URI Graduate School - LHR 546: Negotiation & ADR
Winter J Term 2021 Syllabus and Course Information
Instructor’s Contact Information:
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Course Description: Negotiation and Alternative Dispute Resolution – Examination of the interpersonal dynamics of bargaining and conflict resolution processes, including interest-based or collaborative bargaining in a variety of contexts.
BLEND- SYNCHRONOUS and ASYNCHRONOUS: This class is a mixture of online and synchronous remote teaching. The majority of assignments and coursework will be online at your own pace but there will be in session remote sessions via WebEx on Mondays and Thursdays (except for Martin Luther King Day) evenings.
Structure of Course: This course is intended to provide students with a thorough understanding of the theory, strategy and practice of negotiation and various dispute resolution settings, including mediation and arbitration. The course is also designed to instill in each student a sense of comfort and confidence that he or she will be able to effectively negotiate or otherwise engage in a variety of conflict resolution processes. That understanding and sense of self-confidence will be gained by a variety of approaches that will include:
Carefully reading in advance of each class the assignments in the textbook which present theoretical and conceptual material about the subject;
   Class online forum discussions regarding the assigned reading material;
   Participation in synchronous class;
   Preparation of occasional short writing assignments and activities;
   Completion of a final negotiation exercise.

Evaluation and Grading:
Your overall grade in the course will be based upon the following:
The grades earned on the various writing assignments (25 %);
   Your participation in class forum discussions and during synchronous remote class time (25 %) and the quality of your efforts in activities (25 %); and
   Your performance on the final negotiation exercise (final project) (25 %).

Schedule of Reading, Writing and Simulation Assignments:
Required textbook:
Recommended reading: Getting To Yes; by Roger Fisher and William Ury
Assignment Dates
Monday 01/04 Introduction to the Study of and Preparation for Negotiation & Conflict Resolution and Bargaining Styles
Reading: Fowler, Ch. 1, Ch. 2, 7, and Appendix and Glossary
Assignments: Introductions Activity
Thomas Kilmann Conflict Assessment Activity
Arbitration Power Point with Forum Discussion
Mediation Power Point with Forum Discussion
Negotiating Styles Powerpoint with Forum Discussion
Participate in synchronous session

Thursday 01/07 Initiating Talks and Determining Positions of Interests
Reading: Fowler, Ch. 3 and Ch. 4
Assignments: Multi-party Powerpoint with Forum Discussion
Conflict Powerpoint with Forum Discussion
Psychology Powerpoint with Forum Discussion
Psychology Exercises Activity
Video on Reading Body Language
Participate in synchronous session

Monday 01/11 Negotiation Strategies (walking away, leverage and power) and Impasse
Reading: Fowler, Ch. 5 and Ch. 6
Assignments: Options, Agent, and Impasse Powerpoint with Forum Discussion
Power Powerpoint with Forum Discussion
Writing Assignment- NFL case
Ted Talk Video on Negotiation Power
Participate in synchronous session
Thursday 01/14 Ethics, Proposals, and Drafting an Agreement
Reading: Fowler, Ch. 8, Ch. 9 and Ch. 10
Assignments: Generating Options and Proposals
Powerpoint with Form Discussion
Ethics Powerpoint with Forum Discussion
Writing Assignment- Ethics case
Participate in synchronous session
Thursday 01/21 Communication & Cultural Challenges and Conclusion
Reading: Fowler, Ch. 11
Assignments: Gender and Culture Powerpoint with Forum Discussion
Participate in synchronous session
Alpha-Beta Negotiation- Final Project