



UNSW Course Outline

JURD7480 Principled (Interest Based) Negotiation - 2024

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General Course Information

Course Code : JURD7480

Year : 2024

Term : Term 2

Teaching Period : T2

Is a multi-term course? : No

Faculty : Faculty of Law and Justice

Academic Unit : School of Law, Society and Criminology

Delivery Mode : In Person

Delivery Format : Standard

Delivery Location : See School

Campus : Sydney

Study Level : Postgraduate

Units of Credit : 6

Useful Links

[Handbook Class Timetable](#)

Course Details & Outcomes

Course Description

An effective professional needs to be skilful in negotiating, joint decision-making and joint problem-solving. A foundation course for practitioners in all fields, Principled Negotiation helps participants improve their skills by careful analysis of the processes of negotiation and learning

from experience, in the context of simulated negotiation exercises developed by the Harvard Negotiation Project. The subject is good for students looking for a general overview of Negotiation, and who value experiential learning and skills development in a collaborative, fast-paced learning environment.

Main Topics

- Preliminary thoughts about negotiation
- Developing an effective preparation process
- Thinking strategically about negotiation
- Revisiting the elements of a good outcome
- Scrutinising the role of power in negotiation

Course Learning Outcomes

Course Learning Outcomes
CLO1 : Demonstrate high-level knowledge and integrated understanding of the process of negotiation, effective negotiation strategy, the concept of a good negotiated outcome, and the impact of the law on the negotiation process (PLOs 1 & 5)
CLO2 : Effectively communicate to diverse audiences (including clients) and demonstrate negotiation skills, strategies and theories, in relation to legal, strategic and ethical dimensions of negotiation (PLOs 1, 5, 6, 9 & 10)
CLO3 : Demonstrate an ability to critically evaluate a negotiation, and to provide written and verbal evaluation of the process to a variety of audiences (PLOs 1, 5, 6 & 12)
CLO4 : Investigate and adopt appropriate research methodologies and produce written and verbally-delivered research that identifies and synthesises issues, both legal and non-legal, impacting on negotiation (PLOs 5, 6, 9, 10 & 12)

Course Learning Outcomes	Assessment Item
CLO1 : Demonstrate high-level knowledge and integrated understanding of the process of negotiation, effective negotiation strategy, the concept of a good negotiated outcome, and the impact of the law on the negotiation process (PLOs 1 & 5)	<ul style="list-style-type: none"> • Class Participation • Group Project • Research Essay
CLO2 : Effectively communicate to diverse audiences (including clients) and demonstrate negotiation skills, strategies and theories, in relation to legal, strategic and ethical dimensions of negotiation (PLOs 1, 5, 6, 9 & 10)	<ul style="list-style-type: none"> • Class Participation • Group Project • Research Essay
CLO3 : Demonstrate an ability to critically evaluate a negotiation, and to provide written and verbal evaluation of the process to a variety of audiences (PLOs 1, 5, 6 & 12)	<ul style="list-style-type: none"> • Class Participation • Group Project • Research Essay
CLO4 : Investigate and adopt appropriate research methodologies and produce written and verbally-delivered research that identifies and synthesises issues, both legal and non-legal, impacting on negotiation (PLOs 5, 6, 9, 10 & 12)	<ul style="list-style-type: none"> • Class Participation • Group Project • Research Essay

Learning and Teaching Technologies

Moodle - Learning Management System

Assessments

Assessment Structure

Assessment Item	Weight	Relevant Dates
Class Participation Assessment Format: Individual	20%	
Group Project Assessment Format: Group	30%	
Research Essay Assessment Format: Individual	50%	Due Date: 14/08/2024 04:00 PM

Assessment Details

Class Participation

Assessment Overview

This assessment requires you to prepare for and actively engage in class-based and online activities.

Course Learning Outcomes

- CL01 : Demonstrate high-level knowledge and integrated understanding of the process of negotiation, effective negotiation strategy, the concept of a good negotiated outcome, and the impact of the law on the negotiation process (PLOs 1 & 5)
- CL02 : Effectively communicate to diverse audiences (including clients) and demonstrate negotiation skills, strategies and theories, in relation to legal, strategic and ethical dimensions of negotiation (PLOs 1, 5, 6, 9 & 10)
- CL03 : Demonstrate an ability to critically evaluate a negotiation, and to provide written and verbal evaluation of the process to a variety of audiences (PLOs 1, 5, 6 & 12)
- CL04 : Investigate and adopt appropriate research methodologies and produce written and verbally-delivered research that identifies and synthesises issues, both legal and non-legal, impacting on negotiation (PLOs 5, 6, 9, 10 & 12)

Detailed Assessment Description

Attendance and participation refer to informal and informal sessions, completion of formal and informal preparation tasks, and contribution to the development of ideas and the learning of others, particularly within the classroom.

