

# LAW 7057: Negotiation & Mediation Advocacy

This course is designed to develop advocacy skills for effective negotiation and mediation in both transactional and dispute resolution contexts. Students will be required to review materials in the areas of negotiation and mediation theory and practice, and to prepare for and participate in numerous simulated exercises (as advocates, parties and mediators) while confronting the practical, legal, and ethical dilemmas which often arise in dispute resolution and deal-making.

Among the issues to be considered will be determining the needs and desires of the parties, negotiation strategies and styles, evaluating a case for settlement, preparation for negotiation, the stages of negotiation, negotiating techniques, selection and role of mediators and preparing the mediation agreement.

Grades will be based on class participation, performance during simulated exercises, a negotiation journal, and a final negotiation or mediation exercise.

Requirements/Time Commitments: As participation of all students is necessary for the success of the simulated exercises, CLASS ATTENDANCE IS MANDATORY in the absence of permission from the Professor. Unexcused absences will affect the student's grade. All students who enroll for this course should be prepared to commit to full participation in all exercises both in and out of class. If other responsibilities, such as frequent absences due to commitments to out of town moot court arguments or court appearances for clinics are likely, you should not register for the course. Some (approx. 3-4) of the simulated exercises will involve negotiations to be conducted out-of-class, and it will be the responsibility of the opposing parties to schedule the time and place of the negotiation. For Professor Mooney's Section: The schedule for class meetings reflects two, eighty-five minute meetings each week, from 8:30 - 9:55 am. However, because of differing in-class exercises, a few of the c

**Credits:** 3.0