHAIN

Processing

Your costs: \$30 per unit + whatever you paid Extraction

Your pricing rule: cover your costs, pay your people, keep a margin — then defend it.

Job spotlight — process technician: turns rough ore into refined material — chemistry at industrial scale; no processing, no product.

STAGE 4 • THE CHAIN

Shipping

Your costs: \$10 per unit + whatever you paid Processing

Your pricing rule: cover your costs, pay your people, keep a margin — then defend it.

Job spotlight — port logistics coordinator: loads ships the length of city blocks and schedules them across oceans; late ships burn money by the hour.

STAGE 5 • THE CHAIN

Manufacture

Your costs: \$60 per unit + whatever you paid Shipping

Your pricing rule: cover your costs, pay your people, keep a margin — then defend it.

Job spotlight — manufacturing engineer: turns refined material into the thing in your pocket — design, assembly, testing, warranty.

STAGE 6 • THE CHAIN

The Consumer — you

Your costs: everything the chain spent, plus every margin — you pay the whole ladder

Your pricing rule: cover your costs, pay your people, keep a margin — then defend it.

Job spotlight — everyone: the most powerful link: you can walk away. Every dollar in this chain started as a consumer's choice — remember your Lesson 1 survey?

TEACHER ONLY • READ ALOUD MID-RUN

NEWS FLASH 1: “Electric vehicle sales have doubled — the world wants twice the batteries. Demand for your product has surged.”

NEWS FLASH 2: “A new battery chemistry needs half the lithium. Demand for your product has fallen sharply.”

After each flash: every stage votes up / down / hold, writes the new price, and defends it in one line.

