

**REGIONAL SUMMIT RULES
& STEP BY STEP INSTRUCTIONS
— DAY OF THE SUMMIT —**

STUDENT TEAM INSTRUCTIONS

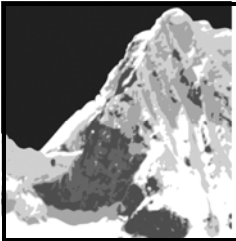
Team Leaders

Team Treasurers

COMMUNITY VOLUNTEER INSTRUCTIONS

Scorekeepers

Bankers

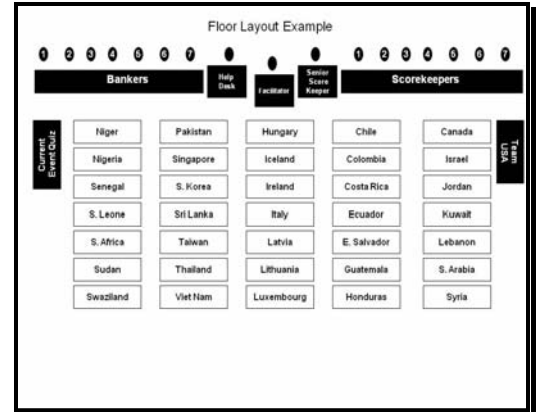


Summit Opening - Floor Layout - Geography Quiz

1. ARRIVAL

Upon arrival, the student country teams set up their table displays and get ready to start the Summit. Each team has a **Team Leader** and a **Team Treasurer**.

The **Summit Facilitator** announces and explains all activities during the day. The **Senior Scorekeeper** keeps a Master Score Sheet for the entire Summit. Community volunteers are assigned as **Scorekeepers** (6-10 per Summit) and **Bankers** (6-10 per Summit).



2. WELCOME & SUMMIT OPENING (15 minutes)

3. GEOGRAPHY QUIZ (15 minutes) 10 Points

How it Works

Teams identify 10 countries presented in a slide show. Use the Geography Quiz Answer Sheet to record answers. Team members may consult with each other but not with other teams. One point per correct answer. No written or electronic materials.


- **Facilitator:** Explains activity. Then instructs Team Leaders to pick up Scorekeeper Packet 1.
- **Scorekeepers:** Only when instructed, give Scorekeeper Packet 1 to Team Leaders of your assigned teams.
- **Team Leaders:** Check contents and prepare your team for Geography Quiz.

Scoring the Geography Quiz

- **Team Leaders:** When finished with the quiz, take completed Answer Sheet to your Scorekeeper.
- **Scorekeepers:** Correct each team's quiz using the Answer Key in the Scorekeeper Resource Packet. Record points on Answer Sheet and place it in Senior Scorekeeper Pickup Box.

Scorekeeper Packet 1

1. Agenda
2. Scorecard (for team reference)
3. Rules & Procedures
4. Geography Quiz Answer Sheet



Geography Quiz Answer Sheet

Country Name Chile Scoremaster Name Team Leader

How it Works

- The Quiz is taken as a team. You may not cooperate with other teams or use any materials.
- 1 Point per correct answer
- **Scoremaster:** Record your answers — then turn in the Answer Sheet to your Scorekeeper.

Number	Answers: Countries
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	

Geography Quiz
Answers

Scorekeeper: Correct Quiz Record Number Correct 8 Scorekeeper Scorekeeper

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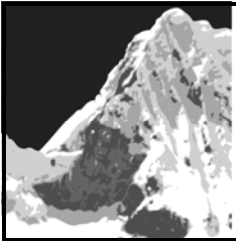


Table Display Judging - Signature Campaign for Proposals

4. TABLE DISPLAY JUDGING

(By Bankers during Signature & Alliance Sessions)

How it Works (0, 5 or 10 Points plus Bonus Pts for Winners)

During the next two activities (approximately 60 minutes), the **Summit Bankers** examine and score the Table Displays of their assigned countries. (6 - 8 countries per banker) Bankers fill out a Table Judging Sheet for each of their countries and award a score of either 0, 5 or 10 points according to the rubric on the the judging sheet. Three independent judges will choose the overall Summit Table Winner and two “Runners Up”. The Table Winner will receive 3 Bonus Points and the Runners up will receive 2 Bonus Points.

