

# DISCUSSION:

## SCARCITY AND SKINS

Items that are scarce often have more value than items that are common. This is why gold is a more valuable metal than copper, and diamonds are more valuable than gold.

It's also why people love to buy unique skins or decorative items in games, so they don't have the common or default items.

Scarcity is an idea that relies on its context, or what you are comparing it to.

## ACTIVITY:

Print the second page in colour. Look at one line at a time, and cover the others up with a blank piece of paper.

Can you identify which skin is the 'rare' one in each line?

Ask the kids to have a think about how the rare skins make them feel - do they like them more? Does the other skins look *boring* in comparison?

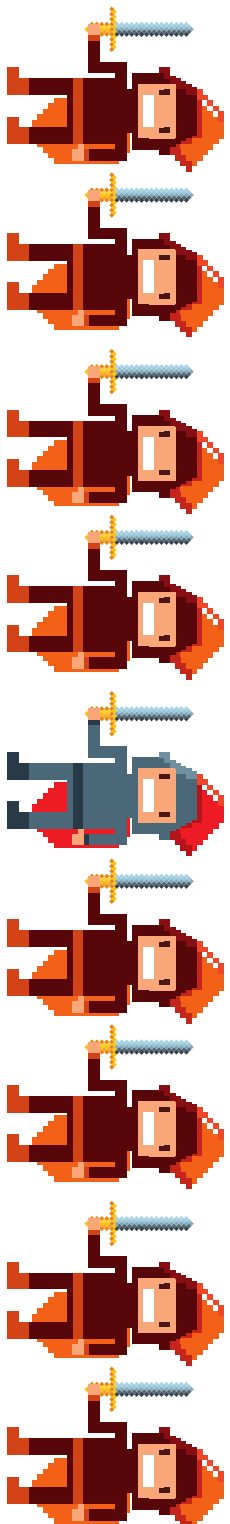
Does looking at the next group change how they feel about the previous skins? Has their favourite changed?

Is a digital skin something they would spend money on? Would they spend \$1? What about \$10? What about \$100?

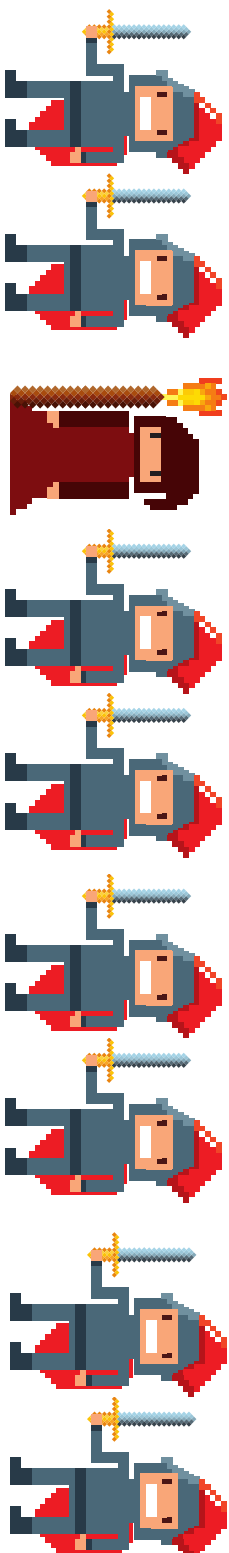
Many people in online games can feel pressured into spending money on skins, and having a default skin when their friends have custom skins can bring on some challenging feelings. Have a talk about what they would do and who they could talk to if they felt uncomfortable.

Get creative and spend some time designing a good range of skins for a game that you think everyone in your class could chose one from.

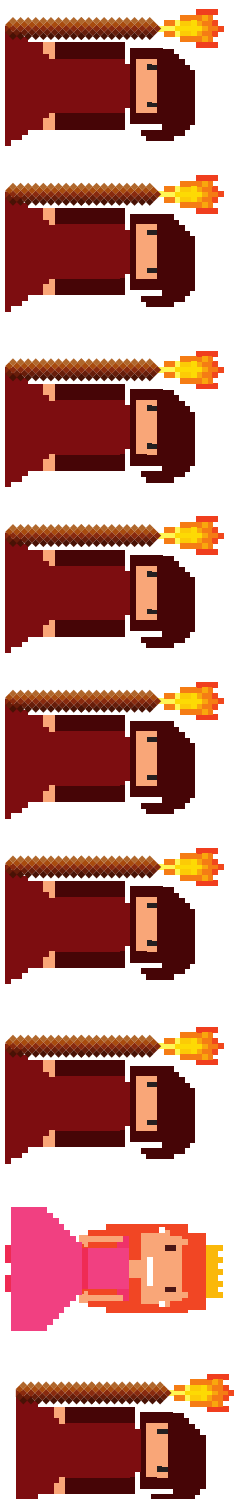
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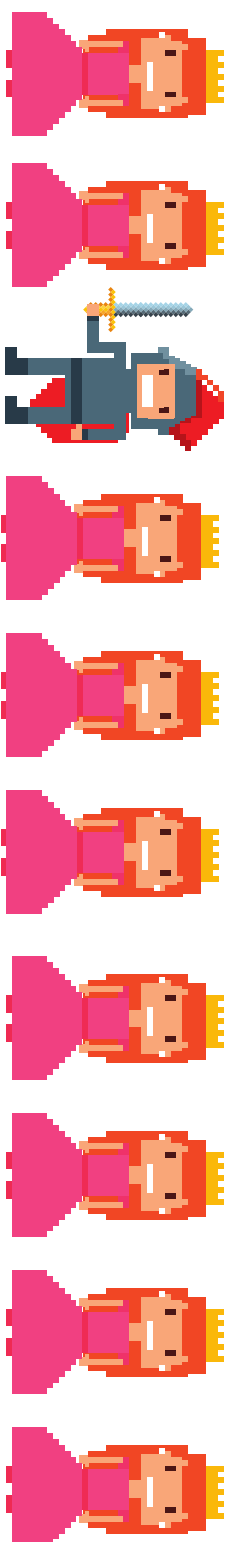
2.



3.



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