

Banana Splits

Supplies: Six Sheets of Paper Pencils
Poster Board Markers
Six Bananas Six Knives
Tape Banana Illustration ([click here to download](#))

This is a **30-minute** introduction to trade issues using bananas as an example of the way that world trade works to the disadvantage of poor farmers and their families.

Prepare one wall chart of the banana diagram. Prepare a second wall chart with a blank banana shape on it.

Divide the participants into six groups of equal numbers. Assign each group one of the following names:

Pickers and Growers	Retailers
Wholesalers	Importing Company
Shipping Company	Packaging Company

Distribute paper and pencils to each group. Give the pickers/growers each a banana and tell everyone that a banana cost 10 cents.

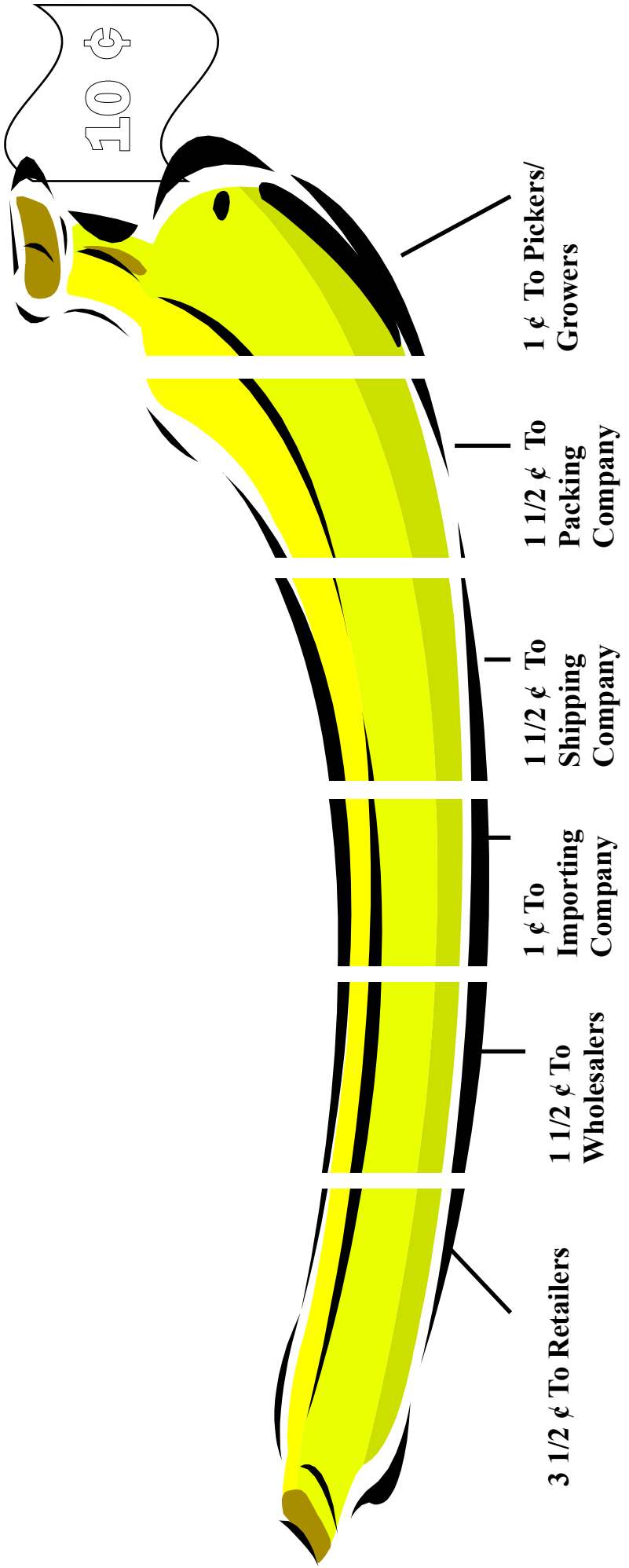
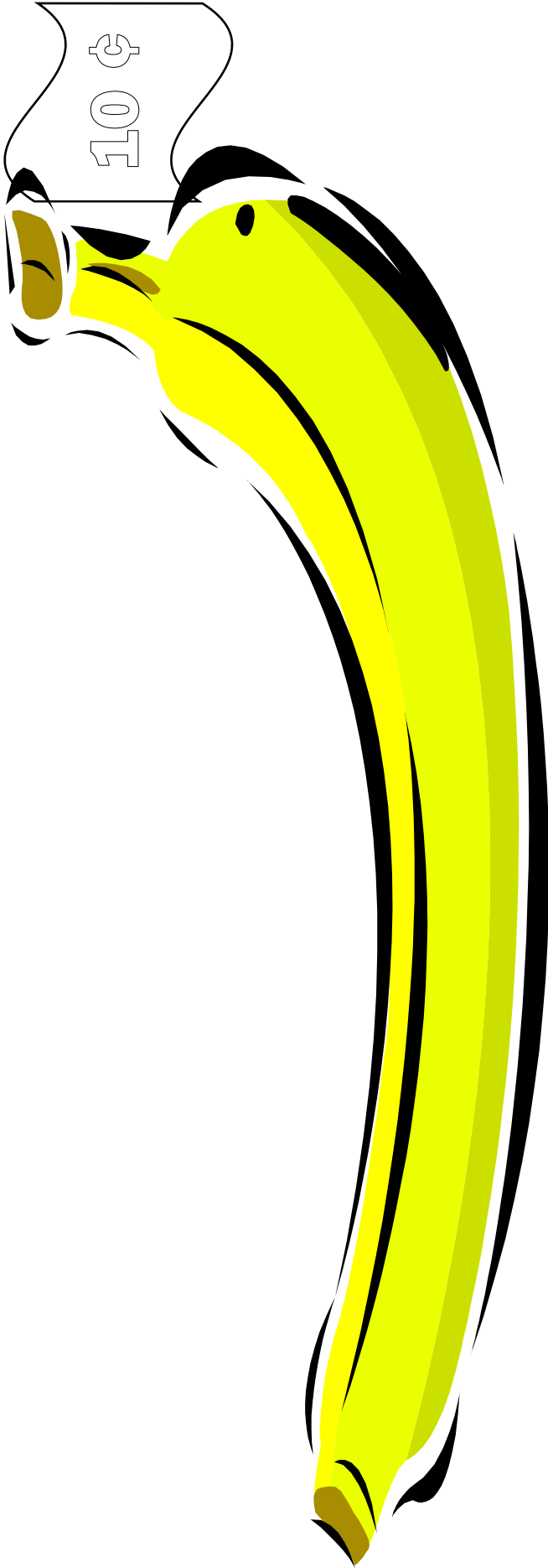
Put the blank banana chart, marked 10 cents, on the wall. Ask each group to decide among themselves what cut the group should have of the final banana price. The decision depends on the amount of labour and other costs the groups feels it must meet.

After five minutes get the group to present its case. Write the amounts on the blank banana. If the total comes to over 10 cents, get them to negotiate among themselves until the cost come back to 10 cents.

Next, display the poster depicting the actual situation. Discuss the following:

1. How do the two sets of divisions compare?
2. How do the pickers and growers feel?
3. Discuss what the group believes would be the fairest division of the price.
4. How could the pickers and growers get a better but?

Conclude with each group actually taking their share from the pickers and growers' bananas.



1 ¢ To Pickers/
Growers

1 1/2 ¢ To
Packing
Company

1 1/2 ¢ To
Shipping
Company

1 ¢ To
Importing
Company

1 1/2 ¢ To
Wholesalers

3 1/2 ¢ To Retailers