5. SIGNATURE CAMPAIGN FOR PROPOSALS (25 MINUTES)

How the Campaign Works (5 Points to top 6 teams)

Teams submit a 125 word proposal prior to the Summit dealing with a major global issue. Teams campaign to gain support by collecting Signature Cards and Signatures from other teams. Each team starts with 5 Signature Cards of their own, which they award to other teams. The 6 teams to collect the most Signature Cards **and** Signatures on the Signature Campaign Sheet score 5 points and qualify for the Debate.

Beginning of Signature Campaign

- **Facilitator:** Instructs Team Leaders to pick up Scorekeeper Packet 2.
- **Scorekeepers:** Hand Country Packet 2 to Scoremasters only when instructed.
- **Team Leaders:** Check contents and prepare for Signature Campaign. Do not start until instructed.

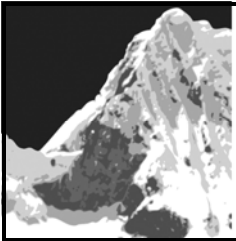
Conclusion of Global Signature Campaign

- **Team Leaders:** Write the number of cards and signatures your team collected on the Signature Sheet. Turn cards and the sheet in to Scorekeeper.
- **Scorekeepers:** Verify the number of cards and signatures recorded is valid. Correct any errors. Sign the Signature Sheet and place it in Senior Scorekeeper Pick Up Box. You can store the cards.

Scorekeeper Packet 2

1. Signature Campaign Sheet
2. 5 Signature Cards
3. Export Import Matrix
4. Global Proposals
5. Five blank Contract Forms





Trade Alliance Session - Note on Summit Contracts

NOTE: SUMMIT CONTRACTS

Teams may use optional “Summit Contract Forms” to enter into written agreements for future trading with other teams. For example, one team may agree to support another’s Global Proposal if the other team agrees to trade exports later. The penalty for breaking a written contract is 10 points plus possible damages.

6. TRADE ALLIANCE SESSION (25 MINUTES)

How Trade Alliance Session Works (20 Pts, 10 per Alliance)

Up to 6 teams may form a free-market Trade Alliance by recording their country names on a large Trade Alliance Poster and each clipping 1 Alliance Card to the large poster. Each team then records the names of its alliance partner countries on the two-part form “Your Trade Alliance Partners”. Products imported from trade alliance partners are tariff-free. Each country may join 2 Trade Alliances, as described above. To minimize collusion, no more than 2 teams from same school may be in alliance.

To receive points, at the end of this session each **Team Leader** delivers the white copies of “Your Trade Alliance Partners” to his/her **Scorekeeper**. Therefore, most teams will deliver 2 copies of Trade Alliance Partner Forms to their Scorekeeper.

Beginning of Trade Alliance Session

- **Facilitator:** Explains the Trade Alliance Session.
- **Scorekeepers:** Hand Scorekeeper Packet 3 to Team Leaders only when instructed.
- **Team Leaders:** Check contents. Do not begin until instructed.

Conclusion of Alliance Session

- **Team Leaders:** Turn white copies of Trade Alliance Partner forms into Scorekeeper. Keep yellow copies as your record of which countries you may import from tariff-free.
- **Scorekeepers:** Keep white copies Trade Alliance Partner forms for later use. Fill out a “Number of Trade Alliances Joined” for each of your teams and deposit these in the Senior Scorekeeper Pick Up Box.

