

## Liverpool John Moores University

Title: Negotiation  
Status: Definitive  
Code: **6116LAWSL** (126268)  
Version Start Date: 01-08-2021

Owning School/Faculty: Law  
Teaching School/Faculty: Sri Lanka Institute of Information Technology

Team	Leader
Alexandra Pimor	Y

**Academic Level:** FHEQ6  
**Credit Value:** 20  
**Total Delivered Hours:** 44  
**Total Learning Hours:** 200  
**Private Study:** 156

### Delivery Options

Course typically offered: Semester 2

Component	Contact Hours
Lecture	4
Practical	40

**Grading Basis:** 40 %

### Assessment Details

Category	Short Description	Description	Weighting (%)	Exam Duration
Presentation	PRES	Role Play - negotiation	100	

### 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 skills*

*4 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.*

## **Learning Outcomes**

After completing the module the student should be able to:

- 1 Demonstrate appropriate preparation for participation in a negotiation.
- 2 Communicate effectively with others within a given negotiation situation.
- 3 Present their client's case effectively and efficiently within a given negotiation situation.
- 4 Ask relevant and appropriate questions within a given mediation situation.
- 5 React and respond appropriately within a given negotiation situation.
- 6 Act ethically in a given negotiation.
- 7 Critically review their performance within given negotiation situation.

## **Learning Outcomes of Assessments**

The assessment item list is assessed via the learning outcomes listed:

Performance and Review    1       2       3       4       5       6       7

## **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; and*
- 5. Concluding and reviewing one's performance in a negotiation.*

## **Learning Activities**

1. One 'whole group' lecture, on negotiation;
2. One 'whole group' session on preparing for and planning an effective negotiation and mediation (one session on each skill);
3. 10 inter-active 'workshops' on negotiation where students will perform and review their performance in each skill;
4. Students will act as peer reviewers in these workshops
5. Preparation for the above-mentioned sessions documented via a portfolio on Blackboard.
6. Formative feedback on the performance of each skill provided by tutors within each practical/workshop.
7. Mock assessments of each skill with formative feedback of each skill provided by tutor.

## **Notes**

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.