Negotiations
George Mason University School of Law
Fall 2012

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Required Texts

Supplemental Course Materials (available from the copy center)

Recommended


Course Policies

Regular class attendance. The class is scheduled to meet on August 24-26 and September 21-23. We will spend a significant part of each class engaged in negotiation simulations and similar activities. Class attendance, therefore, is mandatory. Students must attend every class in order to obtain credit. If a student cannot attend all of the class sessions – even for unforeseen circumstances beyond the student’s control – the student will not be eligible to receive credit and may be required to withdraw from the course. Lateness will have a significant negative effect on your grade.

Participation in negotiations. Before each negotiation, you will receive some “confidential information.” Please do not discuss the “confidential information” with your classmates, except during the negotiation with your assigned counterpart(s). In addition to doing the assigned readings for the class, you are expected to prepare for and participate in each negotiation.

Written papers. The written papers should be typed, double-spaced, with one inch margins. Each paper must be your own independent work. If you turn your assignment in late, there will be a significant negative effect on your grade.

Grades. Your final grade for the course will be based on the following components: (1) A short paper, due two weeks after the first weekend (i.e., September 10), which will count for a total of 25% of your grade; (2) A final paper (~10 pages), in which you discuss your experiences in the course and the themes of the course that were raised in the class discussions and the readings – this paper is due three weeks after the second weekend (i.e., October 15) and will count for 50% of your grade; (3) Class participation, contribution and application of skills (including completion of “preparation documents”), which will count for the remaining 25% of your grade.
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<tr>
<th>Date</th>
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| **Friday 8/24**  
(morning) | Creating & claiming value; negotiation strategy; negotiation process | Mnookin 11-43                                                                     |
| (afternoon) | Exchanging information: attitudes, techniques and ethics               | Mnookin 44-68, 274-94                                                            |
| **Saturday 8/25**  
(morning) | Alternatives; case value; distributive bargaining;                     | Mnookin 97-118; 156-65                                                           |
| **Sunday 8/26**  
| (afternoon) | Client counseling; problem solving negotiation                         | Mnookin 179-211.                                                                 |
| **Friday 9/21**  
(morning) | Complications of agency and organizational setting                     | Mnookin 69-96, 295-302                                                            |
| (afternoon) | Gender; legal culture; settlement agreements                           | “What Happens When Women Don’t Ask,” *Negotiation* June 2008 at 1-4; Mnookin 167-71 Rules of Prof. Conduct 4.1, 5.6, & 8.4 [TWEN] |
| **Saturday 9/22**  
| (afternoon) | Transactional negotiation                                              | Mnookin 127-150.                                                                 |
| **Sunday 9/23**  