Scorekeeper Packet 3

1. Two Trade Alliance Cards
2. Two copies “Your Trade Alliance Partners”

Your Trade Alliance Partners

To form or join an Alliance

- Each country in the Alliance records its name on an Alliance Poster and clips its Alliance Card to the Poster
- Each country records the names of its Alliance Partners on this form → Keep 1 copy to keep track of your Alliance Partners → Turn the other copy into your Scorekeeper to gain 10 points
- Each country may join 2 alliances - 10 Points per alliance. Maximum of 6 teams in an alliance - no more than 2 teams from same school in an alliance

Year	Alliance Countries	Name of School
1		
2		
3		
4		
5		
6		

Scorekeeper: _____

Each team records names of Alliance Partners. Give white copy to your Scorekeeper.



Number of Trade Alliances Joined

Nigeria

Scorekeeper: _____

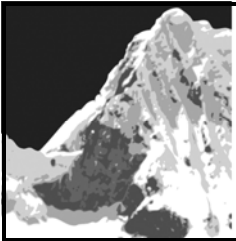
Each country is allowed to join two Trade Alliances for 10 points each. For an Alliance to be valid, no more than two countries in the Alliance may come from the same school. Complete this form for each of your countries and turn it in to the Senior Scorekeeper.

Country Name:	

Circle the number of Alliances this country joined.

0 1 2

Nigeria joined 2 alliances.



Trading and Banking Session Activities: Imports / Tariffs

7. TRADING & BANKING SESSION (55 MINUTES)

There are several activities that happen simultaneously in this session. These activities are grouped into **2** main categories:

- Export/Import Trading (**Team Leader** deals with the **Scorekeeper** regarding the Export / Import trading.
- Banking Transactions (**Team Treasurer** deals with the **Bank** regarding the various banking transactions.)

How the Session Starts

- **Facilitator:** Explains Trading Session
- **Scorekeepers:** Give Scorekeeper Packet 4 to Team Leaders only when instructed.
- **Team Leaders:** Check contents. Do not begin trading.
- **Bankers:** Give Bank Packet 1 to Country Treasurers only when instructed.
- **Team Treasurers.** Check contents. Do not begin session until instructed.

How each Activity Works

Exports - Imports (2 Points per Import Goal, Max 30 Pts)

Each team submits specific quantity goals for 13 categories of import products prior to Summit. Example: 2 Food Coupons, 4 Raw Materials, 0 Military Goods etc. During this session, teams attempt to acquire the import coupons they need from other teams — but supplies are limited. Teams score 2 points for each of the 13 import category goals they complete, including categories where their goal is **0** (13 x 2 = 26 pts) . If they complete all 13 goals, they score 4 additional bonus points.

Tariffs (Penalty of 10 Pts per missing Tariff Sticker)

When a team acquires an **Import Coupon** from another country that **IS NOT** one of its free-market Trade Alliance partners, the importing team must pay 1 Devco tariff to the Summit Bank. The **Bank** places a **Tariff Paid Sticker** on the coupon to prove to the **Scorekeeper** that the team has paid. At the end of the session, the **Scorekeeper** checks the team's "Trade Alliance Partner Forms" (turned in previously) to verify which coupons came from alliance partners and which did not. (10 point penalty for any coupon missing **Tariff Paid Sticker**.)

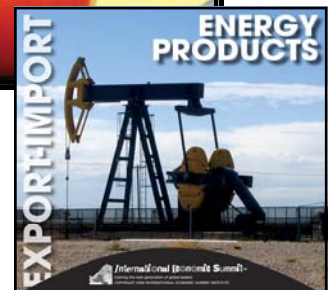
Scorekeeper Packet 4

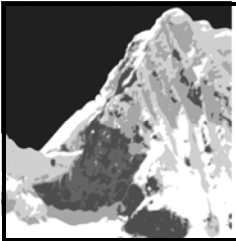
1. Export — Import Coupons
2. Country Strategic Plan

(Scorekeeper to Team Leader)

Bank Packet 1

1. Currency (Welcos, Devcos, Lescos)
2. Additional Currency for Hi Income countries to give as Foreign Aid to Low Income countries
3. Foreign Aid Receipts for Low Income countries to give Hi Income countries in exchange for aid.





