Negotiations
George Mason University School of Law
Spring 2012

Instructor: Richard Sullivan
Phone: 703-641-4227
Email: rsullivan@reedsmith.com

Required Texts


Recommended


Course Policies

Regular class attendance. We will spend a significant part of each class engaged in negotiation simulations and similar activities. Class attendance, therefore, is mandatory. Absence or lateness will have a significant negative effect on your grade (excused absences are limited to religious observances, or medical or family emergencies). If you expect to miss a class, you must notify Mr. Sullivan prior to the class you will miss.

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 class will be based on the following components. (1) For two of the negotiations, you will prepare a paper that responds to certain assigned questions. Each such paper is due at the beginning of class the week after your negotiation. The two papers will count for a total of 25% of your grade. (2) At the end of the semester, you will submit a final paper 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. It will count for 50% of your grade. (3) Class participation, contribution and application of skills will count for the remaining 25% of your grade.
<table>
<thead>
<tr>
<th>Date</th>
<th>Topics &amp; Assigned Readings</th>
</tr>
</thead>
</table>
| 1/9   | Creating and claiming value; negotiation strategy  
Beyond Winning 9-43; Negotiation 3-38                                                                                                                                  |
| 1/16  | No class: MLK holiday                                                                                                                                                                                                      |
| 1/23  | Communication skills; information exchange; ethics  
Beyond Winning 44-68; 274-94; Negotiation 84-86, 286-94, 297-300                                                                                              |
| 1/30  | Distributive Bargaining; alternatives; psychological barriers  
Negotiation 50-59; Beyond Winning 97-121, 156-67                                                                                                               |
| 2/6   | Bargaining power; influence  
| 2/13  | Norms  
Negotiation 63-70                                                                                                                                                                                                   |
| 2/20  | Integrative bargaining  
Negotiation 91-101, 115-31, 138-44                                                                                                                                                                                  |
|       | **Due:** Paper #1                                                                                                                                                                                                       |
| 2/27  | Attorney as negotiator and problem-solver; apology  
Negotiation 209-22, 314-325; Beyond Winning 204-211                                                                                                           |
| 3/5   | Promoting integrative bargaining; trust; collaborative practice  
| 3/12  | No class: spring break                                                                                                                                                                                                  |
| 3/19  | Negotiation media; settlement agreements  
| 3/26  | Culture; gender  
Negotiation 380-91, 406-20; Beyond Winning 167-71                                                                                                                                                                 |
| 4/2   | Negotiation settings  
Beyond Winning 295-302; Negotiation 223-26; “Redoing the deal” [on TWEN]                                                                                                                                       |
| 4/9   | Deals; auctions  
Beyond Winning 127-155; [recommended: “What to Do When the Table gets Crowded,” link on TWEN site]                                                                                                               |
| 4/16  | Multiparty negotiations  
Beyond Winning 302-314; Negotiation 529-34, 539, 560-67                                                                                                                                                     |
| 4/23  | Assisted negotiation; hardball tactics  
Beyond Winning 211-23; Negotiation 362-5, 372-73, 618-21, 641-42, 646-53                                                                                                                                 |
|       | **Due by Friday, May 6 at noon:** Final Paper, on TWEN or by email to Mr. Sullivan                                                                                                                                   |