

LEGL 4600

NEGOTIATION & ADR

DR. Dawn D. BENNETT-ALEXANDER ("Dr. B-A")

Caldwell 302 T/Th 9:30-10:45

Spring 2008 (Tu. 1/8/2008)

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<http://www.terry.uga.edu/~dawndba/>

Note: This is NOT the complete syllabus. The full syllabus for which you are responsible is at on the above website. Make SURE you check it out.

OBJECTIVE: To teach skills necessary for effective negotiation of disputes outside of the courtroom, particularly in the business setting.

CLASS TIME: T& Th 9:30-10:45

OFFICE & HOURS: 202 Brooks Hall. T, Th 7:00-7:45; 10:45-12:00, and by appointment. Call (706)338-2293 for scheduling.

TESTING & GRADING: The only way to learn to negotiate is by negotiating, therefore, there are no tests for the class. Rather, you will be given fact situations which you will be responsible for successfully negotiating. During the process of negotiating, you will be responsible for keeping a journal which gives detailed insight as to what you learn as you negotiate disputes. Points are deducted for failing to turn in assignments on time or other things as I deem appropriate, and points added for doing extra assignments as I permit. The grading scale, unless stated otherwise, is A 94-100, A- 90-93, B+ 87-89, B 84-86, B- 80-83, C+ 77-79, C 74-76, C- 70-73, D 65-69, F 64 and below.

Because of the nature of the class, **attendance is mandatory**. If you are not able to handle that, it is best to drop the class. Due to the unique nature of the class structure, determinations about the effectiveness of your negotiation efforts are subjective and based on my perception of your effort, thoroughness, creativity in coming up with effective solutions, preparation, persuasiveness, and presentation. Spring Break is 3/11 & 3/13. The last day of class is Th. April 24.

COMMENTS: This is a fun, challenging, and hands-on class. There will be much discussion of issues and class participation is important. All students are required to have e-mail accounts. Check the web page and e-mails for class info. Students are responsible for knowing *whatever* is posted on the web or class e-mails.

The professor reserves the right to modify the syllabus as necessary.