Trading and Banking Session: Bank Loans - Foreign Aid

Banking Transactions (Team Treasurers)

Bank Loan: (1 point for each Welco repaid, Maximum 10 Pts)

Each team may take one 10 Welco loan from the Bank. The **Team Treasurer** deposits 1 Export/Import Coupon (any one) with the bank as collateral/security. The bank fills out the top half of a Bank Loan Document, clips the coupon to it and holds these until repayment. The bank keeps 1 Welco as interest in advance and gives the Team Treasurer 9 Welcos. The team must hold the loan for at least 15 minutes before any repayments are made.

Loan Repayment:

The **Team Treasurer** may repay all or part of the loan. For each Welco repaid, the team earns 1 point. Upon full or partial payment, the Bank takes the Loan Form from its file, fills out the bottom half and gives the form to the Team Treasurer. BUT, the Bank only returns the Export/Import Coupon Collateral if all 10 Welcos are repaid. Otherwise, the bank keeps the coupon.

Bank Loan

Step 1: Bank - How to make the loan

- Bank fills out the top half of the loan form until repayment is made.
- Team deposits 1 Export/Import Coupon as collateral.
- Bank gives team 9 Welcos and keeps 1 Welco as interest in advance.
- Each team may only take 1 loan.

Country Name: Chile

Loan Amount: 10 Welcos (9 Welcos given to team)

Time of Loan: 11 AM

Export Coupon held as Collateral: []

Student Bankmaster's Name: []

Step 2: Team - How to repay all or part of loan

- Team must hold loan minimum of 15 minutes before repayment.
- Team repays the loan.
- Bank returns the Export/Import Coupon Collateral if all 10 Welcos are repaid.
- The Bank checks the Scoring Sheet and then gives it to the Senior Scorekeeper.

Amount Repaid: 1 - 10 Welcos

Time of Repayment: [] O'Clock

Export Coupon: Returned [] Held []

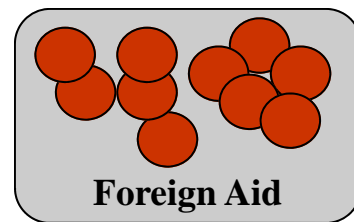
Banker's Name: []

Trading Session: [] point for each Welco repaid on the Bank

Security = Food Coupon

Foreign Aid - High Income Countries (10 Pt Penalty per missing F.A. Receipt)

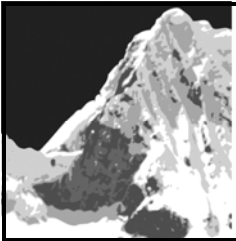
At the beginning of this session, each High Income Country will find in its Bank Packet a certain amount of currency labeled Foreign Aid. The High Income Country is required to award this money (in grants of 5 Welcos each) to Qualified Low Income Countries. It proves that it has done so by presenting the required number of Foreign Aid Receipts to the Bank at the end of the session. The penalty for not presenting the required number of Receipts is 10 Points each.



Foreign Aid - Low Income Countries

At the beginning of the session, the Low Income Countries will find a certain number of Foreign Aid Receipts in their Bank Packets. When a Low Income Country obtains Foreign Aid money from a High Income Country, the Low Income Country must give a RECEIPT in return for each 5 Welcos it receives.





Trading & Banking: LTD Coupons - Ending Currency

Long Term Development Coupons: 5 Points each....up to maximum 20 Pts

Countries may purchase up to 4 LTD Coupons (Healthcare, Education, Infrastructure, etc.) from the Bank for 5 Welcos each. Each LTD Coupon earns 5 points, up to a maximum of 20 points.



