

Title: Expiry date, risk or opportunity? (Role Play - 30 minutes)

You recently joined the food department of a regional supermarket chain as product manager. A local supplier is offering you a 50% discount off the usual price for a pack of products that are near expiry date, providing you accept it in the next 24 hours. You are inclined to accept it, but not sure that you are taking the right decision. You don't remember being told of any existing company policy about this kind of situation and decide to include it in the agenda of the operations meeting that will take place in the afternoon. The meeting is attended by:

- a) Anthony, member of the board
- b) Bob, the general manager
- c) Charlotte, the marketing director
- d) Dorothy, the customer care manager
- e) Ely, the purchasing director
- f) Francis, the logistics director

1. Imagine the dialogue that will take place.
2. Choose one of the parts and act accordingly to the position you hold, defending the pros and cons of accepting the offer.
3. Assuming the final decision is "yes", try to reach a common decision on the acceptable terms under which the product could be sold.
4. Suggest what could be done to avoid the arising of similar doubts in the purchasing department in the future.