

SUBJECT DETAILS

| Data on the subject | |
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| Full Name | Negotiation and Legal Strategy Clinic |
| Code | E000001239 |
| Degree | Postgraduate in Master in International and European Business Law |
| Year | 2023-24 |
| Nature | Fall |
| ECTS Credits | 1 |
| Department | Law |
| Area | Law |
| Teaching staff | Maheta Molango |

| Data on the teaching staff | |
|----------------------------|--|
| Teacher | |
| Name | Maheta Molango |
| Department / Area | |
| e-mail | mmolango@comillas.edu |
| Telephone | +34 670970992 |
| Tutoring Schedule | Upon request from students |

SPECIFIC DATA ON THE SUBJECT

| Framework of the subject |
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| 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 - Goals |
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Competences to be developed

Generic Competences

GC 2: Ability to communicate orally and in writing

GC 4: Problem-solving skills

GC 5: Decision-making skills

GC 6: Team work skills

GC 7: Ability to work in an international context

GC 13: Negotiating skills

Specific Competences

SC 14 Developing practical skills, especially in negotiation of contracts and complex disputes, and developing legal audit or due diligence abilities

COURSE SYLLABUS AND CONTENT

Content

Area 1. General background

Theme 1. Types of negotiations

1.1 Why talking about negotiation?

1.2 Meaning of negotiation

1.3 In-class exercise 1

Theme 2. Four key concepts in negotiation

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"

Theme 3. Negotiation tactics

3.1 Getting off to a good start

3.2 Tactics for distributive and integrative negotiations

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| 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

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| General methodology of the subject |
| Contact hours methodology: Activities |
| Highly practical. Students are expected to participate in all class discussions and activities, and be attentive during lectures. |
| Outside class methodology: Activities |
| 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 | |
| ECTS CREDITS: 1 (25,00 hours) | | | |

GRADE EVALUATION AND CRITERIA

| Evaluation Activities | Indicators | Evaluation weighting |
|--------------------------|---|----------------------|
| Case study resolution | Topics 5, 6 & 7 | 40% |
| 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

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

WEBSITES

- <http://www.entrepreneur.com/article/203168>
- <http://hbr.org/2013/01/negotiating-with-emotion/ar/1>