**NEGOTIATIONS SYLLABUS**UC Berkeley School of Law – Hon. Rebecca J. Westerfield (Ret.)/Hon. Jamie Jacobs-May (Ret.)  
Spring 2013

**CONTACT INFORMATION**

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**REQUIRED TEXTS**

Getting to Yes (Second Edition) Roger Fisher and William Ury (“GTY”)

Difficult Conversations Stone, Patton and Heen (“DC”)

The Science of Settlement Goldman (“SOS”)

SUBJECT TO MODIFICATION

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| **CLASS/DATE** | **READING ASSIGNMENT** | **IN CLASS TOPIC & CONTENT** |
| CLASS 1  January 11 | SOS - PP. 1-8  GTY – Iintroduction; pp. 1-4 | Overview  Ground Rules  What is Negotiation  Goals, Needs, Expectations  Self-Assessment  Negotiation Strategies |
| CLASS 2  January 18 | Engage in a negotiation – be prepared to discuss  SOS - pp. 9-36  GTY - pp. 3-14; 149-187 | Integrative/Distributive Bargaining  Principled/Positional Bargaining  Evaluating Your Case: Psychological Issues at Play |
| CLASS 3  January 25 | SOS - pp. 36-53; 67-76  GTY - pp. 95-143 | Dealing with Dirty Tricks  Claiming Value  Competitive Negotiations |
| CLASS 4  February 1 | DC - pp. 1-81  GTY - pp. 17-39 | Separate People from Problem  What Happened |
| CLASS 5  February 8 | GTY - pp. 56-94, 147-164  SOS – pp. 76-140 | Generating Options  Mutual Gains  Overcoming Obstacles  Bargaining Dynamics and Strategies |
| CLASS 6  February 15 | READING TO BE ASSIGNED | Emotional Intelligence  Dealing with Emotions at the Negotiation Table  Trust and Negotiations  Lessons from Neuroscience |
| CLASS 7  February 22 | READING TO BE ASSIGNED | Theory Meets Practice: Client Perspective |
| CLASS 8  March 1 | Five page mid-term paper due | Ethics in Negotiation |
| CLASS 9  March 8 | READING TO BE ASSIGNED  GTY – pp. 166-168 | Cross-Cultural Negotiations  Gender Issues |
| CLASS 10  March 15 | READING TO BE ASSIGNED | Multi-Party Complex  Agent/Principal Issues |
| CLASS 11  March 22 | DC - pp. 131-230 | Difficult Conversations  Learning Conversations |
| NO CLASS  March 29 |  |  |
| CLASS 12  April 5 | SOS – pp. 143-168 | Tentative: Negotiation in Conjunction with Business School  Agreements Experiments |
| CLASS 13  April 12 | Review Roles and Fact Patterns and Prepare with Teammates for Complex Negotiation | Complex Negotiation Experience |
| CLASS 14  April 19 | Final paper due | Deconstruct Complex Negotiation and Final Insights |