

A. Role for Roland - Ugli Orange Case

You are Dr. P.W. Roland. You work as a research biologist 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 but government scientists 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 that several thousands of 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 rind of the Ugli orange, a very rare fruit. Unfortunately, only 4000 of these oranges were produced this season.

You've been informed, on good evidence, that an R.H. Cardoza, a fruit exporter in South America is in possession of 3000 Ugli oranges. The chemicals from the rinds of this number of oranges would be enough to neutralize the gas if the serum is developed and injected efficiently. You have also been informed that the rinds of these oranges are in good condition.

You have also been informed the Dr. J.W. Jones is also urgently seeking purchase of Ugli oranges and s/he is aware of R.H. Cardoza's possession of the 3000 available. 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' firm 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 R.H. Cardoza to purchase the 3000 Ugli oranges. You have been told s/he will sell them to the highest bidder. Your firm has authorized you to bid as high as \$250,000 to obtain the rind of the oranges.

Before approaching R.H. Cardoza, you have decided to talk to Dr. Jones to influence her/him so that s/he will not prevent you from purchasing the oranges.

B. Role for Jones - Ugli Orange Case

You are Dr. J. W. Jones, a biological research scientist employed by a 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 caught in the first four weeks of pregnancy, the disease causes serious brain, eye, and ear damage to the unborn child. Recently, there has been an outbreak of Rudosen in your state and several thousand women have contracted the disease. You have found, with volunteer victims, that your recently developed synthetic serum cures Rudosen in its early stages. Unfortunately, the serum is made from the juice of the Ugli orange which is a very rare fruit. Only a small quantity (approximately 4000) of these oranges! were produced last season' No additional Ugli oranges will be available until next season, which will be too late to cure the present Rudosen victims.

You've demonstrated that your synthetic serum is in no way harmful to pregnant women. Consequently, there are not side effects. The Food and Drug Administration has approved 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 available for six months. Your firm holds the patent on the synthetic serum and is expected to be a highly profitable product when it is generally available to the public.

You have recently been informed, on good evidence, that R.H. Cardoza, a south American fruit exporter, is in possession of the juice of 3000 Ugli oranges in good condition. If you could obtain the juice of all 3000 you would be able to cure the present victims and provide enough inoculation for the remaining pregnant women in the state. No other state currently has a Rudosen threat.

You have recently been informed that Dr. P.W. Roland is also urgently seeking Ugli oranges and is also aware of R.H. Cardoza's possession of the 3000 available-. Dr. Roland is employed by a competitor pharmaceutical firm. S/he has been working on biological warfare research for the past several years. There is a great deal of industrial espionage in the pharmaceutical industry. Over the past several years, Dr. Roland's firm and your firm have sued each other for infringement of patent rights and espionage law violations several times.

You've been authorized by your firm to approach R.H. Cardoza to purchase the 3000 Ugli oranges. You have been told s/he will sell them to the highest bidder. your firm has authorized you to bid as high as \$250,000 to obtain the juice of the 3000 available oranges.

Before approaching R.H. Cardoza, you have decided to talk with Dr. Roland to influence her/him so that s/he will not prevent you from purchasing the oranges.