

**Negotiation and Mediation Practice**  
**Prof. Sheila Purcell**  
**Spring 2015**

REVISED Jan. 30, 2015

**SYLLABUS**

Class 9:50-11:50  
Tues and Thurs.

Office: Room 408, 100 McAllister

Phone: (415) 581-8940

Office Hours: Before and After class or by appt.

E-mail: purcells@uchastings.edu

Course Materials: You should purchase copies of Nelken, Negotiation: Theory and Practice (2d Ed.); Ury, Getting Past No; and Stone et al, Difficult Conversations.

**All assignments below are to be completed by the day on which they are listed.**

<u>Date</u>	<u>Course Schedule</u>	<u>Assignments</u>
Th, 1/8	Introduction & Overview	Nelken, pp. 1-4; 27-31; 389-396; 425-433
T, 1/13	<u>Law Books</u>	<u>Law Books</u> facts; Nelken, pp. 33-48; 53-58; 396-402
Th, 1/15	Claiming Value: Tactics and Planning in Distributive Bargaining ( <u>Batmobile</u> )	<u>Batmobile</u> facts; Nelken, pp.58-80; <b>Take and score Appendix 1 in Shell - Turn in on 1/20</b>
T, 1/20	<u>Cal Power Play</u>	<u>Cal Power Play</u> facts; Nelken, pp. 164-168; Stone, pp.1-43
Th, 1/22	No class (Thurs. treated as Monday)	
T, 1/27	Appendix 1 Shell and Cognitive Traps	Nelken, pp. 91-111; 224-235;
Th, 1/29	Negotiation Ethics: <u>Valdez v. Ace Auto</u>	<u>Valdez</u> facts; Nelken, pp. 383-389; 402-417 <b>TURN IN</b>

**Assigned**

**Journal #1**

T, 2/3	Active Listening I & <u>Land Sale</u>	<u>Land Sale</u> facts; Nelken, pp. 349-358; Ury, Overview and Steps 1 & 2
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<b><u>Date</u></b>	<b><u>Course Schedule</u></b>	<b><u>Assignments</u></b>
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Th, 2/5	Creating Value: Tactics and Planning in Integrative Bargaining	<u>Wild Sunshine</u> facts; Nelken, pp. 119-124; 144-148; Stone, pp. 44-108
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T, 2/10	Discuss <u>Wild Sunshine</u> ; Tongue Fu	Stone, pp.111184;Tongue Fu handout Exercise <b>Assigned Journal #2</b> <b>Reflect on a reading</b>
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Yishai Boyarin to teach 2/10-2/17  
I will be out of the country speaking at an ABA ADR conference in India.

Th, 2/12	Active Listening II	Nelken, pp. 197-202; Ury, Step 3-end; <b>Final Project Proposals Due</b>
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T 2/17	Interviewing the Client: Gathering Information for Negotiations	<u>Aunt Martha's</u> facts; Nelken, pp.159-164; 337-349
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Th, 2/19	Recorded Negotiation: <u>Aunt Martha's Kitchen</u> <b>(No Class Meeting)</b>	Nelken, pp. 190-196; 359-370 Recording (Rm. 307D, 198 Bldg.) & review with group
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T, 2/24	The Client's Role in Negotiation: Discuss <u>Aunt Martha</u> ; Discuss	Nelken, pp. 142-143; 211-219; 345-349; 380-382; turn in <u>Aunt Martha</u>
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**Turn in Negotiation Plan for Either Aunt Martha or a Wild Sunshine**

Email Negotiation Instructions

Th, 2/26	Active Listening III: Difficult Conversations	Stone, pp. 185-234; <b>Turn in Assigned Journal #3 Reflect on a Nego</b>
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Guest speaker Chris Knowlton

**F. 2/27 EMAIL NEGOTIATION BEGINS Friday 2/27 8 a.m. PST**

T, 3/3 Culture and Gender in Negotiation Nelken, pp. 259-272; 318-323; 303-305 & 324-335 **or** 273-287 **or** 287-303

Th, 3/5 Introduction to Mediation Nelken, pp. 19-27; 435-441

M 3/9 **Email Negotiation Ends Mon. March 9, 8 pm PST**

**3/9-3/14 Spring Break**

T, 3/17 Mediation (cont.) Nelken, pp. 442-459; 235-245 **A**  
**Assigned Journal #4 due**

Th, 3/19 Mediation (cont.) Nelken, pp. 460-473  
Estate of Channing interview

T, 3/24 Recorded Negotiation: Estate of Channing Recording (Rm. 307D, 198 Bldg.)  
**(No Class Meeting)** review with group  
Nelken, pp. 188-190  
Nelken, pp. 475-500  
**Assigned Journal #5 due**

Th, 3/26 **Review with group Channing** Nelken, pp. 166-182; 417-425  
MAPO Facts

T, 3/31 MAPO Prep by group- no class meeting **Assigned Journal #6**

Th, 4/2 MAPO Prep- Final projects 2 groups

**T 4/7 Final Projects- 3 groups**

**Th 4/9 Final Projects- 3 groups**

**SATURDAY**

**4/11 \*\*\*\*NOTE SATURDAY CLASS 9-1:00**

**Negotiate "MAPO"**  
**Turn in MAPO Negotiation Plan**

**SATURDAY will be our last class**

