

ADVANCED NEGOTIATION WORKSHOP

December 20, 21 and 22, 2014
Rubloff Bldg. – Primary Room R175

GENERAL MEMORANDUM

- I. Purposes of Workshop. p. 2
- II. Requirements. p. 3
- III. Syllabus. p. 5

Teaching Team

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I. PURPOSES OF WORKSHOP

This workshop is designed to:

- A. Invite you to bring your existing experience and knowledge about negotiations into a useful framework of the subject;
- B. Allow you to build on the theoretical framework for negotiations introduced in the basic course;
- C. Provide you with a framework for dealing with emotions in negotiation;
- D. Improve your performance through enhancing your awareness of how you understand and deal with conflict and negotiation through mindfulness training;
- E. Further your understanding of your own negotiation behaviors, strengths and weaknesses and how you are perceived by others;
- F. Give you some experience with complex negotiations involving multiple parties and issues.

II. REQUIREMENTS

A. ATTENDANCE

Simulations are scheduled for each class session. If you are absent from class, you will disrupt the exercise experience for yourself and your classmates. Additionally, class discussion and instruction are essential to improving each student's skills in negotiation. For these reasons, attendance at all classes is required. If you miss a class or feedback session, your grade will be lowered unless the absence is due to illness.

Classes will begin promptly at the scheduled time. All students (and the instructor) will be in class and ready to begin at each session's starting time.

B. REQUIRED TEXT / READINGS

The required text is:

Beyond Reason – Using Emotions as You Negotiate, Roger Fisher and Daniel Shapiro

You can purchase this book at Abbott Hall Bookstore.

You must read *Beyond Reason – Using Emotions as You Negotiate* as well as the following articles posted on CANVAS before the first class:

- *Knowing Yourself: Mindfulness*, Leonard L. Riskin, From the Negotiator's Fieldbook 239-50 (Christopher Honeyman & Andrea K. Schneider, eds., American Bar Association 2006)
- *Managing Inner and Outer Conflict: Selves, Subpersonalities, and Internal Family Systems*, Leonard L. Riskin, 2013

C. SCHEDULE

The class will meet in RB 175 from 8:00 a.m. to 7:00 p.m. on Sat. Dec. 21 and Sun. Dec. 22 and from 8:00 a.m. to 2:00 p.m. on Mon. Dec. 23. In addition, you will be required to meet for negotiation preparation or actual negotiations outside scheduled class hours.

D. INFORMATION

For most exercises you will have both general (shared) information and confidential information, for your role only.

You may disclose to other negotiators the information on your confidential sheet if you wish to do so, but you may not show your confidential sheet to any other negotiator, even a team mate, until the negotiation is completed. When the negotiation is completed, you may share your confidential information sheet with other negotiators, but you are not obliged to do so.

The information that you need to negotiate the exercise should be in the materials. **You may not invent facts that improve your bargaining position.** If, however, you are asked a question calling for irrelevant facts not contained in your information, (e.g. "What is your middle name?"), you may invent a response, or, if more appropriate, say, "I don't know".

E. GRADING

Grading will be based on effort and comprehension of negotiation principles and practice, as shown in your Eddie Wild PNA, Negotiation Process and Outcome Assessment, World Trade Center Redevelopment Core Concerns Analysis, Video Clip Presentation, Faculty/Coach Assessments, Peer Assessments.

The grading breakdown will be:

- Eddie Wild Pre-Negotiation Analysis – 20% (due before Eddie Wild negotiation)
- Eddie Wild Negotiation Process and Outcome Assessment – 20% (due January 5 by 12:00 noon) form posted on CANVAS
- Eddie Wild Video Clip Presentation – 10%
- World Trade Center Redevelopment Core Concerns Analysis – 15% (due before World Trade Center Redevelopment negotiation) form posted on CANVAS
- Faculty/Coach Assessments – 20%
- Self Assessment and Peer Assessments – 15%

Note: E-mail assignments to Nancy Flowers at n-flowers@law.northwestern.edu

III. SYLLABUS**DAY 1 - Saturday, December 20, 2014**

8:00-8:30	Introduction / Tee-Up Class
8:30-10:00	The Mind Body Performance Connection
	Break
10:15-11:15	The Role of Mindful Awareness in Negotiation Mastery
	Break
11:30-12:30	Dealing With Emotions As You Negotiate Overview
12:30-1:30	Lunch
1:30-2:45	Small group discussions
2:45-3:30	The Negotiation Within – Inner Family Systems
	Break
3:40-5:00	Improv
	Break
5:15-6:00	Teams (Eddie Wild Attorneys and The Beasts Attorneys) meet with client to prepare for <u>Eddie Wild and The Beasts</u> negotiation
6:00-7:00/Evening	Continue preparation for <u>Eddie Wild and The Beasts</u> negotiation
<u>Assignment:</u>	Continue preparation and complete PNA for <u>Eddie Wild and The Beasts</u> negotiation

DAY 2 - Sunday, December 21, 2014

Turn In: Eddie Wild and The Beasts PNA by 9:00 AM Via E-Mail to Nancy Flowers @ n-flowers@law.northwestern.edu

8:00-9:00	Prepare to negotiate <u>Eddie Wild and The Beasts</u>
9:00-10:30	Negotiate and video-tape <u>Eddie Wild and The Beasts</u>
10:30-11:00	Feedback from coaches on <u>Eddie Wild and The Beasts</u>
11:00-12:00	Demo

12:00-12:30	Debrief Demo
12:30-3:00	Prepare Video Clip Presentation/Lunch
3:00-4:30	Video Clip Presentations
4:30-6:00	The Art of Framing in Negotiation/Breakout Groups – PowerPoint Slides and Worksheet

Breakout Groups

6:00-7:00	Individual group sessions for <u>World Trade Center Redevelopment</u> negotiation
<u>Assignment:</u>	Continue preparation for <u>World Trade Center Redevelopment</u> negotiation and complete Core Concerns Analysis

DAY 3 - Monday, December 22, 2014

Turn In: **World Trade Center Redevelopment Core Concerns Analysis by 8:30 AM Via E-Mail to Nancy Flowers @ n-flowers@law.northwestern.edu**

8:00-8:30	Prepare to negotiate <u>World Trade Center Redevelopment</u> negotiation
8:30-11:00	Negotiate <u>World Trade Center Redevelopment</u>

Taking Stock

11:00-12:00	Debrief <u>World Trade Center Redevelopment</u>
12:00-2:00	Putting It All Together

Fill out Peer Assessment form

Monday, January 5, 2015

Turn In: **Eddie Wild and The Beasts Process and Outcome Assessment by 12:00 noon on January 5, 2015 Via E-Mail to Nancy Flowers @ n-flowers@law.northwestern.edu**