

Law School Negotiation and Mediation Simulations

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Northwestern's Dispute Resolution Research Center (DRRC), part of the Kellogg School of Management, has published 213 simulations at <http://www.negotiationexercises.com>. In an effort to specifically address the needs of law school professors, they identified a subset of exercises ideal for law students and provided short videos explaining the exercises that can be found here: <http://www.kellogg.northwestern.edu/research/drrc/teaching-materials/materials-for-law-teachers.aspx>.

I love working with the DRRC simulations because they come with extensive teaching notes that guide you through the debrief with suggested questions to highlight key theoretical concepts, as well as suggested answers. Here is a highlight of just two exercises:

Pat Sullivan. This is a deal negotiation between an Olympic gold medalist and a food company for an endorsement deal. Because there are separate roles for the clients and the attorneys, the exercise can be done in stages: the lawyer-client interview, preparation, and negotiation. By conducting this exercise, students learn about interviewing clients, establishing rapport, appropriate roles in a negotiation, interests, and contract drafting. There are separate roles for clients and attorneys, which cost \$3.50 per role. The simulation is available at <http://www.negotiationexercises.com/Details.aspx?ItemID=142>.

Prosando. This exercise was designed to teach the dispute resolution concepts of interests, rights, and power, as well as some of the more subtle aspects of dispute resolution negotiations, like how to turn rights-oriented or power-oriented negotiators toward interests. The exercise was also designed so that there is no zone of agreement unless the negotiators learn each other's interests and make appropriate tradeoffs. The negotiators may also realize they need to bring in a third party neutral to mediate the dispute. The exercise has a corresponding video featuring Stephen Goldberg as the mediator who demonstrates both facilitative and evaluative techniques to assist the parties and their attorneys reach settlement. This exercise can be conducted as a negotiation and then renegotiated with a third party mediator. It can also be negotiated and then following the exercise, students can watch the video. The exercise can be used solely as a mediation simulation. There are separate roles for clients and attorneys, which cost \$3.50 per role. The simulation is available at <http://www.negotiationexercises.com/Details.aspx?ItemID=102>.