

Skills Session 2015 For First-Year Law Students

Law 580 – Contract Negotiation and Drafting

Dates: Monday, January 5th through Friday, January 16th
Grade Scale: LAW
Textbooks: Drafting Contracts: How and Why Lawyers Do What They Do, 2nd Edition, by Tina Stark, Wolters Kluwer (Aspen), ISBN 978-0-7355-9477-7

Bargaining for Advantage: Negotiation Strategies for Reasonable People, 2nd Edition, by G. Richard Shell
Penguin Books, ISBN 978-0-1430-3697-5

This course will serve as an introduction to both drafting and negotiation skills. While it is not possible to develop proficiency in two weeks, this course will present the basic concepts and skills to enable you to read, understand and draft the fundamentals of a contract, and better prepare for and handle a negotiation. This course will provide opportunities for you the practice these concepts and to get feedback on your performance.

<u>Sec.</u>	<u>Instructor</u>	<u>Schedule</u>	<u>Room</u>
1	Professor Will Berry	8:00 am to 12:30 pm	2086
2	Professor Mercer Bullard	8:00 am to 12:30 pm	1090
3	Jim Carroll	8:00 am to 12:30 pm	2090
4	Professor Benjamin Cooper	8:00 am to 12:30 pm	2084
5	Professor Molly Fergusson	8:00 am to 12:30 pm	2094
6	Brenda Redfern	8:00 am to 12:30 pm	1092
7	Judge David Sanders	8:00 am to 12:30 pm	2092
8	Jim Warren	8:00 am to 12:30 pm	2082