

**SYLLABUS  
NEGOTIATIONS**

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**COURSE COVERAGE & OBJECTIVES:**

This is course in the theory, practice, science, and art of negotiations. After completing the course, the student will have both a knowledge of negotiation skills and also some experience in how those skills should be effectively used.

**COURSE TEXTS:**

Advanced Negotiation and Mediation Theory and Practice  
by Paul J. Zwier and Thomas F. Guemsey

Various problem scenarios distributed in class.

**ATTENDANCE, CLASS PARTICIPATION, AND GRADING:**

The first third of the course consist of lectures covering the week's reading assignment combined with in-class demonstrations. The remainder two-thirds of the class will consist of live in-class simulations. These simulations will be distributed prior to each class. Consequently, class attendance is very important and any student who misses more than two class sessions will be dropped. Preparation and active participation in the negotiation simulations will constitute 40 percent of the student's grade. Each student must perform an opening statement satisfactory for 5 percent of the grade. There will be a mid-term exam for 10 percent of the grade. The remaining 45 percent of the grade will be determined by a written final examination.

**IN-CLASS SIMULATIONS:**

Regarding the in-class simulations, these will generally involve student-lawyers being pitted on different sides of an issue. The lawyers for one side will receive information not available to lawyers on the other side, and vice versa. Students must not allow those on the other to have access to this confidential material, as it would provide an unfair bargaining advantage. This means that if a student were to share confidential information, he or she could be giving it to someone who would then directly use it against him or her to negatively affect his or her performance (and ultimately

his or her grade).

**READING ASSIGNMENTS:**

Below is a listing of weekly reading assignments for the course. This syllabus is intended to be fluid and acts as a guideline. You are responsible to keep track of where we are in class and to continue reading ahead accordingly (approximately one assignment ahead). The pages listed for each assignment refer to the textbook, unless indicated otherwise.

<b>SESSION NO.:</b>	<b>DATE:</b>	<b>READING:</b>
1	6-3-13	CHAPTERS 1,2, and 3
2	6-5-13	CHAPTER 4,5, and 6
3	6-10-13	CHAPTERS 7,8,10, and 12 CASE VALUATION (No Reading)
4	6-12-13	IN CLASS EXERCISES
5	6-17-13	NEGOTIATION EXERCISE
6	6-19-13	NEGOTIATION EXERCISE
7	6-24-13	NEGOTIATION EXERCISE
8	6-26-13	NEGOTIATION EXERCISE
9	7-1-13	NEGOTIATION EXERCISE
10	7-3-13	NEGOTIATION EXERCISE
11	7-8-13	NEGOTIATION EXERCISE
12	7-10-13	NEGOTIATION EXERCISE
13	7-15-13	NEGOTIATION EXERCISE
14	7-17-13	FINAL EXAMINATION REVIEW
_____	_____	FINAL EXAMINATION AS POSTED _____