

SYLLABUS
NEGOTIATIONS 463
SUMMER 2026
TUES./THURS. 4:30-6:20 pm.

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COURSE COVERAGE & OBJECTIVES:

This is course in the theory, practice, science, and art of legal negotiations. The course develops individual and group interpersonal skills in oral presentation and advocacy, effective communication skills, client service skills, as well as the evaluation of legal, economic, and social strengths and weaknesses of a case in order to persuade others. It also emphasizes professional competency and ethical obligations in client representation and advocacy.

COURSE TEXTS:

Advanced Negotiation and Mediation Theory and Practice, a realistic integrated approach. 2nd ed. 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 remaining two-thirds of the class will consist of live in-class simulations.

The simulations will be distributed prior to each class. Students should spend at least two hours prior to class preparing for a simulation. Consequently, class attendance is very important and any student who misses more than two class sessions will be dropped.

In addition, students will be required to expend an additional two hours per session reflecting upon and completing a Preparation and Planning Worksheet (Appendix A of the textbook) and another two hours per session reflecting upon and completing a Post Negotiation Worksheet (Appendix B of the textbook. Students are expected to maintain these documents in a journal which will be examined at the end of the course and will constitute a significant part of the course grade. The requirements for the journals are stated on Page 4 of this syllabus.

Preparation and active participation in the negotiation simulations will constitute 40 percent of the student's grade. Each student must satisfactorily perform an opening offer presentation for 5 percent of the grade. Satisfactory completion of the negotiation notebook will constitute 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.

SESSION NO.:	DATE:	READING:
1 T	6-09-26	CHAPTERS 1,2, and 3
2 Th	6-11-26	CASE VALUATION, CHAPTER 4,5, and 6
3 T	6-16-26	NEGOTIATION PROCESS, CHAPTERS 7and 8
4 Th	6-18-26	CLASS EXERCISES, CHAMPTERS 10 and 12
5 T	6-23-26	NEGOTIATION EXERCISE
6 Th	6-25-26	NEGOTIATION EXERCISE
7 T	6-30-26	NEGOTIATION EXERCISE
8 Th	7-02-26	NEGOTIATION EXERCISE

9 T	7-07-26	NO CLASS HAPPY 4 TH OF JULY
10 Th	7-09-26	NEGOTIATION EXERCISE
11 T	7-14-26	NEGOTIATION EXERCISE
12 Th	7-16-26	NEGOTIATION EXERCISE
13 T	7-21-26	NEGOTIATION EXERCISE
14 Th	7-23-26	FINAL EXAMINATION REVIEW

NEGOTIATIONS 363 JOURNAL REQUIREMENTS

As per the syllabus, the negotiation journals constitute 10 percent of a student's grade. They must conform to the following guidelines:

1. All journals are graded. Consequently, students must use their **current exam numbers** on all submitted journals and not names or other identifying characters.
2. All journal exercises must be **typed**.
3. All journals must be submitted in some form of **binding**.
4. All journal exercises within the journal must be individually **tabbed**.
6. All journals must be turned in to the faculty secretary on or before **the date of the final examination**.

Students who violate the above guidelines will be subject to academic penalty according to the discretion of the professor.

DISABILITY SERVICES STATEMENT:

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Western State College of Law provides accommodations to qualified students with disabilities. The Disabilities Services Office assists qualified students with disabilities in acquiring reasonable and appropriate accommodations and in supporting equal access to services, programs, and activities at Western State College of Law.

To seek reasonable accommodations, a student must contact Senior Assistant Dean Donna Espinoza, Student Services Director and Disabilities Services Coordinator, whose office is in Room 276. Dean Espinoza's phone number and email address are: (714) 459-1117; despinoza@wsulaw.edu. When seeking accommodations, a student should notify Dean Espinoza of her or his specific limitations and, if known, her or his specific requested accommodations. Students who seek accommodations will be asked to supply medical documentation of the need for accommodation. Classroom accommodations are not retroactive, but are effective only upon the student sharing approved accommodations with the instructor or professor. Therefore, students are encouraged to request accommodations as early as feasible with Dean Espinoza to allow for time to gather necessary documentation. If you have a concern or complaint in this regard, please notify Dean Espinoza; or please notify Dean Marisa Cianciarulo at mcianciarulo@wsulaw.edu or (714) 459-1168. Complaints will be handled in accordance with the College of Law's "Policy against Discrimination and Harassment."

