

BUDDLE FINDLAY NEGOTIATION COMPETITION 2007

NATIONAL ROUND 5

Common facts for all negotiators

“Singing with the Stars” is a new phenomenon in reality television programming. It involves the novel concept of having a talent/singing competition fought out between local celebrities hosted by Gason Junn and broadcast live on national television. Last year’s show was a ratings winner and this years instalment is anticipated to be even bigger with the inclusion of only the best New Zealand C-grade talent comprising of ex soap stars, ex sport stars and other well known personalities looking to take their career to the next level - B Grade.

The shows producers Need a New Idea Productions (“**NANI**”) have been in contact with the agent of local pop princess Spritney Pears (“**Ms Pears**”) regarding a possible appearance as a guest judge on the final show.

Over the past year, Ms Pears has been ridiculed in the press for her overindulgence with alcohol and questionable parenting skills. Recently, she completed 2 months of alcohol and drug rehabilitation after a spate of late night binges, resulting in some unflattering photos of her circulating on the internet and on the cover of a number of women’s magazines. In particular, one photo showed her stumbling down an alley in a clearly inebriated state and with her hair completely shaven off. Ms Pears was quoted later as claiming that she shaved her head to make the point that “beauty is from the inside”. Her popularity has since spiralled downwards – a particularly worrying trend as Ms Pears is about to release a new album “Oops I Shouldn’t Have Done that Again”.

NANI has also recently been in negotiations with the show’s main sponsor Blades Unlimited Limited (“**BUL**”) in regard to assisting with a children’s charity event prior to the final. BUL is the market leader in designing and manufacturing shavers and shaving products. NANI has indicated that it thinks Ms Pears could somehow be involved with that event in addition to her appearance on the show.

NANI and Ms Pears have each instructed their lawyers to negotiate the terms for Ms Pears’ proposed appearance as a judge on “Singing with the Stars”.