



COURSE DESCRIPTION - FACULTY OF LAW

COURSE NUMBER: LAW 512:X50 **COURSE NAME:** Techniques in Negotiation

PREREQUISITE COURSES: None

PREREQUISITE FOR: None

CREDITS: 3 **TERM:** 2ND **MAXIMUM ENROLMENT:** 25

PROFESSOR: Brian Kash

METHOD OF PRESENTATION: Lecture / Class Participation

METHOD OF EVALUATION:

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| 1. Attendance - Self report: | 20% |
| 2. University of Saskatchewan Exercise: | 30% |
| 3. Paper: Negotiation in Pop Culture, Literature, Movies, Music: | 30% |
| 4. Negotiation: Personal Statement: | |
| a. Start of Course: | 10% |
| b. End of Course: | 10% |
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COURSE DESCRIPTION:

An in-depth analysis of the nature, purpose, and methodology of negotiation. Mock negotiations will be undertaken by the class. Mediation, Arbitration, Judicial Dispute Resolution, Collaborative Family Law will be discussed. May not be taken for credit if Credit has already been obtained for Law 472.

SPECIAL COMMENTS:

Evening Class - Tuesdays from 6-9pm

REQUIRED TEXTS (IF ANY):

The Theory and Practice of Representative Negotiation,
Colleen M. Hanycz, Trevor C.W. Faston, Frederick H. Zemans, 2008, (Hanycz/Farrow/Zeman)