Western State College of Law – Programmatic Learning Outcomes

Western State College of Law’s curriculum is designed so that every student achieves a level of competency prior to graduation in each of the eight Programmatic Learning Outcomes listed below:

(1) Doctrinal Knowledge

Students will demonstrate knowledge of substantive and procedural law in the core curriculum subjects, including Contracts, Criminal Law, Criminal Procedure, Torts, Real Property, Business Association, Evidence, Civil Procedures, Constitutional Law, Estates, Community Property, Remedies, and Professional Responsibility.

(2) Practice Skills

Students will demonstrate the development of other law practice skills. Each student’s chosen outcomes within this category will be varied based on the student’s particular interests, coursework and work experiences. They may include, but are not limited to, the following topics: oral presentation and advocacy; interviewing; counseling; client service and business development; negotiations, mediation, arbitration, or other alternate dispute resolution methods; advanced legal research and writing (excluding purely academic papers and the first four units earned in introductory first-year legal research and writing class); applied legal writing such as drafting contracts, pleadings, other legal instruments; law practice management or the use of technology in law practice; cultural competency; collaboration or project management; financial analysis, such as accounting, budgeting project management, and valuation; cost benefit analysis in administrative agencies; use of technology, data analyses, or predictive coding; business strategy and behavior; pre-trial preparation, fact investigation, such as discovery, e-discovery, motion practice, assessing evidence, or utilizing experts; trial practice; professional civility and applied ethics; a law clinic that includes a classroom component; or a legal externship that includes a classroom component.

(3) Legal Analysis

Students will demonstrate the ability to identify the factual and legal issues implicated by a fact pattern and to appropriately use cases (including identifying the salient features of an appropriate precedent case, identifying legally significant similarities or differences between the precedent case and a fact pattern and explaining why those are legally significant) and rules (including the ability to connect legally significant facts in a fact pattern to the rule) to predict how a court would decide the issue. Students will also demonstrate the ability to identify and evaluate the public policies of a precedent case or rule, and be able to evaluate how public policy can impact the application of a rule to the legal issue.

(4) **Legal Research**

Students will demonstrate the ability to locate relevant legal authority using a variety of book and electronic resources, and to properly cite to such legal authority.

(5) **Communication**

Students will demonstrate the ability to communicate both orally and in writing in a manner appropriate to a particular task to effectively convey the author or speaker's ideas. This includes audience sensitivity in written and oral communication (the ability to adopt a tone, style and level of detail appropriate to the needs, knowledge and expertise of the audience); and written communication basic proficiency (the ability to use the conventions of grammar, spelling, punctuation, diction and usage appropriate to the task and sufficient to convey effectively the author's ideas).

(6) **Advocacy of Legal Argument**

Students will demonstrate the ability, in both oral and written formats, to evaluate the legal, economic and social strengths and weaknesses of a case and use case and statutory authority as well as public policy to persuade others. Making policy-based arguments includes the ability to identify and evaluate the public policies of a precedent case or rule and their implications, and be able to assert such appropriate arguments to support a particular application or distinction of a precedent case to a legal controversy or a particular resolution of the application of a rule to the legal controversy.

(7) **Client Sensitivity and Cultural Competency**

Students will demonstrate an awareness of clients' needs and goals, including a sensitivity to clients' background and circumstances (including, but not limited to, socio-economic, gender, race, ethnicity, educational, disability and/or religious background(s)), the ability to make decisions that reflect an appropriate focus on those needs and goals, and awareness that cultural issues may affect the relevance of facts and application of the law.

(8) **Legal Ethics**

Students will demonstrate the ability to identify ethical issues in law practice contexts and make appropriate decisions to resolve such issues.