

INTERVIEWING, COUNSELING AND NEGOTIATION (FALL 2019)

SCHEDULE OF ASSIGNMENTS

| Week | Quiz? | Exercise | Notes & Reflections Due | Handouts |
|------|-----------------|----------------------------|-------------------------|------------|
| 1 | | Peer interview & Two bucks | | Bell |
| 2 | | Bell | | Henry |
| 3 | #1 Intro | Henry | Bell | Avery |
| 4 | | Avery | Henry | |
| 5 | #2 Interviewing | Professor Meetings | Avery | Simmons I |
| 6 | | Simmons I | | Simmons II |
| 7 | | Simmons II | | |
| 8 | #3 Counseling | | Simmons I & II | Dunlop I |
| 9 | | Dunlop I | | Dunlop II |
| 10 | | Dunlop II | | Barristers |
| 11 | | Barristers | Dunlop I & II | Dons |
| 12 | #4 Negotiation | Dons | | Asphalt |
| 13 | | Asphalt | Dons | |
| 14 | | | Final Course Outline | |

READING ASSIGNMENTS (These are accompanied by handout materials for exercises, noted above)

8/29 WEEK 1 – INTRODUCTION TO COURSE AND METHOD

- Binder, *Lawyers as Counselors*, Chapter 1, 2
- Tely, *Legal Negotiation*, Chapter 1, Parts A to G (skip self-test) Chapter 2, Parts A, B, C (style & effectiveness)

9/5 WEEK 2 – BASICS OF LISTENING AND QUESTIONING

- Binder, *Lawyers as Counselors*, Chapters 3, 4

9/12 WEEK 3 – **QUIZ #1** – QUESTIONING TECHNIQUES

- Binder, *Lawyers as Counselors*, Chapters 5, 6, 7, 8

9/19 WEEK 4 – STRUCTURING AN INTERVIEW, PREP FOR SIMULATION 1

- Binder, *Lawyers as Counselors*, Chapters 9
- Tely, *Legal Negotiation*, Chapter 3, Parts A, B, C, D

9/26 WEEK 5 – **QUIZ #2** – PROFESSOR MEETINGS

10/3 WEEK 6 – INTRO TO COUNSELING

- Binder, *Lawyers as Counselors*, Chapters 12, 13
- Tely, *Legal Negotiation*, Chapter 2, Part D

10/10 WEEK 7 – CONSEQUENCES AND DECISION MAKING

- Binder, *Lawyers as Counselors*, Ch. 14-16

10/17 WEEK 8 – **QUIZ #3** – COUNSELING IN CIVIL LITIGATION

- Tely, *Legal Negotiation*, Chapter 3, Parts E, F, G, H, I

10/24 WEEK 9 – COUNSELING IN CONTEXT, NEGOTIATION THEORY

- Binder, *Lawyers as Counselors*, Chapters 17, 18
- Tely, *Legal Negotiation*, Chapter 2, Parts D, E, F

10/31 WEEK 10 – THE CRIMINAL DEFENSE CONTEXT

- Binder, *Lawyers as Counselors*, Chapters 11, 19
- Tely, *Legal Negotiation*, Chapter 4, Parts A, B, C, D, E

11/7 WEEK 11 – NEGOTIATION FOCUS

- Fisher & Ury, *Getting to Yes*, Part I (the problem) and Part II (the method)
- Prof. Mary Rowe, Prepare, Prepare, Prepare (2001)(Handout)

11/14 Week 12 – **QUIZ #4** – DIFFICULT NEGOTIATIONS

- Tely, *Legal Negotiation*, Chapter 4, Parts G, H, I, J, K, L, M, N

11/21 Week 13 – CAPSTONE NEGOTIATION

11/27 Week 14 – FINAL COURSE OUTLINE DUE