

First class meeting: Friday, September 30
2:10 pm - 6:30 pm


Assignments for Class 1 (9/30/16):

a. Read Negotiation Genius, Parts I and II:
   Required Reading: Chapters 1 and 2 (Pages 15-82.);
   Chapters 4 and 5 (Pages 105-138).
   Chapters 3 and 6 recommended but not required.

b. Read Model Rules of Ethics 4.1, 1.6, and 8.4.

c. Complete first Journal assignment to hand in at beginning of class.

Your first journal entry should be submitted, in hard copy, at the first class as a letter to your future self (500 words), addressing:

- What you hope to get out of this seminar and any questions or concerns you have.
- What you perceive to be your strengths and weaknesses as a negotiator and what skills you hope to improve in this course.
- Any general propositions or "rules of thumb" about negotiation that you subscribe to.
  (You have negotiated your whole life: with parents, neighbors, friends, and employers. What do you generally assume about negotiation and negotiators?)