

### Title: Use of confidential information (20 minutes)

As a sales director of ABC Company, you finally managed to hire a new sales representative that was working for one of your main competitors.

The newcomer is quite anxious to demonstrate his professional capabilities and begin opening new accounts immediately.

You both know that an important part of his/her salary depends on results and that you are under some pressure to reach the figures of the sales budget in the current year.

During your first working meeting, he tells you he brought with him the following documents:

- a. His former employer business plan for that year
- b. A file with detailed information about a revolutionary product that poses a serious threat to your company
- c. A list of all the clients he worked with, including all the details of the commercial relationship

1. Comment the situation, using an open mind approach.
2. Would you use any of the above-described documents? If your answer is "Yes", please justify which one(s), why and to what extent you would use the information.
3. What would you tell the sales representative?
4. Imagine that a friend of yours finds those documents by chance and gives them to you.
  - d. Does this change anything from the previous situation? What would you do?
  - e. And what if he asked you to pay him for the documents?
5. Should companies seduce people from their competitors?