Ending Currency: (5 Points if ending currency greater than beginning)

At the end of this session, the **Team Treasurers** will turn in all remaining money (and other items) to the Bank. If a team turns in more money at the end than the team started with, it will earn 5 points. It is likely that teams will turn in a mix of currencies at the end of the session - Welcos, Devcos and Lesscos. It is therefore necessary to convert the mixture of currencies into one standard denomination - Welcos - as in the following example:

Team's beginning currency: 10 Welcos (must turn in value greater than 10 Welcos to receive 5 points)

Ending currencies:

2 Welcos	=	2 Welcos
6 Devcos	=	3 Welcos
8 Lesscos	=	<u>2 Welcos</u>

Total value turned in 7 Welcos (No Points)

Helpful Hint

1 Welco = 1.00 dollar
1 Devco = .50 cents
1 Lessco = .25 cents

Current Event Quiz: (Earn up to 20 Welcos Profit)

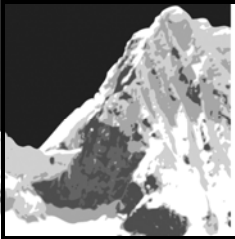
During the Trading Session, teams may choose two team members to take the Current Event Quiz. To take the 10 question multiple choice quiz, the team must deposit 10 Welcos with the Quiz Administrator. For each correct answer, the team receives 3 Welcos in return.

Current Events Quiz

- 10 Multiple Choice Questions
- Deposit: 10 Welcos
- Payout: 3 Welcos per correct answer

8. CLOSE OF BANK — END OF TRADING SESSION

The facilitator will give warnings 10 and 5 minutes before the Bank closes and trading ends. When the session ends, the Team Treasurers in line at the Bank will be allowed to finish their transactions but no additional students will be allowed in the banking lines. All other transactions on the floor will cease at that time and teams will be instructed to return to their tables. The penalty for transacting business after the close of the session is disqualification from the Summit.



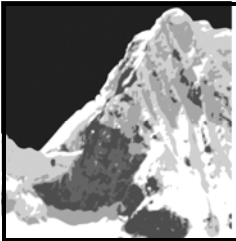
International Economic Summit™

training the next generation of global leaders

Sample Import Scoring Sheet - Team Leaders & Scorekeepers

Sample Import Scoring Sheet															
Egypt													Low Income Country		
These coupons came from countries listed on their Alliance partner Form. No Tariffs due.	Food	Raw Materials	Semi-Finished Materials	Energy	Capital Goods	Consumer Goods	Science and Technology	Military	Tourism	Transport Services	Financial Services	Information Services	Business Services	Number of coupons they were required to turn in.	
REQUIRED COUPONS Number of coupons this team must turn in to earn 2 points per import category.	2	2	3	0	2	2	0	3	0	3	0	0	0		
STEP 1: ALLIANCE COUPONS Student Scoremaster counts and records number of coupons obtained from ALLIANCE PARTNER COUNTRIES	2	2	3	NA	1	2	NA	2	NA	0	NA	NA	NA	Tariff Penalty Record 10 penalty points per coupon if tariff not paid ☹	
STEP 2: NON ALLIANCE COUPONS Student Scoremaster records number of coupons obtained from NON ALLIANCE COUNTRIES. 10 point penalty per coupon if tariff not paid				NA	1		NA	1	NA	0	NA	NA	NA	No penalty. They paid their tariff on both non-alliance coupons	
STEP 3: TOTAL ALLIANCE + NON ALLIANCE COUPONS Student Scoremaster totals Alliance and Non Alliance Coupons	2	2	3	NA	2	2	NA	3	NA	0	NA	NA	NA	Bonus Points Record 4 points if 100% required coupons turned in ☹	Total Points ☹
STEP 4: POINTS Student Scoremaster records 2 points per category if required coupons turned in. Then record penalty, bonus and total points	2	2	2	2	2	2	2	2	2	0	2	2	2	0	24
These coupons had to have a Tariff Paid Sticker on them. And they did!	Scorekeeper Signature: _____												No bonus points because they missed on 1 category		
Instructions: Student Scoremaster completes this form and turns it in to Scorekeeper with all Import / Export Coupons for verification.															

Scorekeepers: Earlier in the day, each team delivered to you one or two “Trade Alliance Partner Forms”, which you are holding. You may use these forms to verify which import coupons should have a “Tariff Paid” sticker attached. For example, Egypt delivers its Import Scoring Sheet and Import Coupons to the Scorekeeper. One of the coupons is labeled “Mexico” as the country of origin. However, Mexico is NOT listed on either of Egypt’s Trade Alliance Partner Forms. Therefore this coupon must have a “Tariff Paid” sticker attached in order to avoid a 10 point penalty.



