

# Legal Negotiations

## Summer 2014

### Syllabus

**\*\*Important Notes:** *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.*

*10% of the total grade will be based on skill evaluation*

#### **First Day Class Assignment: read Chapter 20**

### **Negotiation Psychology**

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

### **Negotiation Techniques**

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|---------|-------------|--|
| 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> |
|         | Chapter 4:  | Negotiation Techniques   |
|         |             |  |
| June 11 | Chapter 5:  | Post-Negotiation Assessments   |
|         | Chapter 6:  | Pre-Negotiation Same Side Group Evaluations  |

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

### **One-on-One Negotiation**

June 17      Chapter 8:      Impact of Process on Post-Negotiation Feelings  
                 Chapter 9:      Nonverbal Communications  
                 Chapter 10:     Dealing with Zero-Sum Exercises  
                 Chapter 13:     Impact of Gender on Negotiations

June 18      *Scored Negotiation #1 (20% of final grade)*

*Scored Negotiation #2 Problem is handed out*

### **Negotiation in a Broader Context**

June 24      Chapter 15:     International Business Negotiations  
                                 Cross-Cultural Considerations  
                 Chapter 17:     Multi-Party Negotiations  
                 Chapter 18:     NASA Decision-Making Exercise

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

June 25      *Scored Negotiation #2 (20% of final grade)*

July 1        TBD

### **Final Exam**

July 2        *Final Exam    (35% of final grade)*