

NEGOTIATION – CLASS READING ASSIGNMENTS

Stephen Turner – Spring Semester, 2012
Wednesday, 5:00 – 6:50 p.m., room 312

Required Texts: *Lawyer Negotiation, Theory, Practice of Law* (LN)
Folberg and Golann; Aspen Publishers (2nd ed. 2011)

Beyond Winning (BW)
Mnookin; Harvard Press (2000)

Supplemental Readings (as assigned)

Class Schedule

Class 1 **Introduction to Legal Negotiation**
BW Chapter 3 - pp. 69-91 and 93-96; posted readings

Class 2 **Negotiation and Conflict**
LN Chapter 1 - pp. 1-11
LN Chapter 3 - pp. 49-53
LN Chapter 14 - pp. 361-372
BW Chapter 1 - pp. 9-43
Prepare and submit Journal #1

Class 3 **Cooperation (Empathy) vs. Competition (Assertiveness)**
LN Chapter 3 - pp. 31-34, 36-48
LN Chapter 4 - pp. 53-58, 61-69
BW Chapter 1 - pp. 9-43
BW Chapter 2 - pp. 44-68
Prepare and submit Journal #2

Class 4 **Perception, Fairness, Psychology and Emotions**
LN Chapter 2 - pp. 13-29
BW Chapter 6 - pp. 156-172
Prepare and submit Journal #3

Class 5 **Dispute Resolution**
BW Chapter 4 - pp. 97-126
BW Chapter 9 - pp. 224-248
Prepare and submit Journal #4

- Class 6** **Deal Making**
BW Chapter 5 - pp. 127-55
BW Chapter 10 - pp. 249-71
Prepare and submit Journal #5
- Class 7** **Beginning Negotiations – Behind the Table**
LN Chapter 5 - pp. 75-106
BW Chapter 7 - pp. 178-203
Prepare and submit Journal #6
- Class 8** **Moving Negotiations – Across the Table**
LN Chapter 6 - pp. 107-138
BW Chapter 8 -pp. 204-23
Prepare and submit Journal #7
- Class 9** **Concluding Negotiations**
LN Chapter 7 - pp. 139-161
BW Chapter 10 - pp. 249-294
Prepare and submit Journal #8
- Class 10** **Corporate & Multi-Party Negotiations**
BW Chapter 12 - pp. 295-314
Prepare and submit Journal #9
- Class 11** **Telephone & Cyber Negotiations**
LN Chapter 8 - pp. 163-186
Prepare and submit Journal #10
- Class 12** **Law of Settlement**
LN Chapter 11 - pp. 241-255, 263-269
Law of Settlement handout
Prepare and submit Journal #11
- Class 13** **Mediating Settlement**
LN Chapter 12 - pp. 281-303
LN Chapter 13 - pp. 317-353
Prepare and submit Journal #12