

Legal Negotiations Fall 2020

Required Textbook: **Skills & Values: Legal Negotiating, Third Edition**

by Charles B. Craver, Freda H. Alverson Professor,
George Washington University Law School

Professor Contact information:

Jim Lawrence – jelawren@central.uh.edu

Brandon Schrecengost - bschrecengost@sbcglobal.net

****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.*

Course Objectives and Learning Outcomes

At the end of this course, students will be able to:

- Explain the negotiation process;
- Define and determine your BATNA;
- Identify non-verbal negotiation communication;
- Identify negotiation styles;
- Develop effective negotiation strategy and approach;
- Engage in effective and successful negotiation outcomes.

Grading:

<i>Preparation, Professionalism, Class Performance</i>	<i>(20% of final grade)</i>
<i>Scored Negotiation #1</i>	<i>(20% of final grade)</i>
<i>Scored Negotiation #2</i>	<i>(30% of final grade)</i>
<i>Final Exam</i>	<i>(30% of final grade)</i>

Plagiarism

Plagiarism is an extremely serious offense that may result in disciplinary action. There are two major types of plagiarism:

1. Failure to cite the source of an idea; and
2. Failure to use quotation marks around a direct quote.

Use of an idea: If you use the idea (or an organization) of another author, you must attribute that idea to the other author. Merely paraphrasing the other author's words is not sufficient. You must also cite to the other source.

Use of the same words: If you use the idea and the words of another author, you must put quotation marks around those words and cite to the source. Both are required. If either the quotation marks or the citation is missing, you have plagiarized the other author's work.

Intent is not required for a writing to be plagiarized. Using the ideas or words of another student may also be plagiarism.

Regardless of what rules you may have followed on this subject before law school, or what practices you may observe elsewhere, this is the standard that you must adhere to in all of your Lawyering Skills classes, in all seminar papers, in all Moot Court briefs, and in all Law Review or Computer Journal papers. This definition may be supplemented for Lawyering Skills classes.

A note from the University of Houston:

Counseling and Psychological Services (CAPS) can help students who are having difficulties managing stress, adjusting to the demands of a professional program, or feeling sad and hopeless. You can reach CAPS (www.uh.edu/caps) by calling 713-743-5454 during and after business hours for routine appointments or if you or someone you know is in crisis. No appointment is necessary for the "Let's Talk" program, a drop-in consultation service at convenient locations and hours around campus.

http://www.uh.edu/caps/outreach/lets_talk.html

First Day Class Assignment: read Chapters 12 and 20

Negotiation Psychology

Aug. 25	Introduction
	Chapter 12: Impact of Psychological Factors
	Chapter 20: Ethical Dilemmas

Sept. 1	Chapter 3: Negotiation Process
	Chapter 11: Impact of Anchoring

Sept. 8	Chapter 4: Negotiation Techniques
	Chapter 7: Impact of Negotiator Style

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

Negotiation Techniques & One-on-One Negotiation

- Sept. 15 Chapter 5: Post-Negotiation Assessments
- Sept. 22 Chapter 8: Impact of Process on Post-Negotiation Feelings
Chapter 14: Telephone and E-Mail Negotiations

Discussion of Inter-School Negotiation Practicum

- Sept. 29 ***Scored Negotiation #1 (20% of final grade)***

- Oct. 6 Chapter 9: Nonverbal Communications
Chapter 10: Dealing with Zero-Sum Exercises

Scored Negotiation #2 Problem is handed out

- Oct. 13 Chapter 13: Impact of Gender on Negotiations

- Oct. 20 ***Scored Negotiation #2 (30% of final grade)***

Negotiation in a Broader Context

- Oct. 27 Chapter 15: International Business Negotiations
Cross-Cultural Considerations
- Nov. 3 Chapter 17: Multi-Party Negotiations
- Nov. 10 Final Exam Negotiation Planning Sessions
- Nov. 17 ***Final Exam (30% of final grade)***
- Nov. 24 Final Negotiation Debriefing