

# **CROSS-CULTURAL NEGOTIATION AND DISPUTE RESOLUTION (2 Credits)**

Professor Mark Weinstein, California Western School of Law

Daily 9:00 AM – 10:50 AM

This interactive course examines negotiation theory and practice in a cross-cultural context. The course consists of a variety of readings, exercises and role-plays to encourage each student to develop the critical assessment necessary to employ learned theory into practice. Topics include the basic models of negotiation and the types of strategies and tactics that could be implemented during the different phases of the process. In addition, the course explores the application of these models in various lawyer contexts including transactional deal-making and dispute settlements. Students will participate in exercises and simulations which focus on the importance of advanced preparation, question-asking techniques, concession patterns and issue linkage, and reaching a final agreement. In addition, special emphasis will be given to developing awareness and sensitivity to potential ethical issues, cultural diversity issues and gender issues that may impact the negotiation process. Accordingly, European negotiation norms will be examined including the most common mistakes made by US attorneys when negotiation with European attorneys.

