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VERMONT LAW SCHOOL  
NEGOTIATION  
(2 Credits)

Professors Tad Powers and Adam Powers

Fall 2019

Office Phone (802) 388-2211

tad@markspowers.com

adam@markspowers.com

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**SCHEDULE OF COURSE ASSIGNMENTS**

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**1. Assignments for Class 1 (10/4/19):**

- a. Read *Negotiation Genius, Parts I and II*:  
Required Reading: Chapters 1 and 2 (Pages 15-82.);  
Chapters 4 and 5 (Pages 105-138).  
Chapters 3 and 6 recommended but not required.
- b. (Find and) Read Vermont Model Rules of Professional Conduct 4.1, 1.6, 1.2, and 8.4.

**2. Assignment for Class 2 (10/5/19):**

None: get some rest.

**3. NOTE: The following two Assignments will be due by midnight on Sunday, October 13\*, 2019:**

**a. BOOKS Email Negotiation 10/6/19- 10/13/2018:**

(Roles and details to be handed out in class during the first weekend)

This exercise is to be conducted by email over the course of (up to) seven days.

BEGIN no earlier\* than 12:01 am on Sunday, October 6, 2019.

END and turn in email threads no later\* than midnight on Sunday, October 13, 2019. EACH participant should email the negotiation threads to BOTH professors.

\*IF the designated time is inconvenient for participants, you may negotiate a different one-week period within which to negotiate, but in any event the negotiation should be concluded and emailed to professors by Friday, October 18, 2019. If you amend the designated time, include that negotiation in the thread you turn in.

**b. Journal Assignment #1 due by midnight on Sunday, October 13, 2019.**

Describe at least one lesson learned from each simulation. You may include *Books* in this assignment, if you have completed it, or you may include it with the second Journal entry reflecting on the exercises from the second weekend. Tie in as many concepts as you can from lecture or text. Feel free to agree or disagree with the theory based on your experience, both in general and in your particular case. Include narratives of the negotiation *only* to the extent doing so helps explain the concepts you are illustrating. You may spend more time writing about the exercises that were more compelling to you, and less time writing about others. 1000 words total.

**4. Assignment for Class 3 (10/18/19):**

Read Part III of *Negotiation Genius*:

Required Reading: Chapters 7 and 8 (Pages 159-195);  
Chapters 11 and 12 (Pages 236-279).

**Recommended but not required:** Chapters 9 and 10.

**5. Assignment for Class 4 (10/19/19):**

No additional assignments.

**6. Journal assignment #2 due by midnight on Sunday, October 27, 2019.**

**Part A:** Debrief Second Weekend Exercises (including *Books* if you didn't include it in your prior Assignment) Same as parameters as Journal Assignment #1/First Weekend debrief.

**Part B:** Debrief an actual real-life negotiation in which you personally participated, any time since the first class meeting. Compare it to your classroom simulations. What concepts from the lecture/reading can you apply?

1500 words *total*.