

Winter Intersession 2020

All 1Ls take Contract Negotiation and Drafting during the Winter Intersession.

Contract Negotiation and Drafting provides you with an introduction to both drafting and negotiation skills. This course presents the basic concepts and techniques enabling you to craft a contract that effectively achieves your client's goals. Similarly, the class equips you with the ability to prepare for and undertake a negotiation. This course provides numerous opportunities for you to practice these skills and to receive feedback on your performance.

Here is information about the class:

Law 590 – Contract Negotiation and Drafting

Dates: The University Academic Calendar sets these dates for the Winter Intersession:

Thursday through Saturday, January 2 - 4

Monday through Friday, January 6 - 10

Monday through Tuesday, January 13 - 14

Times: 8 am to 12:30 pm, January 2 - 10
8 am to 2:00 pm, January 13 - 14
plus some other events during the ten-day session

You will have extensive assignments (reading, drafting, negotiation prep) after class each day – many of them due during the afternoon. In other words, please approach the Winter Intersession as a full-time, intensive experience. Please do not plan other activities during the Winter Intersession.

Grade Scale: LAW (letter graded)

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

Note: Regular Spring Semester classes begin on Tuesday, January 21.