

## Negotiation

### Module Information

2022.01, Approved

#### Summary Information

Module Code	6101LAWFL
Formal Module Title	Negotiation
Owning School	Law
Career	Undergraduate
Credits	20
Academic level	FHEQ Level 6
Grading Schema	40

#### Teaching Responsibility

LJMU Schools involved in Delivery
Law

#### Learning Methods

Learning Method Type	Hours
Lecture	4
Practical	40

#### Module Offering(s)

Display Name	Location	Start Month	Duration Number Duration Unit
JAN-MTP	MTP	January	12 Weeks

#### Aims and Outcomes

Aims	1 To increase students' awareness of:-(a) the negotiation process in general; and (b) their own negotiating behaviour and the implicit working assumptions that underlie it.2 To develop students understanding of and how to develop operational frameworks and analytic tools for preparing for and conducting negotiations. 3 To help you improve students skills in negotiation, joint decision-making, and joint problem-solving, and to help you to keep refining those skills4 To develop Students employability skills generally in relation to problem solving, teamwork, written communication planning and preparation, acting on initiative, reasoning and information literacy and ICT skills.
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**After completing the module the student should be able to:**

### Learning Outcomes

Code	Number	Description
MLO1	1	Demonstrate appropriate preparation for participation in a negotiation.
MLO2	2	Communicate effectively with others within a given negotiation situation.
MLO3	3	Present their client's case effectively and efficiently within a given negotiation situation.
MLO4	4	Ask relevant and appropriate questions within a given mediation situation.
MLO5	5	React and respond appropriately within a given negotiation situation.
MLO6	6	Act ethically in a given negotiation.
MLO7	7	Critically review their performance within given negotiation situation.

### Module Content

Outline Syllabus	1. The mechanics of effective negotiation;2. Written plans for negotiations; 3. Effective Communication and presentation;4. Pursuing the client's best interests and professional ethics; and5. Concluding and reviewing one's performance in a negotiation.
Module Overview	
Additional Information	This module is an advanced legal skills module – designed to allow students to gain knowledge and experience of the essential lawyering (and life?) skills of negotiation, and the mediation of disputes. We will ask students to perform the role of negotiator and peer reviewer in various different scenarios, researching and analysing both the law and various techniques and theories and developing listening and influencing skills - all with the possible outcome being the resolution of the dispute without the need for litigation.

### Assessments

Assignment Category	Assessment Name	Weight	Exam/Test Length (hours)	Module Learning Outcome Mapping
Practice	Performance and Review	100	0	MLO1, MLO2, MLO3, MLO4, MLO5, MLO6, MLO7

### Module Contacts

#### Module Leader

Contact Name	Applies to all offerings	Offerings
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Peter McPartland	Yes	N/A
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**Partner Module Team**

Contact Name	Applies to all offerings	Offerings
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