

Legal Negotiations

Spring 2024

Grading

As shown in the syllabus, your grade is comprised of 4 elements:

1. Preparation, Participation, Professionalism (25%)
2. Scored Negotiation #1 (20%)
3. Scored Negotiation #2 (25%)
4. Scored Negotiation #3 (30%)

For Preparation, Participation, Professionalism: you are evaluated throughout the semester for this element of your grade. We use a ranking system as part of our grading methodology at the end of the semester. We generally use “1” as the best rank and our ranking range is generally from 1 to 4. Each student starts the semester with a rank of 2 because we presume you will show up to class prepared, that you will participate (since this *is* a participation class), and that you will conduct yourself as professionals.

For the Scored Negotiations: there are two steps to the evaluation process.

1. The faculty uses a scoring rubric when evaluating your negotiation. Please note, there is a rubric for SN1 and a different rubric from SN2 and SN3. Both rubrics are attached to this document.
2. The numerical score for your negotiation is converted to a rank. The ranks given for each scored negotiation range from 1 to 4. A rank of 1 is the highest (best) rank. A very important note: ***rank DOES NOT equal a grade!***

Final Grade Calculations: there are two steps to this process as well.

1. We convert your rank to points by multiplying your rank by the percentage of the grade for that exercise. For example, a rank of “2” for Scored Negotiation #1 would equal 40 points. Then we add your points together to determine total points for the class. The lower the number of points, the better the grade.
2. Then, we bell curve the total points range for the class and apply that bell curve to the GPA range for the class (which is 3.2-3.4).

Critiques and Reviews

You will negotiate most every week during the semester. At the end of each class, the faculty will give critiques to your small group. Keeping a critique notebook throughout the semester is a great way to accelerate your improvement.

Each of the scored negotiations is video recorded. This recording is what the faculty uses when evaluating your performance. These recordings are available for you to review as well. There are two items to remember regarding the video recordings:

1. You **have to request** a link to the recording. Reviewing your video (We know...nobody likes to watch themselves!) is perhaps the best way for you to accelerate your improvement as a negotiator.
2. When the assignments for the scored negotiations are being made, you will be assigned an evaluating faculty member. You will know who your evaluating faculty member is for each scored negotiation. Why is this information important? Because you can ask that faculty member to have a video review session with you to talk about your negotiation. You **have to request** a video review session and these review sessions will be virtual. Important note: you can request a review session even if you haven't received your ranking for that particular negotiation.