

**Role Play**

**The Joint Bid:**

Role of Representative of Kunjur Cosmetics

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You are the Director of the Anti-Aging Research Center at Kunjur Cosmetics, a leader in skin treatments that prevent wrinkles and other visible signs of aging. Since completing your studies (which were paid for by the company) you have been very happy working at Kunjur and have many close friends there at their Dhaka headquarters.

You are about to enter a bid for Lith flowers with a Central Asian government, because you recently received some exciting news: one of your research teams believes that it has found a revolutionary new chemical compound which can prevent wrinkles. Such an achievement would ensure the long-term financial future of the company and of all of your co-workers.

Through careful research, the company has discovered that a substance found in the rare Lith flower can help counteract the effects of aging on the human skin. Adding even just a tiny grain of the compound from the Lith flower petals to the company’s existing anti-wrinkle cream has been found to stop further wrinkling at a 90-95% effectiveness rate. Unfortunately, it is proving extremely difficult for your research teams to synthesize this key compound in the laboratory.

Compounding this problem, the Lith flower is only found in one isolated Central Asian forest and is impossible to grow commercially. It does not have any leaves and it does not use photosynthesis to produce its food, like normal plants. Instead it receives nourishment from a specific fungus which grows in close contact with the root system.

The local government that controls all of the territory in which the flower grows has decided to permit the harvest and sale of a maximum of 100 Lith flowers. This limit was set because environmental studies indicated that harvesting more Lith flowers would deplete the plant’s population too much and could lead to its extinction.

To your alarm and dismay, another company, Minavar Pharmaceuticals, has also shown interest in purchasing the very limited available supply of Lith flowers. For a complex mix of political and humanitarian reasons, the local government has invited Kunjur and Minavar to submit a joint proposal on how to best divide up the 100 flowers. If a joint proposal is not completed at this meeting or rejected by the government, there is the risk that the government will allow other interested parties to bid.

The government has set the minimum bid for each of these rare flowers at $100,000. Kunjur has instructed you to obtain as many of the 100 available flowers as you can and authorized you to spend as much as $100,000,000 ($1 million per flower if you were to purchase all of them). You are authorized to negotiate any deal with Minavar within these limits. You do not know anybody from the government well enough to approach them independently without raising suspicions over your intentions and thus your participation in the joint bid exercise.

To summarize, you and your counterpart first negotiate over the number and price of flowers you will be able to purchase. If you reach an agreement with your counterpart both of you will then present a joint proposal to the government.

Prepare for the meeting with your counterpart from Minavar Pharmaceuticals.