



Negotiations Syllabus Summer Intersession 2013

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Class Time:

May 20-May 24, 2012 9:00 am – 3:30 pm, Room 707

Required Text:

Zwier and Guernsey, *Advanced Negotiation and Mediation Theory and Practice* (NITA 2005) – ISBN: 1-55681-950-1

Assignments:

Students are responsible for completing all reading assignments prior to the class session (even those portions we do not cover in class), and also for completing any problems contained in the reading assignment (or distributed in class). Your preparation before class and participation during class are the **essential elements** of a good class experience.

First Assignment:

Prior to the first class, each student should have completed Chapters 1-4 in the Required Text and taken and printed out the Myers Briggs type personality test locate at: <http://similarminds.com/jung.html>. Answer the questions as truthfully as possible. This should result in some inner reflection. Please print out the results and keep results confidential from other classmates. Revealing your results may put you at a disadvantage during in-class negotiations with your classmates. Once you have reached the results page (and printed it), scroll down below the “comment” box at the bottom of the results page and click on the link “For more info on your Jung Type click here” Print the page your are link to and bring that to class as well. Also keep this page confidential.

Attendance:

Attendance is mandatory. Each student is expected, as part of his or her academic program, to attend all classes during an academic session. **Missing one day is unacceptable.** If you miss more than one-half of a day of class, you will not pass. Any absence for one-half day or less must be approved in advance, but bear in mind, acceptable excuses will be limited, at best. Because this class focuses heavily on in-class participation, your attendance is required.

Grading:

This is a “pass” or “fail” course. Factors that will be considered in assigning a grade of “pass” or “fail” will include, but not be limited to, the following: (i) attendance and being on time to each class (class starts promptly at 9:00 am); (ii) your preparation for class and ability to effectively contribute to in-class discussions; (iii) your good faith efforts in the negotiations that will be conducted in class; (iv) your skill progression throughout the week and your mastery of the techniques to be discussed in class; and (v) the quality of the feedback that you provide to other classmates. If, in my opinion you are inadequately prepared or fail to take this course “seriously,” you may earn a failing grade.

TWEN:

Please register on TWEN (available through Westlaw). I may use TWEN to post announcements and optional reading assignments and materials, if any.

This Syllabus is subject to change.

SUMMER 2013 READING ASSIGNMENTS

Class	Pages
Class 1	Read Chapters 1-4 Take free Myers Briggs type personality test at: http://similar minds.com/jung.html (keep results confidential) <i>Sea Dreams</i> Problem
Class 2	Read Chapters 5-8, 12 <i>Mason v. Anderson</i> Problem
Class 3	Read Chapter 10 <i>Green v. Hall and Rose</i> Problem
Class 4	No Reading <i>State of Nita v. Williams</i> Problem
Class 5	No Reading <i>Stone Treatment Plant and Pentaquod Indian Reservation</i> Problem