**Negotiations (LAW 245 LEC 004 Fa13)**

**First Class Assignment:**

**1.  Read** - G. Richard Shell, *Bargaining for Advantage*, Introduction and Part I (pp. xv-xx and 1-113)

**2.  Write**short reflection (~500-750 words) on your experience with and/or impressions of negotiation to date.  Feel free to comment or reflect on any of the reading material to inform your reflection but the reflection should be about your experiences and impressions rather than the author's.  Please submit the reflection through bSpace if you are able to. If not, please email to Prof. Soper at [rsoper@law.berkeley.edu](mailto:rsoper@law.berkeley.edu).

**Reflection Due Thursday, August 22 at 12:00 pm (Noon)**

Thanks much and enjoy!