

Legal Negotiations

Summer 2013

Syllabus

****Important Note:** *The negotiation problems presented in the text contain the confidential information for each party. Please **do not** read the confidential information for either side until you are given your party assignment for each exercise.*

First Day Class Assignment: read Chapter 20

Week 1 – Negotiation Psychology

June 3	Introduction Chapter 20: Ethical Dilemmas
June 4	Chapter 12: Impact of Psychological Factors Chapter 11: Impact of Anchoring
June 5	Chapter 2: Silent Negotiation Exercise Chapter 7: Impact of Negotiator Styles

Week 2 – Negotiation Techniques

June 10	Chapter 3: Negotiation Process Chapter 14: Telephone and E-Mail Negotiations <i>(We may partner with other law schools to conduct an e-mail negotiation with students from these law schools. You will receive information on this email negotiation exercise – and contact information for your opposing counsel – during this class.)</i>
June 11	Chapter 4: Negotiation Techniques
June 12	Chapter 5: Post-Negotiation Assessments Chapter 6: Pre-Negotiation Same Side Group Evaluations

****Scored Negotiation #1 Problem is handed out***

Week 3 – One-on-One Negotiation

June 17 Chapter 8: Impact of Process on Post-Negotiation Feelings
 Chapter 9: Nonverbal Communications

June 18 Chapter 10: Dealing with Zero-Sum Exercises
 Chapter 13: Impact of Gender on Negotiations

June 19 *Scored Negotiation #1 (20% of final grade)*

Scored Negotiation #2 Problem is handed out

Week 4 – Negotiation in a Broader Context

June 24 Chapter 15: International Business Negotiations
 Cross-Cultural Considerations

**Tentative due date for email negotiation exercise (15% of the final grade)*

June 25 Chapter 17: Multi-Party Negotiations
 Chapter 18: NASA Decision-Making Exercise

June 26 *Scored Negotiation #2 (20% of final grade)*

Week 5 – Final Exam

July 1 *Final Exam (45% of final grade)*