

12-6-2002

UM negotiation team moves on to national competition

University of Montana--Missoula. Office of University Relations

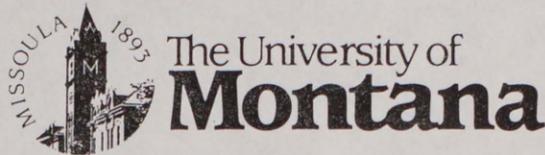
Let us know how access to this document benefits you.

Follow this and additional works at: <https://scholarworks.umt.edu/newsreleases>

Recommended Citation

University of Montana--Missoula. Office of University Relations, "UM negotiation team moves on to national competition" (2002).
University of Montana News Releases. 18143.
<https://scholarworks.umt.edu/newsreleases/18143>

This News Article is brought to you for free and open access by the University Relations at ScholarWorks at University of Montana. It has been accepted for inclusion in University of Montana News Releases by an authorized administrator of ScholarWorks at University of Montana. For more information, please contact scholarworks@mso.umt.edu.



UNIVERSITY RELATIONS • MISSOULA, MT 59812 • 406-243-2522 • FAX: 406-243-4520

NEWS RELEASE

Dec. 6, 2002

Contact: Klaus Sitte, executive director, Montana Legal Services Association, 543-8343.

UM NEGOTIATION TEAM MOVES ON TO NATIONAL COMPETITION

MISSOULA-

The University of Montana Law School American Bar Association Negotiation Competition team performed well in the ABA Regional Law School Negotiation Competition Nov. 8-9, which was held at the Northwestern School of Law at Lewis & Clark College in Portland, Ore.

Malin Stearns, a second year student from **Missoula**, and Todd Denison, a third year student from **Kalispell**, earned second place in the regional competition and will go on the national competition Feb. 9-10 in Seattle. Teammates Ben Hursh, a third year student from **Miles City**, and Patti Bowers, a first year student from **Seattle**, came in fifth place in the regional competition. First year students Heather McDougall of **Troy** and Ben Kennedy of **Fallon, Nev.**, attended the competition as alternates.

The teams, coached by Klaus Sitte, UM adjunct lecturer and executive director of the Montana Legal Services Association, competed in negotiation exercises.

“All the teams in the competition receive a set of general facts,” said Sitte. “Then, each team also has a set of ‘secret facts,’ which contain things like the wishes, motivations and bottom lines of their theoretical client. Each team then attempts to work out a resolution with the other team that is in the best interests of that client.”

-more-

negotiation.rl--2

This year, the focus of the competition was entertainment law. The UM teams represented one side of a complex contract negotiation between a vocalist and a record label. The negotiations dealt with issues of intellectual property, copyrights and contract law.

Sitte, who has coached the UM team since 1991, said that the performance given by Stearns and Denison in the regional competition was as good as any he'd seen at the national level. "We've been to nationals three times since I've been coaching, and if they do as well as they did in the regional competition, they will certainly be in the top four teams."

###

HF

Local, Daily Inter Lake, Miles City Star, Tobacco Valley News, Western News, Fallon Eagle Standard (Fallon, NV), Seattle Post-Intelligencer, Seattle Times
negotiation.rl