

Negotiation Skills and Practice

Module Information

2022.01, Approved

Summary Information

Module Code	6510LAWBHO
Formal Module Title	Negotiation Skills and Practice
Owning School	Law
Career	Undergraduate
Credits	20
Academic level	FHEQ Level 6
Grading Schema	40

Teaching Responsibility

LJMU Schools involved in Delivery
LJMU Partner Taught

Partner Teaching Institution

Institution Name
Beaconhouse Group

Learning Methods

Learning Method Type	Hours
Online	40

Module Offering(s)

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

Aims and Outcomes

Aims	<p>1 To increase students' awareness of:-</p> <p>(a) the negotiation process in general; and (b) their own negotiating behaviour and the implicit working assumptions that underlie it.</p> <p>2 To develop students understanding of and how to develop operational frameworks and analytic tools for preparing for and conducting negotiations.</p> <p>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</p> <p>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.</p>
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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	<p>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.</p>
Module Overview	
Additional Information	<p>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.</p> <p>Students are required to enrol on the Mediation module also.</p>

Assessments

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

Module Contacts

Module Leader

Contact Name	Applies to all offerings	Offerings
Peter McPartland	Yes	N/A

Partner Module Team

Contact Name	Applies to all offerings	Offerings
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