

## ***The Instructions***

**I am providing one envelope to each group. *Please do not write on these materials unless you are the Chairman.* The Chairman will complete a group decision form. When you receive the envelope, please remove the contents, take the “rôle” on top, and pass the rôles to the person on your right, etc., until everyone has a rôle.**

**When you receive your rôle, remove the card and place it on you or in front of you so that the others in your group can tell who you are. Then read your rôle and *act as you would act if you were in the rôle which is described.* (Repeat this) *Improvise as necessary but do not step out of your rôle.* The rôles all differ, so do not discuss your rôle with others in your group.**

**This meeting has been called by Dr. E. G. Upjohn, the Chairman of the Board at Upjohn. Due to time pressures, your group must reach a decision in 45 minutes. Dr. Upjohn will start the meeting as soon as you have read your rôles.**

**Each board member should consider the basis of his or her decision/s for the in-class debriefing. That is, how will you justify your position/s?**