NAME ______________________

THE CHAIN

> *"A rock leaves the ground worth a little — and arrives in your pocket worth a lot. Where does the money come from?"*

YOUR ROLE TODAY: A LINK IN THE CHAIN

Last lesson you guessed the journey from rock to pocket. Today you don't study the chain — you BECOME it. Your team runs all five stages, and at every hand-off, somebody has to name a price.

TEST YOUR GUESS — THE REAL CHAIN REVEALED

Get your Lesson 1 exit ticket back. Compare your guessed steps to the real five stages below, then score yourself honestly.

STAGE	THE REAL CHAIN	DID MY GUESS HAVE IT? WHAT DID I CALL IT?
1	**Exploration** — finding it	
2	**Extraction** — mining it	
3	**Processing** — refining it	
4	**Shipping** — moving it	
5	**Manufacture** — making it yours	

My guess scored ____ / 5 stages. The stage I completely missed: ____________________

One real job standing at that missed stage (from the stage cards): ____________________

Now find the chain in the picture above — tick each stage as you spot its object: ☐ exploration map ☐ excavator ☐ processing plant ☐ ship ☐ factory/device

THE VALUE RUN — HOW IT WORKS

1. **Take a stage.** One stage card per team member (pairs share in big teams). Read your costs and your job spotlight aloud.
2. **Set your price.** The rule every business uses: **cover your costs, pay your people, keep a margin.** Your price = your costs + your margin. You choose the margin — but you must defend it.
3. **Run the chain.** Stage 1 sells to Stage 2, Stage 2 to Stage 3... record every price in the ladder as the value climbs.
4. **Survive the news flashes.** When your teacher reads a flash, EVERY stage must decide: price up, down, or hold — and by how much. Write it, defend it.

THE PRICE LADDER — SCENARIO DATA FOR CLASSROOM USE

STAGE	MY COSTS	MY MARGIN	MY PRICE	AFTER FLASH 1	AFTER FLASH 2
Exploration	$20				
Extraction	$40 + what I paid				
Processing	$30 + what I paid				
Shipping	$10 + what I paid				
Manufacture	$60 + what I paid				

"What I paid" = the price you bought from the stage before. That's how value — and price — climbs the chain.

The final price a consumer pays for our chain's product: $________ · The rock left the ground at: $________

THE MARGIN DEFENCE — EVERY BUSINESS OWES ONE

My stage's margin is ______ % because:

____

The chain maths: consumer price − rock price = $________. That money didn't vanish — name two places it went:

____

____

THE NEWS FLASH DEBRIEF

Flash 1 (demand surges): my stage moved its price ☐ up ☐ down ☐ held — because:

Flash 2 (demand falls): my stage moved its price ☐ up ☐ down ☐ held — because:

The stage that felt the shocks hardest was ______________________ because:

EXIT TICKET — THE LINK SIGNS OFF

1. The five stages, in order, from memory — no peeking:

1 __________________ 2 __________________ 3 __________________ 4 __________________ 5 __________________

2. The curriculum question, your words: how does a business set its price — and what makes it change?

3. Seed for next lesson: your Extraction stage has one budget but three things screaming for it — new equipment, more workers, or exploring for the next deposit. You can fund ONE. Which — and what does choosing it cost you?

SKILLS I USED TODAY — TICK WHAT'S TRUE

☐ sequenced a real supply chain · ☐ set a price and defended it · ☐ adjusted to demand like a real business · ☐ played a link, thought like a chain · ☐ named real jobs at every stage