

**University of Missouri School of Law  
Negotiation LAW 5810  
Fall 2021**

**Professor:** Paul Ladehoff

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**Office hours:** Tuesdays and Thursdays from 1:00 to 2:00 and by appointment  
In person or via Zoom

**CLASS MEETINGS:** Tuesdays & Thursdays 8:00 to 9:15 a.m., Hulston Hall Room 112 (F2F)

**REQUIRED TEXTS:**

Russell Korobkin, *Negotiation Theory and Strategy*, Third Edition, Aspen Publishers, New York, NY (2014). ISBN: 978-1-4548-3926-2.

Articles placed in the “Required Reading” folder on the course Canvas site

**Reading for Week 1:**

Korobkin Ch. 1, pp. 1-24

**Course Web Page:** I have set up a course website on Canvas. It will be available starting approximately a week before the first class at <https://courses.missouri.edu>. We'll use the course web page for distribution of class material and assignments. Complete course syllabus and policies, including our class “Communication, Accommodation, and Pivot Plan” are available on the Canvas course page. There are also resources for anyone new to Canvas, Zoom, or VoiceThread.