

# NEGOTIATION SKILLS FOR CLIENT COUNSELING SYLLABUS LAW719A — FALL 2020

Instructor:

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## I. COURSE DESCRIPTION

Through in-class simulations and through the study of negotiation theory, students will develop negotiation skills for use in counseling clients. Students will compare collaborative and competitive techniques, considering the risks and rewards of each in various contexts. Topics will include: game theory, strategy, persuasion, ADR, conflict coaching, cognitive bias, behavioral economics, active listening, and professional responsibility.

## II. COURSE REQUIREMENTS AND ASSIGNMENTS

Students will be expected to complete readings in advance of class, to participate in simulated negotiations, and to analyze their negotiations in short in-class assignments.

## III. MATERIALS

**Alexandra Carter**, [Ask for More: 10 Questions to Negotiate Anything \(2020\)](#)

Additional readings will be posted to the course website.

## IV. COURSE GRADING CRITERIA

25%	Attendance and professionalism;
25%	Quality of in-class participation;
25%	In-class simulations and in-class written reflections;
25%	Final in-class written reflection.

## V. SUPPORTIVE LEARNING ENVIRONMENT

**We are dedicated to facilitating equal access for students with disabilities and to cultivating a culture that is sensitive and responds to student needs.**

**If you have a disability, or suspect that you may have a disability, the Law School encourages you to contact the Office of Disability Services for information on available opportunities, resources, and services at 305-284-9907 and/or [disabilityservices@law.miami.edu](mailto:disabilityservices@law.miami.edu). You may also visit the Office of Disability Services online at: [www.law.miami.edu/disability-services](http://www.law.miami.edu/disability-services).**

**We hope you will not hesitate to let us know of ways that we can make this course a supportive learning experience.**

## VI. ADDITIONAL POLICIES

Due to the small number of meetings, attendance to all meetings/classes for short courses is mandatory. Students who miss 80 minutes or more of a 1-credit short course are subject to administrative withdrawal and will have a W for the course on their transcripts. Students who miss more than twelve and fewer than 80 minutes of the course will have their grade reduced by up to one letter grade, with the exception that absences may be excused (and/or alternatives made available) at the professor's sole and absolute discretion. Completion of all assignments is required. Participation in class discussions and in all experiential exercises and simulations is required. Students are expected to follow the highest standards of academic honesty.

## VII. OFFICE HOURS

I expect to hold office hours by appointment every day from Monday to Friday during the week that the course takes place.

## VIII. CLASS SCHEDULE\* AND AGENDA

<b>Day 1:</b>	<b>Introduction; Lawyers as Problem-Solvers</b> <b>12:10 PM to 1:40 PM</b>
Required reading:	Carter, Ask for More 1-37.
In Class:	Experiential exercises: <i>Looping</i>
<b>Day 2:</b>	<b>Discovering the Client's Needs</b> <b>12:10 PM to 1:40 PM</b>
Required reading:	Carter, Ask for More 38-61
In Class:	Simulation: <i>Condo Dispute</i>
<b>Day 3:</b>	<b>Empathy and Assertiveness</b> <b>12:10 PM to 1:40 PM</b>
Required reading:	Carter, Ask for More, 62-140
<b>Day 4:</b>	<b>Discovering the Other Side's Needs</b> <b>12:10 PM to 1:40 PM</b>
Required reading:	Carter, Ask for More, 141-178
In Class:	Simulation: <i>Ugli Orange Counseling</i>
Assignment:	<i>Looping IRL (Due Class 5)</i>
<b>Day 5:</b>	<b>Reaching a Deal; Repeat Play</b> <b>2:00PM to 5:00 PM</b>
Required readings:	Carter, Ask for More, 179-207
In Class:	Simulation: <i>Ugli Orange Negotiation</i> Exercise: <i>The X/Y Game</i>
Due:	<i>Looping IRL</i>
Assignment:	Prep <i>Final Simulation</i> (using Carter framework)
<b>Day 6</b>	<b>Concluding Session</b> <b>10:00 AM to 1:00 PM (tentative)</b>
Required readings:	Carter, Ask for More (review)
In Class:	<i>Final Simulation</i> Final Written Exercise

\*Day 1 = Monday October 12, 2020. Class continues the following day and proceeds on a daily sequence.