

NEGOTIATIONS 24 LITG 723

Tentative

Semester: Spring 2011

Professor: Lawrence

Credits: 3 Classroom

Primary Basis for the Grade: TBA

Prerequisites: None

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

Seminar? No

Writing Requirement? No

Meets Client Counseling Requirement? No

Meeting Times:

Location:

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 sequences 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:

Last updated: 4-2-10 no