

# UC HASTINGS CENTER FOR NEGOTIATION AND DISPUTE RESOLUTION FALL '16 COURSE OFFERINGS

## NEGOTIATION & SETTLEMENT 3 UNITS

Satisfies professional skills requirement. This course is an introduction to the theory, process, and practice of negotiation to help students improve their skills as negotiators and develop a framework for self-learning in the future. In addition to group discussions, classroom instruction will rely heavily on simulation and video tape review. There will be required readings for most classes and a number of short written assignments related to particular classes and simulation exercises.

**Notini** (Mondays, 2:20 - 5:40)

**Corrigan** (Tuesdays, 4:40 - 8:00)

**Dean** (Thursdays, 8:30 - 11:50)

**Roy** (Thursdays, 4:40 - 8:00)

**Waasted** (Wednesdays, 12:00 - 3:20)

## DISPUTE SYSTEM DESIGN 2 UNITS

As organizations and their leaders become conscious of the rising cost of disputes they are looking for opportunities to be more effective and efficient in the procedures they develop to address groups of conflicts. This advanced course in dispute system design will broaden the student's skill set to include being able to diagnose dispute systems and recommend dispute system design approaches that go beyond traditional litigation.

**Purcell** (Wednesdays, 9:40 - 11:50)

## INTERNATIONAL BUSINESS NEGOTIATION 3 UNITS

This course is based on experiential learning structured around an extended simulated negotiation of a business transaction. It is a skills course focused on the skills of transactional lawyering and negotiation rather than the substantive law governing international business transactions. The goals are (i) to introduce students to transactional law, (ii) to provide negotiations training in the context of transactional practice, and (iii) to further their practical legal skills.

**Duley** (Thursdays, 4:40 - 6:50)

## CONFLICT, EMOTION, MINDFULNESS, & "LIE DETECTION" 2 UNITS

This seminar explores how emotion affects how individuals and groups perceive and resolve conflict. Part of the class will involve an exploration of the science of basic emotions, including how emotions may be identified in oneself and in others. This seminar also explores ways to manage emotions in oneself and in others. Students will learn and practice both internal and external mindfulness. Internal mindfulness involves awareness techniques sometimes described as "meditation," but they are taught in an entirely secular way along the lines of mindfulness-based stress reduction. External mindfulness involves awareness of the emotions of others and is a stepping stone to better interviewing, evaluating truthfulness, and "lie detection."

**Freshman** (Tuesdays 2:20 - 5:40)

## NEGOTIATION & MEDIATION 4 UNITS

This course is an introduction to the theory, process, and practice of negotiation and mediation, to help students improve their skills as negotiators and develop a framework for self-learning in the future. In addition to group discussions, classroom instruction will rely heavily on simulation, videotaped demonstrations, and small group work assignments. There will be required readings for most classes and a number of short written assignments related to particular classes and outside-of class simulation exercises.

**Freshman** (Mondays & Wednesdays, 10:50 - 1:00)

## FACILITATION FOR ATTORNEYS 1 UNIT

This course is designed specifically for law students and applies facilitation to real world situations in the legal profession such as meetings of: Boards of Directors (for non-profits and for-profits); corporate shareholders; public committees and councils; co-counsel and law firm staff. Facilitation is particularly valuable in situations where developing and preserving strong, continuing working relationships is important, or where there are highly charged personal interactions, such as between birth mothers and adopting parents, between employers and employees or Unions, among heirs to an estate, or in condominium or professional associations.

**Gerardi & Purcell** (section 1: Sept 30 & Oct 14 section 2: Oct 7 & 28)

## JUDICIAL SETTLEMENT CONFERENCE 1 UNIT

Litigators are frequently called to participate in judicially supervised settlement conferences before taking a case to trial. Understanding how settlement conferences are conducted, the perspectives of the judge, the clients and opposing counsel, as well as how to prepare an effective settlement conference statement, and how to address problems as they arise are essential skills for courtroom lawyers. This course will cover the law and practice of judicially-supervised settlement conferences and include an opportunity to observe a conference for a real case run by an experienced Magistrate Judge in Federal District Court.

**James** (Thursdays, 4:40 - 6:50)

## MEDIATION CLINIC 6 UNITS 3 UNITS NON-GPA & 3 UNITS FIELDWORK

Students in the UC Hastings Mediation Clinic learn how to deal with conflict effectively, personally, and regularly. A lawyer's job involves conflict and problem-solving on a frequent basis. Thus, the Mediation Clinic provides excellent training and instruction for any type of practice a student may enter after graduation. Mediation Clinic students study dispute resolution theories, develop communication skills and process management techniques, and apply that learning as neutral third parties helping people resolve ongoing disputes.

**Izumi & Candler** (Tuesdays & Thursdays, 9:40 - 11:50\*\*)

\*\*Class times only, does not include fieldwork