NEGOTIATIONS

Boalt Hall-Fall 2013

Professor Ellyn Moscowitz

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Wednesdays: 3:30-6:15 Room 134

**Before first class, read Introduction to end of Chapter 4 in *Getting to Yes.*[[1]](#footnote-1)**

**Also read Chapter 1 in *Lawyer Negotiations*.**

1. Required Textbooks: *Lawyer Negotiations 2d*, Folberg and Golan; Aspen Publishers; *Getting to Yes*, Fisher, Ury and Patton and various class handouts. [↑](#footnote-ref-1)