

NEGOTIATION: COURSE SYLLABUS
SUMMER 2010
Professor Brook K. Baker

Course Texts - Fisher & Ury, Getting to Yes (2d ed.).
Krieger & Neumann, Essential Lawyering Skills (3d ed.).
Course Materials I & II, Gnomon Copy
(*Maxwell v. Garcia* Case File available Week Two)
(*UNITAID Patent Pool* Case File available Week Four)

Class Meeting Times – Mondays: 10:15-11:45 Dockser Rm. 44
Wednesdays 10:15-11:45 Dockser Rm. 44

TIMELY ATTENDANCE AT ALL CLASSES IS MANDATORY

May 31 - WEEK ONE: INTRODUCTION & *PEOPLE V. BINS*

Wednesday, June 2: Class 1 - *INTRODUCTION TO COURSE; NEGOTIATION STORIES; GRAB BAG: DUCK DECOY, ROLEX WATCH*

HANDOUTS: 1. Student Negotiation Self-Assessment (**due: Class 2**)
2. People v. Bins materials

Make-Up: Friday June 4, 8:30-10:00

Class 2 - *ANALYSIS OF BARGAINING RANGE: PLEA BARGAINING ALTERNATIVES IN PEOPLE V. BINS* (**written evaluation of plea bargaining alternatives due at beginning of class**)

HANDOUTS: 1. Range of Alternatives in Bins Plea Bargaining
2. Supplemental Instructions People v. Bins (ADA & Defense)
3. People v. Bins Matchups

June 7 - WEEK TWO: *PEOPLE V. BINS: PLEA BARGAIN NEGOTIATION*

Class 3 - BINS *PLEA BARGAINING (IN CLASS)*

HANDOUTS: 1. Opposite Side's Supplemental Instructions
2. Newton v. Rummery
3. News article – NYPD

Class 4 - *DEBRIEF BINS –INTRODUCTION TO CASE EVALUATION METHODOLOGY*

HANDOUTS: 1. Maxwell v. Garcia Matchups

Due: Bins Reflection Journal by end of week (Friday midnight)

June 14 - WEEK THREE: *MAXWELL V. GARCIA*: CASE EVALUATION

Class 5 - *MAXWELL V. GARCIA CASE EVALUATION ASSIGNMENT*:

Course Matls., pp. 3-13, 25-98

Due: written case evaluation at beginning of class

Class 6 - *MAXWELL V. GARCIA CASE EVALUATION CONTINUED
MINI-NEGOTIATION - LEROI DAVID*

HANDOUT: Confidential Counseling Instructions

June 21 - WEEK FOUR: *MAXWELL V. GARCIA*: CLIENT COUNSELING & FIRM MEETING.

Class 7 - *GRAB BAG – HOUSE-SPLIT NEGOTIATION &
ATTORNEY/CLIENT COUNSELING: ONE-ON-ONE*:

Course Matls., pp. 15-24

HANDOUT: 1. Confidential Client Negotiation Instructions Maxwell or Garcia
2. Firm meeting agendas

Class 8 - *FIRM STRATEGY MEETINGS*

Due: Maxwell Case Evaluation or Counseling Journal due by Friday midnight

June 28 - WEEK FIVE: *MAXWELL V. GARCIA*: ONE-ON-ONE NEGOTIATION AND DEBRIEF; GENDER/RACE IN NEGOTIATIONS.

Class 9 *MAXWELL V. GARCIA ONE-ON-ONE NEGOTIATION*

Due: Maxwell v. Garcia Negotiation Plan at end of class

Class 10 *DEBRIEF MAXWELL v. GARCIA NEGOTIATIONS*

HANDOUT: Readings: Gender and Race Issues in Negotiations

Due: Maxwell Negotiation Debrief Journal by end of week

Make-Up: Friday July 2, 8:30-10:00

Class 11 – Introduction to UNITAID Patent Pool

July 4 - WEEK SIX: INTRODUCTION – UNITAID PATENT POOL NEGOTIATION

MONDAY CLASS CANCELED: FOURTH OF JULY

Class 12 - *ANALYSIS OF PARTIES' INTERESTS & PROBABLE GOALS*

Students select roles and teams for patent pool negotiation

July 12-July 23 - WEEKS SEVEN AND EIGHT: PREPARATION – UNITAID PATENT POOL NEGOTIATION – CLASSES CANCELED

July 26 - WEEK NINE: UNITAID PATENT POOL NEGOTIATION

Class 13 – *DETAILED ANALYSIS OF KEY CONTESTED ISSUES*

HANDOUTS: Confidential Negotiation Instructions: ViiV, UNITAID, Cipla

Class 14 - *SEPARATE TEAM MEETINGS PATENT POOL*

August 2 - WEEK TEN: UNITAID PATENT POOL NEGOTIATION

Class 15 - *IN-CLASS NEGOTIATION*

Due: exchange of draft negotiation proposals

Class 16 - *IN-CLASS NEGOTIATION CONTINUED*

Make-Up: Friday August 6: 8:30-10:00

Class 17 – *IN-CLASS NEGOTIATION CONTINUED*

August 9 - WEEK ELEVEN: UNITAID PATENT POOL NEGOTIATION

Class 18 – *FINAL IN-CLASS NEGOTIATION*

Class 19 *DEBRIEF PATENT POOL NEGOTIATION; EVALUATIONS*

HANDOUTS:

1. Course Evaluation
2. Instructor Evaluations

Due: Patent pool Negotiation Journal & Final Negotiation Journal due end of exam period

Syllabus.summer-10.doc