**NEGOTIATIONS SYLLABUS**UC Berkeley School of Law

Hon. Jamie Jacobs-May (Ret.)  
Hon. Rebecca J. Westerfield (Ret.)

Spring 2014

245 Sec. 5 – Negotiations

10:00am – 12:40pm

Location 111

**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”)

SUBJECT TO MODIFICATION

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| **CLASS/DATE** | **READING ASSIGNMENT** | **IN CLASS TOPIC & CONTENT** |
| CLASS 1  January 9 | GTY – Introduction; pp. 3-14 | Overview  Ground Rules  Negotiation Fundamentals  Goals, Needs, Expectations  Self-Assessment  Negotiation Strategies |
| CLASS 2  January 16 | Engage in a negotiation – be prepared to discuss  GTY - pp. 149-187 | Integrative/Distributive Bargaining  Principled/Positional Bargaining  Evaluating Your Case: Psychological Issues at Play |
| CLASS 3  January 23 | GTY - pp. 40-94 | Generating Options  Mutual Gains  Overcoming Obstacles  Bargaining Dynamics and Strategies |

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| CLASS 4  January 30 | DC - pp. 1-81  GTY - pp. 17-39 | Separate People from Problem  What Happened |
| CLASS 5  February 6 | GTY - pp. 95-143 | Dealing with Dirty Tricks  Claiming Value  Competitive Negotiations |
| CLASS 6  February 13 | DC – pp. 82-128 | Emotional Intelligence  Dealing with Emotions at the Negotiation Table  Trust and Negotiations  Lessons from Neuroscience |
| CLASS 7  February 20 | READING TO BE ASSIGNED | Ethics in Negotiation |
| CLASS 8  February 27 | Five page mid-term paper due | The Client Perspective: Theory Meets Practice |
| CLASS 9  March 6 | DC - pp. 131 to end of book | Difficult Conversations  Learning Conversations |
| CLASS 10  March 13 | READING TO BE ASSIGNED | Cross-Cultural Negotiations  Gender Issues |
| CLASS 11  March 20 | READING TO BE ASSIGNED | Multi-Party Complex  Agent/Principal Issues |
| NO CLASS  March 27 |  |  |
| CLASS 12  April 3 | Review Roles and Fact Patterns and Prepare with Teammates for Complex Negotiation | International Negotiation |
| CLASS 13  April 10 |  | Deconstruct Complex Negotiation  Additional Exercises |
| CLASS 14  April 17 | Final paper due | Final Insights |