The nature of this intensive course and the 4-day format means absence from any session is a significant impediment to the learning experience of the individual student and the larger group. Students should take particular care to meet their commitments both to their own learning and to the development of others. Behaviour such as continual lateness and failure to meet

commitments to participate in various class and group processes will be reflected in loss of marks for attendance and participation. **The 100% attendance rule will be strictly enforced.**

Hurdle rules

100% attendance and meets all time commitments – except where there are agreed reasonable adjustments provided by ELP or by Special Consideration

Group Project

Assessment Overview

This assessment requires you to work collaboratively to deliver a project.

Course Learning Outcomes

- CL01 : Demonstrate high-level knowledge and integrated understanding of the process of negotiation, effective negotiation strategy, the concept of a good negotiated outcome, and the impact of the law on the negotiation process (PLOs 1 & 5)
- CL02 : Effectively communicate to diverse audiences (including clients) and demonstrate negotiation skills, strategies and theories, in relation to legal, strategic and ethical dimensions of negotiation (PLOs 1, 5, 6, 9 & 10)
- CL03 : Demonstrate an ability to critically evaluate a negotiation, and to provide written and verbal evaluation of the process to a variety of audiences (PLOs 1, 5, 6 & 12)
- CL04 : Investigate and adopt appropriate research methodologies and produce written and verbally-delivered research that identifies and synthesises issues, both legal and non-legal, impacting on negotiation (PLOs 5, 6, 9, 10 & 12)

Detailed Assessment Description

Negotiation Assessment Tasks and reflective journal

Students will participate in preparation for, conduct and debrief of a negotiation exercise which will involve the entire class.

Students are required to submit a reflective journal of approx. **1,000 words**. This should provide details of your experience during the course in general. The reflective journal does not receive a formal mark, but you will not receive a mark for the group negotiation unless the journal is submitted.

Research Essay

Assessment Overview

This assessment requires you to write a research essay.

Course Learning Outcomes

- CL01 : Demonstrate high-level knowledge and integrated understanding of the process of negotiation, effective negotiation strategy, the concept of a good negotiated outcome, and the impact of the law on the negotiation process (PLOs 1 & 5)
- CL02 : Effectively communicate to diverse audiences (including clients) and demonstrate negotiation skills, strategies and theories, in relation to legal, strategic and ethical dimensions of negotiation (PLOs 1, 5, 6, 9 & 10)
- CL03 : Demonstrate an ability to critically evaluate a negotiation, and to provide written and verbal evaluation of the process to a variety of audiences (PLOs 1, 5, 6 & 12)
- CL04 : Investigate and adopt appropriate research methodologies and produce written and verbally-delivered research that identifies and synthesises issues, both legal and non-legal, impacting on negotiation (PLOs 5, 6, 9, 10 & 12)

Detailed Assessment Description

It is important that students select a topic which they find interesting and relevant.

In the past, topics have ranged from the theoretical – such as the role of power or gender in negotiation – to case studies of a particular dispute or issue in the public arena, at home or at work.

The essay topic **must** be approved by the lecturer. Essay topics should be reviewed with them to ensure that students have selected a topic which is relevant and appropriate.

Assessment Length

5,000 words

General Assessment Information

Grading Basis

Standard

Course Schedule

Teaching Week/Module	Activity Type	Content
Week 5 : 24 June - 30 June	Seminar	DAY 1 Introduction to the programme and session goals Some preliminary thoughts about negotiation An introduction to tools for the Harvard Program on Negotiation
	Seminar	DAY 2 Thinking strategically about negotiation Negotiations activities and debrief
Week 7 : 8 July - 14 July	Seminar	DAY 3 The power of context and framing in negotiation The impact of emotion on Negotiation Difficult Conversations
	Seminar	DAY 4 Negotiations, discussion and debrief

Attendance Requirements

Please see information about attendance requirements in **Law & Justice Assessment Procedure and Student Information** located in the Other Useful Information tab in the Academic Information field.

Please be advised there will be no classes on public holidays. If your class falls on a public holiday, alternative arrangements will be made by the course convenor to make up the missed class.

