Before a lawyer can conduct a successful negotiation on behalf of a client, facts must be collected, underlying interests and goals must be understood, and a formal lawyer-client relationship must be established. The first part of this course will help you to understand the dynamics of this important interviewing and counseling process, and the laws and policies that affect it. Legal theory, psychological research and practical skills will be emphasized.

The second part of this course is designed to be relevant to a broad spectrum of negotiation problems that are faced by legal professionals. Successful completion will enable you to recognize, understand, and analyze essential concepts in negotiations and hone your negotiation skills at a more advanced level than the introductory negotiations course provides. This course will also help you to understand the psychological aspects of negotiations as they are practiced in a variety of settings and to situate negotiations in the context of client representation more broadly.

This course will involve participating in discussions and a series of simulations. Your classmates will be counting on you to actively participate and be very well prepared for every simulation. Do not take this course unless you are willing and able to participate fully and can accept constructive feedback. If you anticipate missing more than 2 class sessions, do not apply to take this course.

Name: ____________________________________
Class Level:   2L    3L    LM
Phone Number: Day: (____)_____________ Eve: (____)____________
Email Address: _____________________________

Completing each of the following is NOT required to take this course. But I do need to assess the suitability of your enrolling in an “advanced” class of this nature. Thus, please indicate if any of the following applies to you (check all that apply, and if you have taken any of the listed courses at another school, indicate which school and in what year):

Negotiations: _____    ADR: _____    Mediation: _____    Clinic (specify which): _____

Were you selected to be on the King Hall Negotiations Board or Team for the upcoming school year:   YES   NO

Have you ever participated in the internal King Hall Negotiations Competition?   YES   NO

Have you ever represented King Hall in any negotiations or client counseling competition?   YES   NO

If YES, specify which:

Have you ever had a job or position that required some counseling skills? If so, please describe (please limit your response to 2-3 lines):

Why are you interested in this course? (please limit your response to 4-5 lines)