**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 1January 11 | SOS - PP. 1-8GTY – Iintroduction; pp. 1-4 | Overview Ground RulesWhat is NegotiationGoals, Needs, ExpectationsSelf-AssessmentNegotiation Strategies |
| CLASS 2January 18 | Engage in a negotiation – be prepared to discussSOS - pp. 9-36GTY - pp. 3-14; 149-187 | Integrative/Distributive BargainingPrincipled/Positional BargainingEvaluating Your Case: Psychological Issues at Play |
| CLASS 3 January 25 | SOS - pp. 36-53; 67-76GTY - pp. 95-143 | Dealing with Dirty TricksClaiming ValueCompetitive Negotiations |
| CLASS 4 February 1 | DC - pp. 1-81GTY - pp. 17-39 | Separate People from ProblemWhat Happened |
| CLASS 5February 8 | GTY - pp. 56-94, 147-164 SOS – pp. 76-140 | Generating OptionsMutual GainsOvercoming ObstaclesBargaining Dynamics and Strategies |
| CLASS 6 February 15 | READING TO BE ASSIGNED | Emotional IntelligenceDealing with Emotions at the Negotiation TableTrust and NegotiationsLessons from Neuroscience |
| CLASS 7February 22 | READING TO BE ASSIGNED | Theory Meets Practice: Client Perspective |
| CLASS 8March 1 | Five page mid-term paper due | Ethics in Negotiation |
| CLASS 9 March 8 | READING TO BE ASSIGNEDGTY – pp. 166-168 | Cross-Cultural NegotiationsGender Issues |
| CLASS 10March 15 | READING TO BE ASSIGNED | Multi-Party ComplexAgent/Principal Issues |
| CLASS 11 March 22 | DC - pp. 131-230 | Difficult ConversationsLearning Conversations |
| NO CLASSMarch 29 |  |  |
| CLASS 12 April 5 | SOS – pp. 143-168 | Tentative: Negotiation in Conjunction with Business SchoolAgreements Experiments |
| CLASS 13 April 12 | Review Roles and Fact Patterns and Prepare withTeammates for Complex Negotiation | Complex Negotiation Experience |
| CLASS 14April 19 | Final paper due | Deconstruct Complex Negotiation and Final Insights |