

**Summary Information**

<b>Module Code</b>	6301LAWFL
<b>Formal Module Title</b>	Negotiation Skills and Practice
<b>Owning School</b>	Law
<b>Career</b>	Undergraduate
<b>Credits</b>	20
<b>Academic level</b>	FHEQ Level 6
<b>Grading Schema</b>	40

**Module Contacts**
**Module Leader**

Contact Name	Applies to all offerings	Offerings
Jennifer Dean	Yes	N/A

**Module Team Member**

Contact Name	Applies to all offerings	Offerings
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**Partner Module Team**

Contact Name	Applies to all offerings	Offerings
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**Teaching Responsibility**

LJMU Schools involved in Delivery
Law

**Learning Methods**

Learning Method Type	Hours
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Lecture	10
Seminar	30

## Module Offering(s)

Offering Code	Location	Start Month	Duration
JAN-MTP	MTP	January	12 Weeks

## Aims and Outcomes

<b>Aims</b>	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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## Learning Outcomes

After completing the module the student should be able to:

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

## Module Content

<b>Outline Syllabus</b>
The mechanics of effective negotiation;Create written plans for negotiations, based on negotiation theory and the specific facts of each negotiation; Effective Communication and presentation;Use verbal skills and reasoning to assist in the presentation of facts and arguments during a negotiation presentationConsider how to pursue the clients best interests and professional ethicsConsider whether any legal theory might assist or hamper their presentationsBe aware if the SWOT analysis and BATNA for each factual presentationLearn how to conclude, critically analyse and self reflect on the negotiation practice.

### Module Overview

This is an advanced legal skills module designed to allow you to gain knowledge and experience of the essential lawyering skills of negotiation and the mediation of disputes. It seeks to increase your awareness of the negotiation process, your own negotiating behaviour, and the implicit working assumptions that underlie it.

### 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. Students are required to enrol on the Mediation module also.

### Assessments

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