

UNESCO/APC MULTIMEDIA TRAINING KIT

Confidential instructions: Dr Roland Introduction to CPS

Developed by: Search for Common Ground

Ugli Orange

You are Dr. Roland, a research biologist for a pharmaceutical company. Your company has a government contract to do research on methods to combat enemy uses of biological warfare, but the government has asked your company for assistance with an immediate problem.

Recently, several old experimental nerve gas bombs were moved to a small Pacific island. While they were being moved, two of the bombs developed leaks. The leaks are under control, at present, but government scientists believe that, within two weeks, the gas will leak out of the bomb changers and escape. There is no known method of preventing the gas from getting into the atmosphere and spreading to the coast. If the leak occurs, several thousand people will die or suffer serious brain damage.

You've heard that a Mr. Cardoza, a fruit exporter in South America has 3,000 oranges. If you get all 3,000 Ugli Oranges you could make enough of the chemical from the rind of these oranges to neutralize all of the gas if the serum is developed and injected efficiently. Your company has not been able to locate any more of these Ugli oranges. As far as you know, there are only 3,000 such oranges in the world crop this year.

You have learned that Dr. Jones is also urgently seeking to purchase Ugli oranges and that Jones is aware that Cardoza has oranges available. Dr. Jones' company and your company are highly competitive, and there is a great deal of industrial espionage in the pharmaceutical industry. Your company and Dr. Jones' company have sued each other twice for infringement of patent rights. One lawsuit is still going on.

You've been authorized by your company to approach Cardoza to purchase the 3,000 Ugli oranges. You have been told that Cardoza will sell them to the highest bidder. Your company has authorized you to bid as high as \$250,000 (USD) to obtain the oranges.

Before approaching Cardoza, you have decided to talk to Dr. Jones. Think carefully about what information you are willing to tell the other side, and what information you will not disclose.