**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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HON. REBECCA J. WESTERFIELD (RET.) 415-774-2651 westerfieldrj@gmail.com

**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 1January 9 | GTY – Introduction; pp. 3-14 | Overview Ground RulesNegotiation FundamentalsGoals, Needs, ExpectationsSelf-AssessmentNegotiation Strategies |
| CLASS 2January 16 | Engage in a negotiation – be prepared to discussGTY - pp. 149-187 | Integrative/Distributive BargainingPrincipled/Positional BargainingEvaluating Your Case: Psychological Issues at Play |
| CLASS 3January 23 | GTY - pp. 40-94  | Generating OptionsMutual GainsOvercoming ObstaclesBargaining Dynamics and Strategies |

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| CLASS 4 January 30 | DC - pp. 1-81GTY - pp. 17-39 | Separate People from ProblemWhat Happened |
| CLASS 5 February 6 | GTY - pp. 95-143 | Dealing with Dirty TricksClaiming ValueCompetitive Negotiations |
| CLASS 6 February 13 | DC – pp. 82-128 | Emotional IntelligenceDealing with Emotions at the Negotiation TableTrust and NegotiationsLessons from Neuroscience |
| CLASS 7February 20 | READING TO BE ASSIGNED | Ethics in Negotiation |
| CLASS 8February 27 | Five page mid-term paper due | The Client Perspective: Theory Meets Practice |
| CLASS 9March 6 | DC - pp. 131 to end of book | Difficult ConversationsLearning Conversations |
| CLASS 10March 13 | READING TO BE ASSIGNED | Cross-Cultural NegotiationsGender Issues |
| CLASS 11March 20 | READING TO BE ASSIGNED | Multi-Party ComplexAgent/Principal Issues |
| NO CLASSMarch 27 |  |  |
| CLASS 12 April 3 | Review Roles and Fact Patterns and Prepare withTeammates for Complex Negotiation | International Negotiation |
| CLASS 13 April 10 |  | Deconstruct Complex NegotiationAdditional Exercises |
| CLASS 14April 17 | Final paper due | Final Insights |