Course Resources

Prescribed Resources

Fisher R. And Ury W., Getting to Yes, Arrow, 2011 (any edition is acceptable)

Ury W., Getting Past No, Business Books, 2007 (any edition is acceptable)

Staff Details

Position	Name	Email	Location	Phone	Availability	Equitable Learning Services Contact	Primary Contact
Convenor	Rosemary Howell					Yes	Yes

Other Useful Information

Academic Information

Upon your enrolment at UNSW, you share responsibility with us for maintaining a safe, harmonious and tolerant University environment.

You are required to:

- Comply with the University's conditions of enrolment.
- Act responsibly, ethically, safely and with integrity.
- Observe standards of equity and respect in dealing with every member of the UNSW community.
- Engage in lawful behaviour.
- Use and care for University resources in a responsible and appropriate manner.
- Maintain the University's reputation and good standing.

For more information, visit the [UNSW Student Code of Conduct Website](#).

UNSW Law & Justice Assessment Policy

It is essential that all students undertaking this course read and abide by the [UNSW Law & Justice Assessment Policy & Student Information](#). This document includes information on Class Attendance, Late Work, Word Limits, Marking, Special Consideration, Workload, and Academic Misconduct & Plagiarism. More information can also be found at [Assessment & Exam Information](#).

Information regarding Course Outlines are subject to change and students are advised to check updates. If there is a discrepancy between the information posted here and the handbook or the UNSW Law & Justice website, please contact [Student Services via The Nucleus Hub](#) for advice. UNSW Law & Justice reserves the right to discontinue or vary such courses or staff allocations at any time. If your course is not here, please visit [Handbook](#) for information.

Academic Honesty and Plagiarism

As a student at UNSW you are expected to display [academic integrity](#) in your work and interactions. Where a student breaches the [UNSW Student Code](#) with respect to academic integrity, the University may take disciplinary action under the Student Misconduct Procedure. To assure academic integrity, you may be required to demonstrate reasoning, research and the process of constructing work submitted for assessment.

To assist you in understanding what academic integrity means, and how to ensure that you do comply with the UNSW Student Code, it is strongly recommended that you complete the [Working with Academic Integrity](#) module before submitting your first assessment task. It is a free, online self-paced Moodle module that should take about one hour to complete.

Submission of Assessment Tasks

Before submitting assessment items all students must read and abide by the [UNSW Law & Justice Assessment Policy & Student Information](#).

Special consideration

Special consideration is primarily intended to provide you with an extra opportunity to demonstrate the level of performance of which you are capable. To apply, and for further

information, see Special Consideration on the UNSW [Current Students](#) page.

Feedback

UNSW Law & Justice appreciates the need for students to have feedback on their progress prior to the last date for withdrawal without failure. All courses will therefore provide feedback to students prior to this date, as well as throughout the course. However, students should note that feedback does not take the form only of formal grades and written comments on written assessments. Rather, formative feedback, which helps students to self-assess, to identify misunderstandings, and to identify areas requiring further work, will occur during class and possibly online. For example, where a teacher asks the class a question, all students should think about how they might answer. Even though not all students will necessarily be able to respond orally, everyone can reflect on their tentative answer in light of the teacher's response and subsequent class discussion. If you are struggling to understand what is being asked in class, or if your tentative answers prove incorrect and subsequent discussion does not clear things up, then you should continue to ask questions (of yourself, your peers or your teacher). Similarly, you can get a sense of your ability in a course through peer feedback during group work, your teacher's responses to your in-class contributions, and your own response to in-class problems and examples (whether or not you are called on to relay your answer to the class) and also your online activities and responses by others to those activities. Students enrolled in this course may check their Moodle course page for details on the specific feedback used in this course.

Faculty-specific Information

Additional support for students

- Student support: <https://www.student.unsw.edu.au/support>
- Academic Skills and Support: <https://student.unsw.edu.au/academic-skills>
- Student Wellbeing, Health and Safety: <https://student.unsw.edu.au/wellbeing>
- Equitable Learning Services: <https://student.unsw.edu.au/els>
- UNSW IT Service Centre: <https://www.myit.unsw.edu.au>

Course improvement

Student feedback is very important to continual course improvement. This is demonstrated within the Faculty of Law & Justice by the implementation of the UNSW online student survey myExperience, which allows students to evaluate their learning experiences in an anonymous way. myExperience survey reports are produced from each survey. They are released to staff after all student assessment results are finalised and released to students. Course convenors

will use the feedback to make ongoing improvements to the course. Students enrolled in this course may check their Moodle course page for details on the actions taken in response to evaluation feedback in Student Survey.

School Contact Information

Please contact [Nucleus Student Hub](#) for all enquiries. The Nucleus acts as a central communications hub for UNSW and will distribute your enquiry to the best person to respond.