



Negotiation Exercise - Please Return Once Complete

Role of "Dr. Roland"

You are Dr. Pat Roland. You work as a research scientist for a pharmaceutical firm. The firm is under contract with the government to do research on methods to combat enemy uses of biological warfare.

Recently several World War II experimental nerve gas bombs were moved from the U.S. to a small island just off the U.S. coast in the Pacific. In the process of transporting them, two of the bombs developed a leak. The leak is presently controlled by government scientists who believe that the gas will permeate the bomb chambers within two weeks. They know of no method of preventing the gas from getting into the atmosphere and spreading to other islands, and very likely to the West Coast as well. If this occurs, it is likely that several thousand people will incur serious brain damage or die.

You've developed a synthetic vapor which will neutralize the nerve gas if it is injected into the bomb chamber before the gas leaks out. The vapor is made with a chemical taken from the thorns of the durian, which is a very rare and very perishable fruit. Unfortunately, only 4,000 durians were harvested this season.

You have recently been informed, on good evidence, that Wan Hassan bin Ibrahim, a Malaysian fruit exporter, is in possession of 3,000 durians in good condition. If you could obtain the thorns from the exterior of all 3,000 durians, you would be able to neutralize the gas if the vapor is developed and injected efficiently.

You have been informed that Dr. Kelly Jones is also urgently seeking to purchase the durians. Dr. Jones is aware of Wan Hassan's possession of the 3,000 available durians. Dr. Jones works for a firm with which your firm is highly competitive. There is a great deal of industrial espionage in the pharmaceutical industry. Over the years, your firm and Dr. Jones' have sued each other for violations of industrial espionage laws and infringement of patent rights several times. Litigation on two suits is still in process.

The federal government has asked your firm for assistance. You've been authorized by your firm to approach Wan Hassan to purchase the 3,000 durians. You have been told he will sell them to the highest bidder. Your firm has authorized you to bid as high as \$250,000 to obtain the thorns from the durians.

Before approaching Wan Hassan, you have decided to talk to Dr. Jones. You want to ensure that Dr. Jones will not prevent you from purchasing the durians.



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Durian Purchase Problem

Instructions:

1. You have 10 minutes, or until time is called, to arrive at an agreement with your opponent.
2. It is important that each group work alone. Do not discuss the facts, your negotiating strategy or your outcomes with anyone before the results are discussed in class.
3. Record the outcome of the negotiation on the form below and turn it in as you complete the negotiation.

TERMS OF THE AGREEMENT: Terms of your agreement:

1. Name of person playing “Dr. Jones”: _____
2. Name of person playing “Dr. Roland”: _____