

NEGOTIATION

Spring 2008

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office hours by appointment

Book – Negotiation – Processes for Problem Solving
Menkel-Meadow, Schneider & Love

1. Class Participation – Students will be expected to actively participate in simulated exercises in class. At times during the term, negotiation problems will be distributed in advance of class. It is the student's responsibility to come fully prepared to perform the exercise in class. Each student will be required, as a member of a group, to create an original negotiation simulation to be done by the class during the term. Finally, each student will be required to turn in a journal at the end of the term with your weekly entries.
2. Grading – NO FINAL EXAM. Grades will be calculated as follows: 25% class participation, 25% group project, 25% mid-semester exam and 25% journal (due at last class).
3. Attendance – Because your grade is based on participation and the journal, a student's absence(s) may affect your grade. Per the ABA standards, a student can be withdrawn from a class if there are more than three absences. If a student is absent from a class where they have an assigned role, the student must find someone in the class to cover that role. More than one absence will lower your class participation grade. You must attend the first class.

Weekly Assignments

Class Date	Reading
1/4	
1/11	Chap. 1
1/18	Chap. 2/3
1/25	Chap. 4/5
2/1	Chap. 6/7
2/8	Chap. 8
2/15	Chap. 10/Midterm Review
2/22	NO Class – Tues. class schedule
2/29	Midterm
3/7	Group 1 distribute problem
3/14	Group 1 problem Group 2 distribute problem
3/21	Group 2 problem Group 3 distribute problem
3/28	Group 3 problem Group 4 distribute problem
4/4	Group 4 problem
4/11	Turn in Journal

Class – 1

- I. Win/Win – What did you learn?
- II. How do you think your personality will affect your negotiations? Competitive, cooperative, problem solving?

Class – 2

- I. Summary of Dr. Berry v. Hyatt
- II. Prep for Bob v. Mary

Class – 3

- I. Summary of Bob v. Mary
- II. Prep for the Movie Negotiation – you will need to print/read the general facts along with your confidential facts
- III. What biases/standards/opinions based on your sex, religion, work experiences, personality, etc. do you bring to the negotiation table?

Class – 4

- I. Summary of the Movie Negotiation
- II. Prep for Helmsley v. Bonde – If you sit on the left side of the classroom (facing the board) you are Helmsley and the right side of the classroom (facing the board) you are Bonde.

- III. Ask two people who know you well what biases/standards/opinions based on your sex, religion, work experiences, personality, etc. do you bring to the negotiation table?

Class – 5

- I. Summary of *Bonde v. Helmsley*
- II. What did you like or dislike about negotiating as a team? (if you observed what did you observe about the teams and how they negotiated)
- III. Prep for Union Negotiation (everyone has the same facts)
- IV. Check the class page for pages included in the midterm (title midterm review)

Class – 6,7,8

No Assignments

Class – 9 (March 7)

- I. Prep for “What Did You Say?” If you sit on the left side of the classroom (facing the board) you are Nolan Johnson and the right side of the classroom (facing the board) you are Donna Patrick.

Class – 10

- I. Summary for “What Did You Say?”

- II. Prep for Ike v. IKEA (9:25 class) or Ellen/Portia v. Hasamat (12:15 class). If you were absent please email Prof. Cline for assignment

Class – 11

- I. Summary of Group 1 negotiation
(if you were in Group 1 answer the following additional questions)
 - E. What worked well in your project?
 - F. What did not work as expected?
 - G. What would you change?
 - H. How was your experience working with your group to prepare the project?

- II. Prep for Group 2
 - Dr. Bill v. Bratney Smears – 9:25
 - Katie v. Suri – 12:15

If you sit on the left side of the classroom (facing the board) you are Dr. Bill/Katie and the right side of the classroom (facing the board) you are Bratney Smears/Suri.

Class -12

- I. Summary of Group 2 negotiation
(if you were in Group 2 answer the additional questions E-H above in class 11)
- II. Prep for Group 3
 - Mocha/Frappy v. Destiny – 9:25
 - X-Wife – 12:15
 - (parts were assigned in class – contact me if you did not get an assignment)

Class -13

- I. Summary of Group 3 negotiation
(if you were in Group 3 answer the additional questions E-H
above in class 11)

- II. Prep for Group 4
Vila v. Piddy – 9:25
Climb-in Man – 12:15
(parts were assigned in class – contact me if you did not
get an assignment)

Class – 14

- I. Summary of Group 4 negotiation
(if you were in Group 4 answer the additional questions E-H
above in class 11)

- II. What was your favorite negotiation of the semester?
What was your least favorite?

end of journal