

## SUBJECT DETAILS

Data on the subject	
Full Name	Negotiation and Legal Strategy Clinic
Code	E000001239
Degree	Postgraduate in Master in International and European Business Law
Year	2021-22
Nature	Fall
ECTS Credits	1
Department	Law
Area	Law
Teaching staff	Maheta Molango

Data on the teaching staff	
<b>Teacher</b>	
Name	Maheta Molango
Department / Area	
e-mail	<a href="mailto:mmolango@comillas.edu">mmolango@comillas.edu</a>
Telephone	+34 670970992
Tutoring Schedule	Upon request from students

## SPECIFIC DATA ON THE SUBJECT

Framework of the subject
<b>Pre-requisites</b>
Basic legal background and basic understanding of practical issues which may arise during a negotiation.
<b>Contribution of the degree to the professional profile</b>
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.

## Competences - Goals

<b>Competences to be developed</b>
<b>Generic Competences</b>
<p>GC 2: Ability to communicate orally and in writing</p> <p>GC 4: Problem-solving skills</p> <p>GC 5: Decision-making skills</p> <p>GC 6: Team work skills</p> <p>GC 7: Ability to work in an international context</p> <p>GC 13: Negotiating skills</p>
<b>Specific Competences</b>
<p>SC 14 Developing practical skills, especially in negotiation of contracts and complex disputes, and developing legal audit or due diligence abilities</p>

## **COURSE SYLLABUS AND CONTENT**

<b>Content</b>
<b>Area 1. General background</b>
Theme 1. Types of negotiations
<p>1.1 Why talking about negotiation?</p> <p>1.2 Meaning of negotiation</p> <p>1.3 In-class exercise 1</p>
Theme 2. Four key concepts in negotiation
<p>2.1 Which are the key concepts in negotiation?</p> <p>2.2 In-class analysis and worksheet about best alternatives to a negotiation agreement</p> <p>2.3 In-class analysis and worksheet about reservation price</p> <p>2.4 "Nine steps to a deal"</p>
Theme 3. Negotiation tactics
<p>3.1 Getting off to a good start</p> <p>3.2 Tactics for distributive and integrative negotiations</p>

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

## TEACHING METHODOLOGY

<b>General methodology of the subject</b>
<b>Contact hours methodology: Activities</b>
Highly practical. Students are expected to participate in all class discussions and activities, and be attentive during lectures.
<b>Outside class methodology: Activities</b>
Students are expected to come to class having read the material and having prepared any out of class assignments.

## SUMMARY OF STUDENT WORK HOURS

NUMBER OF CONTACT HOURS			
Master classes	Solving practical cases	Work in collaboration	Evaluation
4	4	2	
NUMBER OF INDEPENDENT WORK HOURS			
Solving practical cases		Exam	
10		5	
<b>ECTS CREDITS: 1 (25,00 hours)</b>			

## GRADE EVALUATION AND CRITERIA

Evaluation Activities	Indicators	Evaluation weighting
Individual work	Worksheets (to be discussed first class)	20%
Debate	(topics 5, 6 & 7)	20%
Evaluation: exam (final)	- 25% In-class exercise 1 - 25% In-class exercise 2	50%
Attendance	Regular attendance to classes – control by signature of a daily sheet	10%

## BIBLIOGRAPHY AND RESOURCES

Basic Bibliography and Resources
<p><b>TEXT BOOKS</b></p> <ul style="list-style-type: none"> <li>• <i>Getting to Yes The Secret to Successful Negotiation</i>. Author: Roger Fisher and William Urie. 2003</li> <li>• <i>Mastering Business Negotiation. A Working Guide to Making Deals and Resolving Conflict</i>. Author: Roy J. Lewicki and Alexander Hiam. Jossey-Bass, 2006</li> </ul> <p><b>WEBSITES</b></p> <ul style="list-style-type: none"> <li>• <a href="http://www.entrepreneur.com/article/203168">http://www.entrepreneur.com/article/203168</a></li> <li>• <a href="http://hbr.org/2013/01/negotiating-with-emotion/ar/1">http://hbr.org/2013/01/negotiating-with-emotion/ar/1</a></li> </ul>