Scoring the Trading Session - Treasurers & Bankers

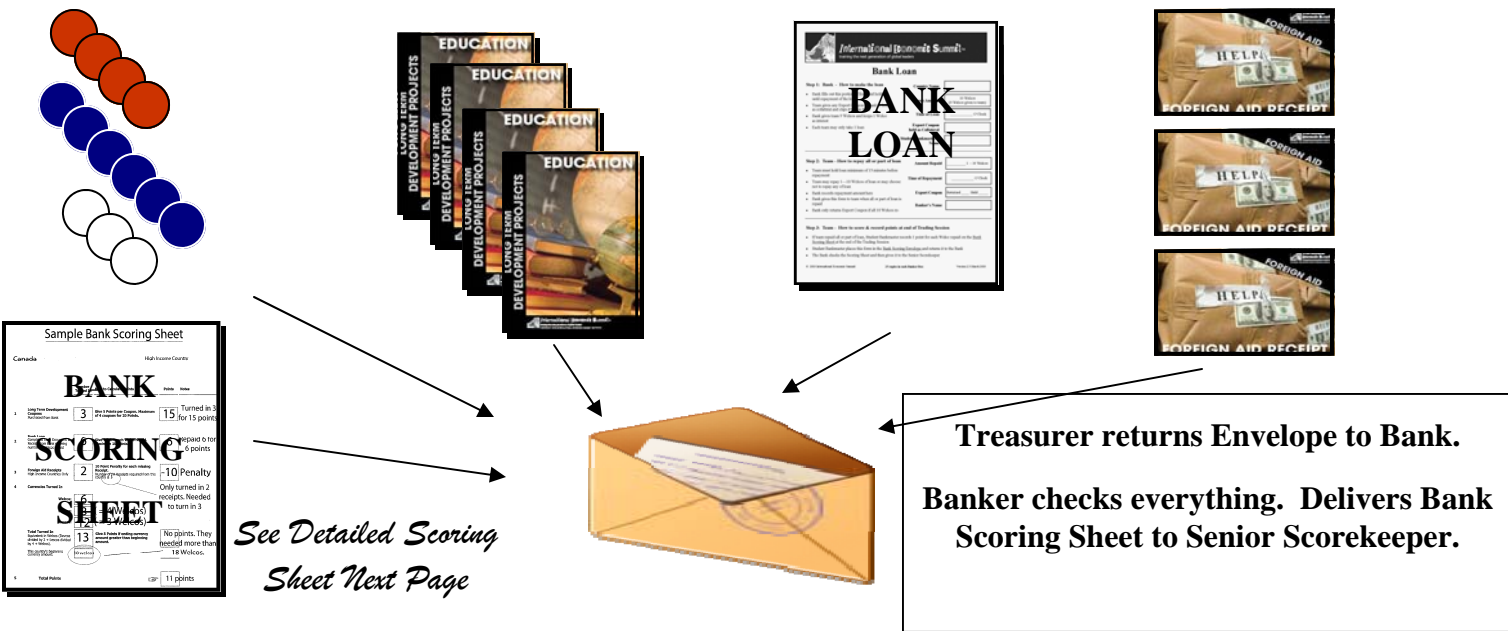
Bank and Financial Scoring — How it Works

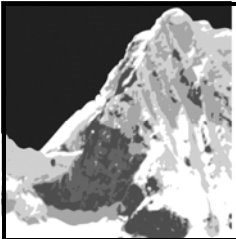
Each Team Treasurer picks up **Bank Packet 2**. The Treasurer then returns to the country's table, sorts and organizes the team's ending currency, LTD Coupons, Bank Loan Form and Foreign Aid Receipts, if any. The Team Treasurer then fills out the Bank Scoring Sheet, places these items in the return envelope provided and returns these to the **Banker**. The **Banker** checks the contents of the envelope, verifies the quantities of the items recorded and makes sure the score has been correctly calculated. The **Banker** then signs off on the Bank Scoring Sheet and places it in the **Senior Scorekeeper Pick Up Box**.

