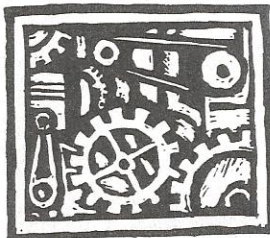


You work at Wanamaker Widget Factory as a customer service representative. Your company is currently facing a widget shortage and has put a temporary limit on widget sales: 2000 widgets per customer per week. One day you take a call from Alvin Zinger at South Coast Supplies. He's a longtime customer who usually orders about 4000 widgets per week. When you tell Alvin about the temporary limit on widget sales, he informs you that he'll either get 4000 widgets a week from you or he'll buy 4000 widgets from your competitor, Walla Walla Widget Factory. Argue for your team's position, regardless of what you might do if you actually faced the situation in your own job.



Team A: Your position is that the factory should make an exception for Mr. Zinger and agree to sell him 4000 widgets per week.

Team B: Your position is that Mr. Zinger should not receive more than the allotted quota of widgets.

Rules for Debate

1. All members of your team should participate in the team discussion.
2. Designate one spokesperson to argue your position.
3. You will have five minutes to discuss your position and come up with a list of reasons to support it. Then you will have two minutes to speak about why your team's course of action is the best one.
4. After each side has spoken, your team will have two minutes to come up with rebuttals to your opponents' argument. You'll then have one minute to voice your rebuttal, and the debate ends.