

**SUBJECT DETAILS**

Data on the subject	
Name	Negotiation and Legal Strategy Clinic
Degree	Postgraduate in Master in International and European Business Law
Year	2016-2017
Nature	Clinic /Fall
ECTS Credits	1
Department	Law
Area	Law
Teaching staff	Maheta Molango

Data on the teaching staff	
Teaching staff	Maheta Molango
Group	
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Telephone	670970992
Office	
Tutoring Schedule	Upon request from students

## SPECIFIC DATA ON THE SUBJECT

### Pre-requisites

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.

## COMPETENCES TO BE IMPROVED

### Generic Competences

#### Instrumental

Understanding the importance of the key elements of a negotiation such as communication channel (e-mail, phone, in person, pro and cons of each option) and place of negotiation (office, hotel lobby, restaurant/bar, etc).

#### Interpersonal

Understanding who is the target audience, what his the real goal/motivation of the target audience, how to negotiate individually or collectively and how may interpersonal skills impact a negotiation.

#### Systemic

Assessing and understanding the impact of a specific negotiation on the company's broader strategy or business operations, on the outcome of a court case, etc.

<b>Specific competences of the subject</b>
<b>Conceptual (knowing)</b>
Basic understanding and analysis of key negotiation techniques and practical tips. Comparative analysis of negotiation tactics and strategies. The student will need to find define his/her own negotiation strategy based (i) on the circumstances, (ii) the goals (iii) his/her own personality.
<b>Procedural (doing)</b>
Based on the concepts learned during the class, implementation through in-class exercises and presentations. The clinic should be eminently practical and the teacher will require a high level of participation from the students.
<b>Professional (knowing how)</b>
Implementing/adapting theoretical knowledge to specific real life circumstances. Focus on the various key players of the negotiations and understand what are each player's real goals/motivations.

### **THEMATIC AREA AND CONTENT**

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

## **BIBLIOGRAPHY AND RESOURCES**

<b>Basic Bibliography</b>
Text books

*Getting to Yes The Secret to Successful Negotiation*. Author: Roger Fisher and William Urie. 2003  
*Mastering Business Negotiation. A Working Guide to Making Deals and Resolving Conflict*. Author:  
Roy J. Lewicki and Alexander Hiam. Jossey-Bass, 2006

#### Articles

<http://www.entrepreneur.com/article/203168>

<http://hbr.org/2013/01/negotiating-with-emotion/ar/1>

#### Websites

#### Grades

The seminar will be eminently practical and the students will be asked to take a very active role during the clinic. Therefore the grade policy will be as follows:

10% Attendance

20% In-class debates (topics 5, 6 & 7)

20% Worksheets

50% Final exam which will broken down as follows:

- 25% In-class exercise 1

- 25% In-class exercise 2