Bank Packet 2

1. Bank Scoring Sheet
2. Return Envelope

Step 1 Count Ending Currencies	Step 2 Count Long Term Development Cards	Step 3 Find your Bank Loan Document	Step 4 Foreign Aid — High Income Countries Only
Determine if ending amount is greater than beginning	Each team allowed to purchase up to 4 from Summit Bank	If team completed a Bank Loan, determine amount repaid	Count number of Foreign Aid Receipts you got from Low Income Countries
If so, record 5 points on Bank Score Sheet	Record 5 Points each on Bank Scoring Sheet	Record 1 Point for each Welco Repaid	Record 10 Point Penalty for any missing Receipts
Place currencies in Return Envelope	Place LTD Cards in Envelope	Place Loan Document in Envelope	Place Receipts in Envelope



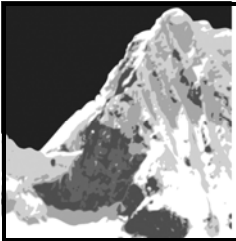


Sample Bank Scoring Sheet - Treasurers & Bankers

Sample Bank Scoring Sheet

Canada High Income Country

		Number Turned In	How to Calculate Points	Points	Notes
1	Long Term Development Coupons Purchased from Bank	3	Give 5 Points per Coupon. Maximum of 4 coupons for 20 Points.	15	Turned in 3 for 15 points!
2	Bank Loan Completed Loan Document & Receipt from Bank showing number of Welcos repaid	6	Give 1 Point each Welco repaid. Maximum 10 Points.	6	Repaid 6 for 6 points
3	Foreign Aid Receipts High Income Countries Only	2	10 Point Penalty for each missing Receipt. Number of FA Receipts required from this country is 3	-10	Penalty
4	Currencies Turned In				Only turned in 2 receipts. Needed to turn in 3
	Welcos:	6			
	Devcos:	8	(= 4 Welcos)		
	Lescos:	12	(= 3 Welcos)		
	Total Turned In Equivalent in Welcos (Devcos divided by 2 + Lescos divided by 4 + Welcos).	13	Give 5 Points if ending currency amount greater than beginning amount.		
	This country's beginning currency amount:	18 welcos			No points. They needed more than 18 Welcos.
5	Total Points			11	points



Summit Debate Preparation - Lunch - Debate Process

10. SUMMIT DEBATE PREPARATION (15 MINUTES)

The Facilitator will announce the 6 teams that will present their Global Proposals in the Summit Debate. All Team Leaders will then pick up a Debate Packet from their Scorekeepers. Each team will then write and submit 2 written questions for any of the proposals that will be presented in the Debate. During lunch, Team USA will review the questions submitted and will select 1 question for each of the 6 Global Economic Proposals. The teams whose written questions are selected will earn 3 points per question.

Scorekeeper Packet 6

1. Copy of 6 proposals in Debate
2. Two Question Forms
3. Voting Ballot

11. LUNCH (45 MINUTES)

- **Scorekeepers** and Bankers: Finish scoring the Trading / Banking Session
- **Debate Teams:** Prepare for the Summit Debate
- **Team USA:** Select 1 written questions for each Debate team (total of 6 questions selected)

12. SUMMIT DEBATE & VOTE (60 MINUTES) 5 Points Winner; 5 Points Voting; 3 Pts each Selected Question

A. Presentation of Proposals

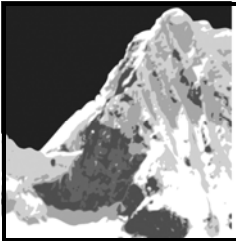
At the beginning of the Debate all 6 country teams will assemble at the front of the Summit. Each team will have one minute to present their Global Economic Proposals to the assembly. The Facilitator will project each team's proposal on the projection screen. No questions will be asked during the initial presentation period.

