

NEGOTIATIONS

24 LITG 723 Call Number: 000044

Semester: Fall 2011

Professor: Aaron

Credits: 3 Classroom

Primary Basis for the Grade: Skills Exercises which may include analytical journals, written simulation or recorded negotiation performances, among others. Letter Grade.

Prerequisites: None

Enrollment: Limited to 32; Please complete a Limited Enrollment Lottery Form.

Meets Seminar Requirement? No

Meets Writing Requirement? No

Meets Client Counseling Requirement? No

Meeting Times: W 3:05-6:05

Location: 114

COURSE DESCRIPTION:

In this course students learn the "science and art" of negotiation. Students are introduced to significant literature and theory in negotiation and have the opportunity to practice negotiating through a sequenced series of negotiations simulations. For the final exercise in the course, law students work with "real clients" from UC's business school program to negotiate settlement of a complex business dispute.

SPECIAL NOTES:

Limited Enrollment-32. Usually offered every semester.

Last updated: 4-6-11 cc