

## Conflict Management-Negotiation Game

### Role of B.K. Mishra

You are Dr. B. K. Mishra, a biological scientist employed by a leading pharmaceutical firm. You have recently developed a synthetic chemical useful for curing and preventing Rudosen. Rudosen is a disease contracted by pregnant women. If not controlled in the first eight weeks of pregnancy, the disease causes serious brain, eye and ear damage to unborn child. Recently, there has been an outbreak of Rudosen in Orissa and several thousand women have contracted the disease. You have found with patients that your recently developed synthetic serum cures Rudosen in its early stages. One key element of the serum is made from the skin of the Meethi Litchi. Unfortunately, the Meethi Litchi crop this year was devastated by hail storm and only 3000 kg survived, all of which are in the possession of one Mr. J. C. Jha, a Maithili scholar from Dharbhanga. No additional Meethi Litchis will be available till next April which will be too late to cure the present Rudosen victims.

You have demonstrated that your synthetic serum is in no way harmful to pregnant women. There are no side effects. The Health Ministry has approved of the production and distribution of the serum as a cure for Rudosen. Unfortunately, the present outbreak was unexpected and your firm had not planned on having the compound serum and it is expected to be a highly profitable product.

You have recently learned that Mr. Jha is willing to sell them all to the highest bidder. With these litchis, you would be both to cure the present victims as well as to provide sufficient inoculation for the remaining women in the state.

You have come to know that your rival in a competitor company, Dr. P. K. Ghosh, is also seeking the Meethi Litchis and is aware that Mr. Jha is in possession of the entire crop. Dr. Ghosh is employed by your leading rival in the pharmaceutical field and there have been a number of litigations over patent rights and charges of piracy between your firm and his.

You have been authorized by your firm to approach Mr. Jha to purchase the 3000 kgs of Meethi Litchis, even bidding as high as one crore.

Before approaching Mr. Jha, you have decided to talk to Dr. Ghosh to persuade him to let you buy the litchis.



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## **Role of Dr. B. K. Ghosh**

You are Dr. P. K. Ghosh, research biologist for a large pharmaceutical company.

Recently, there has been an epidemic of infectious hepatitis in Cuttack, Bhubaneswar and Puri. Several thousand persons are critical and the number of new cases rises daily.

After years of your research, you have just developed a synthetic compound that will both effectively cure those already infected as well as inoculate others against contraction of the disease. Results of thousand of tests on liver patients have established this and that there are no negative side effects.

The serum is formed from a number of chemical elements in combination with the seed of rare variety of Litchi, the Meethi Litchi. Something in the seed of the Meethi Lithi is the catalyst in producing the serum. Nothing else does it.

Unfortunately, heavy hail storms in April have destroyed all but 3000 kg of the Meethi Litchi crop. These are in the possession of one Mr. J. C. Jha, a noted Maithili scholar. This amount, however, would be enough to cure the present victims as well as prepare an inoculation to cover Orissa till next year's crop when an inoculation can be prepared for the entire country. Mr. Jha is ready to sell to the highest bidder.

You have become aware that Dr. B. K. Mishra, a research biologist of your biggest competitor company, is urgently seeking purchase of the total crop. There have been a number of litigations between your company and his over patents and charges of piracy in this highly competitive field.

The Government of Orissa has asked for your firm's assistance. You have been authorized by your firm to purchase the 3000 kg of Litchis from Mr. Jha, even paying up to one crore. Before approaching Mr. Jha, you have decided to talk to Dr. Mishra to persuade him to let you buy the Lithis.



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