B. Question / Answer: (3 Points for each team whose written question has been selected)

During lunch, Team USA will have selected one written question for each of the 6 teams. The Facilitator will announce the team whose question has been selected for the first Global Economic Proposal. The questioning team will come to the floor microphone and ask their written question, plus one follow up question. The presenting team will have up to 30 seconds to respond to each question. Team USA may then ask a question, plus one follow up question. The presenting team will have 30 seconds to respond to each. This process will be repeated for each of the 6 Debate teams. The Summit Facilitator will have the discretion to invite additional extemporaneous questions from the floor but no points will be awarded for these questions.

C. Voting (5 points for each team that votes)

Each Summit team will have one vote. Additionally, each Summit Scorekeeper, Banker and Team USA will have one vote in the Debate. The votes will be tallied by Team USA during the Economics Test and the Debate winner will be announced (and will receive 5 points) during the Award Ceremony.



Economics Test - Costume Judging

13. GLOBAL ECONOMICS TEST (20 MINUTES) 24 POINTS / 2 POINTS PER CORRECT ANSWER

How it Works

Teams take a 12 question test on global economics - 2 points per correct answer. Team members consult with each other but not other teams. No written or electronic materials. When completed, the Team Leader turns the test into their Scorekeeper. The Scorekeeper corrects the test, records 2 points per correct answer and turns it into the Senior Scorekeeper.

Scorekeeper Packet 7

- Economics Test

- **Facilitator:** Explains the test & instructs Team Leaders to pick up the Country Packet 7 from **Scorekeepers**.
- **Scorekeepers:** Hand Test to Team Leaders.
- **Team Leaders:** When instructed by Facilitator, your team may begin Economics Test.

Scoring the Economics Test

- **Team Leader:** Make sure team name is written on front. Deliver the test to your Scorekeeper.
- **Scorekeeper:** Correct the test using the Answer Key in your **Resource Packet**. Record 2 points per correct answer on the front of the test, sign it and place it in the **Senior Scorekeeper Pick Up Box**.

14. COSTUME JUDGING (15 MINUTES) 0, 5 OR 10 POINTS PLUS BONUS PTS FOR WINNERS

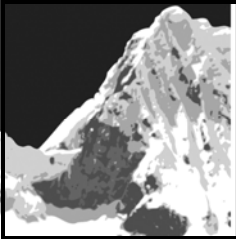
While the Summit Scorekeepers are scoring the Economics Test, the Summit Bankers will judge costumes. The Facilitator will call 8 - 10 teams at a time to come to the Banker Tables. The Bankers will use the Costume Judging Sheets in their Banker Boxes to award points for costumes according to the rubric below. When completed, the Bankers place the completed judging sheets in the Senior Scorekeeper Pick Up Box. Three independent judges will choose the overall Summit Costume Winner and two "Runners Up". The Costume Winner will receive 3 Bonus Points and the Runners up will receive 2 Bonus Points.

Costume Rubric

- 0 Points: No evidence of a costume
- 5 Points: at least 3 elements present (including Name Tags)
- 10 Points: at least 5 elements present

Costume Elements

- Nametags for all team members (required)
- School name (required)
- Shirts or full costumes that reflect the country's culture, geography or economics
- Head gear
- Face paint
- Country Flag
- Country Map



Award Ceremony & Close of Summit

15. AWARD CEREMONY (20 MINUTES)

At the conclusion of the Summit, after all scores have been tallied, the Facilitator will announce the Summit Award Ceremony. Awards and categories may vary from Summit to Summit. At some Summits, the awards for early events such as the Geography Quiz are given during the Summit rather than waiting until the end. The following is typical:

- 100% Geography Quiz. All teams scoring 100%
- 100% Economics Quiz. All teams scoring 100%
- 1st Place Global Economic Debate
- 1st Place Table Display
- 1st Place Costume
- 1st Place High Income Country
- 1st Place Middle Income Country
- 1st Place Low Income Country
- Grand Summit Winner