In order for your relative’s house to be included in the project three requirements need to be met: in the first place, the project has to be revamped; in the second place, to increase the budget, and lastly to arrange everything with me.
“A Good Deal” is a title of Tiri for the Aga Khan Foundation Development Network Civil Society Project. It includes a series of other comic strip booklets that challenge the reader on the role of ethics and integrity as contributors to success in the conduct of business.

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Visit our website: www.tiri.org
Original Story written by Dr. Harutyun Aleksanyan

Edited by Tiri team
Drama Script written by Lusine Karapetyan
Drawings and layout by Eduard Cholakhyan

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A GOOD DEAL

Introduction

An international founded organization "Forward" Ltd is building campuses for a university in Central Asia. During the constructing process there were some problems aroused related with the population of the construction area. For example, 2-3 families which are living in the area and have been included in the constructed project rejected to leave their houses for that amount of compensation that the management of an international organization were offering them for buying new houses.

Some other families, living near the constructing area, which are poor and have not any chance to improve their living conditions, were seeking possibilities to be included into the project and get compensation.

Characters

1) Nurlan - staff member of "Forward" Ltd
2) Dinara - Nurlan’s wife
3) Mr. Ozorbekov - Chief of construction works
4) Ainura Alyumbaeva - Accountant of the "Forward" ltd
Did you know, our organisation is carrying out a large construction project now?

What project?

It is about the university being constructed on the northern suburb of the town.

But there are residential buildings there. How about them?
It's there. But we are paying USD 25,000 to each family to be admitted to the development of the area. They use the money to buy themselves new apartments.

Yes, that's great. By the way, a terrific idea crossed my mind.

Like what?

Don't you know? My uncle is residing precisely in the northern district of town, right in the place where that university is under construction.
But this is not exactly the site area. It is sort of adjacent to it, but still pretty far away in technical terms.

Big deal! Give or take 100 meters, how is it going to count anyway? It has been the cherished dream of my uncle’s family to purchase a new apartment. He has not had enough money and so has not been able to afford one.

To have your uncle’s dwelling included into our project we will have to rehash the project and extend the budget.

You must do every possible thing to have his home included into the list of the developed houses.
NEXT DAY NURLAN MEETS WITH MR. OZORBEKOV

All right, tomorrow I shall try to talk to Mr. Ozorbekov, the chief of construction works with "Forward" Ltd, and Mrs. Karavaeva - the chief of the finance department.

Do you think we could place my wife's uncle who resides right in the vicinity of the area we are developing into the list of the dwellers?

But judging by whereabouts you have described his house is about 100-150 meters away from our site, Isn't it?

That's right. And still isn't it possible to do something?
Why not? I trust we can do something

What exactly?

First of all, you must promise that nobody else will know about our talk

Sure thing. Mum's the word
In order for your relative's house to be included in the project three requirements need to be met: in the first place, the project has to be revamped; in the second place, to increase the budget, and lastly to arrange everything with me.

In what sense - to arrange with you?

It’s simple. For my services I am going to charge a USD 3000 fee

Oh really?
Absolutely. And mind you, this is because you are a friend of mine.

But why precisely that much?

One has to get along with other families living next door to your uncle. Most likely they will want to be in the project.

How do you know?
We have been through situations when the dwellers refused to take the money and leave their homes to be pulled down, while other families began to lodge complaints with the town council.

You can forget about complaints. We have all the right connections at the town council.

Remember, everything has to be kept in secret and nobody must know anything about this deal.

Yes, absolutely. If somebody happens to know about it we are in a mess. That’s a cinch.
NURLAN TO ACCOUNTANT OF THE ORGANISATION AINURA AYUMBAEVA

How about we set aside funds for one house only just to get it into the varsity project?

Why should a house well 100 meters away from the site interest you?

Just because my wife’s uncle lives right close to that area and he badly needs an apartment

Yes I get you. But try to understand me too. Remaking a budget is a tough thing!!!
Just go ahead and tell how much it will cost for my uncle.

I respect understanding people. This will cost him USD 2000.

Well then, I shall tell him.

Only let it stay between you and me, right?
All right, I am wised up.

In this organisation everybody is up to taking bribes and keeping it in secret.

NURLAN TALKING TO HIS WIFE ON THE WAY HOME

Now what is the latest about my uncle’s house?

You just can’t fancy. Everybody I have talked to demanded bribes and quite sizeable ones, mind you.
And this is happening at the international organisation with high pay?

So what is that we are going to do?
QUESTIONS

- What would you do if you were in place of Nurlan?

- Is this a good deal?

- How you can mark the integrity level in this organisation?