

Liverpool John Moores University

Title: Negotiation Skills and Practice
Status: Definitive
Code: **6301LAWFL** (127295)
Version Start Date: 01-08-2021

Owning School/Faculty: Law
Teaching School/Faculty: Law

Team	Leader
Caroline Chinn	Y
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Academic Level: FHEQ6
Credit Value: 20
Total Delivered Hours: 40
Total Learning Hours: 200
Private Study: 160

Delivery Options

Course typically offered: Semester 2

Component	Contact Hours
Lecture	10
Seminar	30

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

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 presentation

Consider how to pursue the clients best interests and professional ethics

Consider whether any legal theory might assist or hamper their presentations

Be aware if the SWOT analysis and BATNA for each factual presentation

Learn how to conclude, critically analyse and self reflect on the negotiation practice.

Learning Activities

Lectures and Seminars

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.

Students are required to enrol on the Mediation module also.