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PSC 595.01: ST - Negotiations Law

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Negotiations Law 5

Class is 1 ½ hours on Monday and Wednesday.

Books—“Getting to Yes”; “Getting Past No.”

Grades are based of individual participation in the negotiation exercises, scores on the two exams, class attendance & participation, and quality of your final negotiation.

Class:

- 1 Introduction to Negotiations
2. Negotiations Overview
3. Negotiation Problem –Purchase a Car
4. Negotiation Problem —Sale/Purchase a House
5. Negotiation Problem #1----Sale/Purchase of Business Asset (Motor Bus)
6. Negotiation Problem # 2----Landlord/Tenant
Monday Feb 16—No Class President’s Day
7. Negotiation Problem #3—Dispute in the Context of Divorce (Paternity).
- 8 Negotiation Problem # 4—Lease/Remodel of Business Space.
9. Negotiation Problem # 5—Business Transaction between U.S. Non-Profit Business and a Foreign Non-Profit Enterprise (merchandise).
10. Negotiation Problem #6—U.S. Non-Profit Negotiation with Foreign Non-Profit to provide housing in foreign country.
11. Negotiation Problem#7—Employment Dispute (employee working on a cruise ship). Examination on Getting To Yes.
12. Negotiation Problem #8—Employment Dispute continues with cruise ship.
13. Negotiation problem #9—Film/Recording Company negotiations with New “Rising Star.”

14. Negotiation Problem 10—Recording Company negotiation with Non-U.S. artist (recording, product, merchandising).
15. Negotiation Problem # 11—Internal Family Dispute Involving Care of Elderly Parent.
16. Negotiation Problem #12—Dispute Between University Athletic Director and Basketball Coach—Violation of NCAA Rules
17. Negotiation Problem #13—Dispute Between University Athletic Director and Football Coach—Violation of NCAA Rules, University Rules, and Un-Lawful Activity.
18. Negotiation Problem #14—Dispute Arising out of an Automobile Accident (personal injury).
19. Examination on “Getting Past No.” Discussion of the Book.
20. Negotiation Problem # 15—Negotiation for New Food Product between Manufacture and Developer.
21. Negotiation Problem #16—Negotiation between University Professor and Student—Sexual Harassment.
22. Negotiation Problem #17—Dispute between State Governor and Company regarding the Company’s alleged unlawful use of Governor’s Picture for Profit & Ridicule..

End of Class

Final Negotiation.