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THOMAS DELONG

JEVAN SOO

Erik Peterson at Biometra (B)

A few days after Knight called from Los Angeles, Peterson received a second call from him saying that Richard Jenkins, president of SciMat's medical devices group, and Dash Harper, recently appointed group VP of peripheral vascular devices, would both join Knight during his visit to Biometra in Woburn. Jenkins and Harper would arrive the day after Knight, so that Knight and Peterson could use the first day to meet and discuss Peterson's plans as originally intended.

Professor John J. Gabarro prepared the original version of this case, "Erik Peterson (B)," HBS No. 494-006. This version was prepared by Professors John J. Gabarro and Thomas DeLong and Jevan Soo (MBA 2011). James McNally (MBA 2010) contributed to this case. The circumstances described in this case are reported primarily from Erik Peterson's point of view. Although others' views have been incorporated, the case does not necessarily reflect all of them. The case was written with the cooperation of both the individual and the company involved. All names, places, and companies have been disguised. HBS cases are developed solely as the basis for class discussion. Cases are not intended to serve as endorsements, sources of primary data, or illustrations of effective or ineffective management.

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