

BUDDLE FINDLAY NEGOTIATION COMPETITION 2007

NATIONAL ROUND 4

Common facts for all negotiators

Napoleon Torpedo is an awkward university student with a passion for magical creatures, drawing and hip hop dancing. Although he is not very popular at Cumbersome University, he is pretty much best of friends with a new international student at the University, Petrol Sanchez. Together they came up with the idea that Petrol should run for local Mayor of the city of Cumbersome and that Napoleon would manage his election campaign. They think they have a good shot of winning if they target the university students to vote in support of Petrol and promote policies that would favour students. Napoleon has many grand ideas for Petrol's campaign, such as handing out badges to students, sticking up posters around the university and enticing voters with Tater Tots. Napoleon decided that the best way to make this campaign successful would be to enlist the help of professionals. So with Petrol's permission, Napoleon engaged Make Me Popular Limited ("MMP"), a company which specialises in campaign planning. MMP assured Napoleon that they will supply all the materials he will need to make Petrol popular.

MMP outsources all its printing to a local company called I-Print Limited ("I-Print"). Rex Kwon, a consultant for MMP, is in charge of Napoleon's file. He rang I-Print to ask whether they made badges as well as posters. A telephone operator for I-Print confirmed to Kwon that they did, but because orders for badges are not usually run of the mill, they will take longer than usual to make. After discussing with Napoleon, Kwon emailed I-Print on 28 August with the following instructions:

"We would like 10,000 copies of the poster (file 1 attached) in A3-sized-glossy paper and in full colour. In addition, we would like to order 6,000 small white badges with 'Vote for Petrol' in red writing and a graphic of a liger to be inserted as background (magical creature graphic attached). We will need this at our office by 10am, Saturday 22 September, at the latest."

I-Print then emailed Kwon with the following quote for the job:

"Quote for job number 334455

10,000 x A3-sized poster on glossy paper	\$1.50 each	\$15,000
6,000 small badges with red writing	\$0.80 each	\$4,800
Inclusion of non-standard graphic on badge	\$0.20 per badge	\$1,200
	Total	\$21,000
	Less: 2% discount	(\$420)
		\$20,580

Estimated delivery date for posters: 22 September

Estimated delivery date for badges: 26 September"

Kwon was not satisfied with the quote, and subsequently rang up the office of I-Print and verbally abused the receptionist. As a result, the matter has become quite heated – so much so that the parties are unable to speak directly to negotiate the quote. As there is some urgency for

this job to be done, the parties have therefore arranged a meeting for their respective legal representatives to negotiate the order.