

Assignment for Class #1!

Hello Everyone,

Welcome to the Negotiations Seminar! I'm very excited to teach this class and get to know all of you. Here is some information about preparing for our first meeting on Monday, August 17.

Please read the following items before class:

- The Course Syllabus – it can be found on the bCourse home page, and a more readable/printable pdf is also attached to this message
- Fisher, Ury, and Patton, *Getting to Yes*, Chapters 1-2
- Shell, *Bargaining For Advantage*, Introduction and Chapters 1-2 (you can ignore Appendix A for now – we will get to it in a later class)

Normally I will circulate simulation instructions before our class meetings, but for the first exercise I will hand out them out in class. The instructions for this one are pretty simple so they won't take long to digest.

Look forward to meeting you on the 17th!

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