

SUBJECT DETAILS

| Data on the subject | |
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| Name | Negotiation and Legal Strategy Clinic |
| Degree | Master in International and European Business Law |
| Year | 2018-2019 |
| Nature | Clinic |
| ECTS Credits | 1 |
| Department | Law |
| Area | Law |
| Teaching staff | Maheta Molango |

| Data on the teaching staff | |
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| Teaching staff | Maheta Molango |
| e-mail | mmolango@icade.comillas.edu |
| Telephone | 670970992 |
| Tutoring Schedule | Upon request from students |

SPECIFIC DATA ON THE SUBJECT

| Pre-requisites |
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| Basic legal background and basic understanding of practical issues which may arise during a negotiation. |
| Contribution of the degree to the professional profile |
| Raising awareness about the critical importance of mastering key negotiation skills as well basic negotiations strategies within the framework of the students professional careers. The students will learn how to plan and implement a negotiation strategy in a business environment adapting the strategy to the specific circumstances of the case and the ultimate goals pursued. |

THEMATIC AREA AND CONTENT

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| AREA 1: General background |
| Theme 1: Types of negotiations |
| 1.1 Why talking about negotiation? 1.2 Meaning of negotiation 1.3 In-class exercise 1 |
| Theme 2: Four key concepts in negotiation |
| 2.1 Which are the key concepts in negotiation? 2.2 In-class analysis and worksheet about best alternatives to a negotiation agreement 2.3 In-class analysis and worksheet about reservation price 2.4 "Nine steps to a deal" |
| Theme 3: Negotiation tactics |
| 3.1 Getting off to a good start 3.2 Tactics for distributive and integrative negotiations 3.3 In-class exercise 2 |
| Theme 4: Barriers to agreement |
| 4.1 In-class analysis about potential barriers negotiating an agreement 4.2 Improving and overcoming these barriers |
| Theme 5: Mental errors |
| 5.1 Most common mental errors 5.2 In-class debate about possible solutions |
| Theme 6: Skill of effective negotiators |
| 6.1 The effective negotiator 6.2 In-class exercise: frequently asked questions |
| Theme 7: Cross Border negotiations |
| 7.1 In-class debate and case analysis |

BIBLIOGRAPHY AND RESOURCES

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| Basic Bibliography |
| Text books |
| <i>Getting to Yes The Secret to Successful Negotiation.</i> Author: Roger Fisher and William Urie. 2003 <i>Mastering Business Negotiation. A Working Guide to Making Deals and Resolving Conflict.</i> Author: Roy J. Lewicki and Alexander Hiam. Jossey-Bass, 2006 |

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| Articles |
| http://www.entrepreneur.com/article/203168 http://hbr.org/2013/01/negotiating-with-emotion/ar/1 |
| Other material |
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TEACHING METHODOLOGY

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| General methodological aspects of the subject |
| Contact hours methodology: Activities |
| Highly practical. Students are expected to participate in all class discussions and activities, and be attentive during lectures. |
| Independent study methodology: Activities |
| Students are expected to come to class having read the material and having prepared any out of class assignments. |

COMPETENCES TO BE IMPROVED

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| What skills you'll gain from this class: |
| General: |
| GC 2: Ability to communicate orally and in writing GC 4: Problem-solving skills GC 5: Decision-making skills GC 6: Team work skills GC 7: Ability to work in an international context GC 13: Negotiating skills |
| Specific: |
| SC 14 - Developing practical skills, especially in negotiation of contracts and complex disputes, and developing legal audit or due diligence abilities |

GRADE EVALUATION AND CRITERIA

| Evaluation Activities | Generic Competences | Indicators | Evaluation Weighting |
|-----------------------|---|--|----------------------|
| Individual work | GC 2: Ability to communicate orally and in writing GC 4: Problem-solving skills | Worksheets (to be discussed first class) | 20% |
| Debate | GC 6: Team work skills GC 7: Ability to work in an international context GC 5: Decision-making skills GC 13: Negotiating skills | (topics 5, 6 & 7) | 20% |
| Attendance | | In accordance with MIEBL policy | 10% |
| Evaluation: exam | GC 2: Ability to communicate orally and in writing GC 4: Problem-solving skills GC 6: Team work skills GC 5: Decision-making skills GC 13: Negotiating skills | - 25% In-class exercise 1 - 25% In-class exercise 2 | 50% |