URI Graduate School - LHR 546: Negotiation & ADR
Summer Session 1 2022 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.

IN PERSON SYNCHRONOUS: This class is in person teaching. The majority of assignments and coursework will be online at your own pace but there will be in person sessions on Tuesdays from 7 pm- 9:45 pm.

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 they 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 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 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 textbooks:**
Getting To Yes; by Roger Fisher and William Ury

**Assignment and Class Dates**
**Tues 05/24** 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  
Negotiating Styles Powerpoint  
Participate in synchronous session  

**Tues 05/31** Initiating Talks and Determining Positions of Interests  
Reading: Fowler, Ch. 3 and Ch. 4  
Assignments: Multi-party Powerpoint with Forum Discussion  
Conflict Powerpoint  
Psychology Powerpoint  
Psychology Exercises Activity  
Video on Reading Body Language  
Participate in synchronous session  

**Tues 06/07** Negotiation Strategies (walking away, leverage and power) and Impasse  
Reading: Fowler, Ch. 5 and Ch. 6  
Assignments: Options, Agent, and Impasse
Powerpoint 
Power Powerpoint with Forum Discussion 
Writing Assignment- NFL case 

Ted Talk Video on Negotiation Power 
Participate in synchronous session 

**Tues 06/14** Ethics, Proposals, and Drafting an Agreement 
Reading: Fowler, Ch. 8, Ch. 9 and Ch. 10 

Assignments: Generating Options and Proposals 
Powerpoint 
Ethics Powerpoint with Forum Discussion 
Writing Assignment- Ethics case 
Participate in synchronous session 

**Tues 06/21** 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