BMA5506 Contract Negotiations and Dispute Resolution
Syllabus

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Welcome to BMA 5506, Contract Negotiations and Dispute Resolution

As instructor, I accept the following responsibilities to help you succeed in the course:

1. Come prepared to every scheduled class meeting.
2. Plan the course so you can accomplish the course and topic objectives.
3. Treat you as responsible adults.
4. Consider that it is not always your fault if you don't understand the material.
5. Create a mutually respectful classroom environment.
6. Encourage you to ask and answer questions and to participate in all class activities with a spirit of cooperation and learning.

As students you need to accept the following responsibilities to succeed in the course:

1. Come prepared to every scheduled class meeting.
2. Complete all work on time and with proper thought.
3. Behave as responsible adults.
4. Consider that it is not always my fault if you don't understand the material.
5. Treat others with respect.
6. Ask and answer questions and participate in all class activities with a spirit of cooperation and learning.
7. Learn from your teammates.

Course Objectives. Several course objectives follow that will be used for purposes of the course evaluations you complete at the end of the semester. Additional topic objectives are found on the class home page to help guide your learning of the specific materials. All of those topic objectives fall under one or more of the following semester-long goals:

Course Objectives:

1. Students will be able to identify and apply various concepts and strategies of negotiation and dispute resolution.

2. Students will be able to recognize and apply the rules of contract law and other business laws to real world negotiations and disputes.

3. Students will be able to integrate legal rules and negotiation concepts into cohesive approaches to individual and group activities.

4. Students will work with a team to eliminate misconceptions and enhance understanding of course material.

Materials: Lewicki, Saunders, Minton and Barry, *Negotiation: Readings, Exercises, and Cases (*4th ed.) McGraw Hill Irwin, ISBN # 0-07-242965-8. Cain, Contracting Law Materials (on CD). DO NOT BUY THE NEW 5TH ED. IT DOES NOT INCLUDE ALL THE NECESSARY READINGS.

Assignments:

Students should read all assigned material and be ready to discuss in class. Readings with numbers refer to the Lewicki book. Topics without any other references indicate the corresponding chapter in the Contracting Law Materials on Blackboard.

Class attendance and participation is crucial to the success in the course. Everyone must be willing to become involved in the discussions and exercises to accomplish the course objectives.

JANUARY 14: Course Introduction and Introductory exercise: PERSONAL BARGAINING INVENTORY

January 16: Introductory and PreNegotiation Concepts, Reading 1.1, 1.2, 5.4, 5.1

January 21: Martin Luther King Holiday, no class.

January 23: Continue Negotiation Planning concepts, Readings 2.2 Checklist, p. 51, 5.2. Pairs negotiate Used Car Exercise (ungraded) from 6:15 to 6:45 PM.

January 28: Discussion of Used Car Exercise. Contract Offers and Acceptance

January 30: Conclude contract offer and acceptance. Contract Consideration

February 4: Distributive Bargaining, Readings 3.2, 3.3

February 6: Dirty Tricks including fraud and duress, Questionnaire 2, Readings 7.2.

February 11: Conclude Dirty Tricks, Fraud, Duress. Begin Risk, Mistake and Conditions.

February 13: Conclude Risk, Mistake and Conditions. Group work time on Engine Parts Exercise.

February 18: Documentation and Authority, Reading 8.1.

February 20**:** Groups prepare for Engine Parts Exercise

February 25: **Exercise 5, Two Negotiations @ 30 minutes. Begin debriefing.**

February 27: Finish Debriefing Engine Parts Negotiation, Begin Integrative Bargaining, Readings 1.3, 4.3

March 3: Continue Integrative bargaining.

March 5: Conclude Integrative Bargaining. Group work time on Case presentations of Capital Mortgage.

March10: **Class Discussions of Capital Mortgage Case**

March 12: **Conclude Capital Mortgage case.**

March 17**:** Review for Exam. Time permitting, Group work time for International Presentations.

March 19: **Exam covering all materials to date**

WEEK OF MARCH 24 SPRING BREAK. NO CLASSES

March 31: Contract Damages. Group work time for International Presentations.

April 2 : **Group Presentations on International Negotiation Practices**

April 7: External Dispute Resolution Processes, Readings 11.2, 13.1. **ONLINE NEGOTIATION ARTICLE.**

April 9: Group Work time on Online Dispute Resolution Process

April 14: CONCLUDE ONLINE DISPUTE RESOLUTION PROCESS by NOON. In class discussion of online dispute resolution problem.

April 16: Contracts, Combinations and Conspiracy to Restrain Trade, Reading 2.3; Exercise 2, Pemberton Dilemma Read only for illustrative purposes

April 21: Conclude Contracts, Combinations and Conspiracy to Restrain Trade.

April 23: Group Work Time to prepare Universal Computers**. Peer Evaluations due by 7PM.**

April 28: **Presentation of Universal Computers Parts 1 and 2.**

April 30: Debrief Universal Computers. Exam Review.

Final exam: Covering all materials. Monday, May 5, 5:45-7:45 p.m. Course Evaluations.

Grading:

First Group Negotiation (Engine Parts Exercise)	100
Group Case Discussion (Capital Mortgage)	100
Individual Exam One	50
Group Exam One	100
Group International Presentation	100
Blog and Personal Web Page	100
Group Online Dispute Resolution	100
Final Group Negotiation Project (Universal Computers)	250
Individual Cumulative Final Exam	75
Group Cumulative Final Exam	150
Peer Evaluation	75
	Total = 1200

Course grades will be based on the following percentages of the total points available:

A = 90-100%, B+ = 87 - 89.99%, B = 84 - 86.99%, B- = 80 – 83.99%, C+ = 77-79.99%, C = 74 - 76.99%, C- = 70 – 73.99%, D+ = 67 – 69.99%, D = 64 - 66.99%, D- = 60 – 63.99%, F = 59.99% and below.

Because the group test is a learning experience based on participating and interacting within the group, any student who must be absent on the day of a group test, *may not make up that activity or those points.* The student's exam score will be based entirely on the individual score.

If a student must be absent on a scheduled testing day, the student may *make arrangements with the instructor to take the individual exam prior to the designated time.* No makeup exams will be given after the class takes the test because it is impossible to make an equivalent exam without placing the student at either an advantage or disadvantage.

Group study of the materials is encouraged and it will help the groups to perform better on the group objective tests.

Academic honesty is fundamental to the activities and principles of a university. All members of the academic community must be confident that each person's work has been responsibly and honorably acquired, developed, and presented. A student enrolling in any UMKC course is expected to exhibit high standards of academic honesty. Any effort

to gain an advantage not given to all students is dishonest whether or not the effort is successful. In the case of academic misconduct, I will assess the affected work and report the incident according to the guidelines printed in the catalog. The rules governing any suspected violation are clearly spelled out in the UMKC catalog and will be followed to the letter. You can read the complete set of rules at www.umkc.edu/umkc/catalog/html/append/policy/0040.html. *When in doubt about plagiarism, paraphrasing, quoting, or collaboration, consult the course instructor*.

If you have **special needs** as addressed by the Americans with Disabilities Act (ADA) and need assistance, please notify the Office of Disability Services, A048 Brady Commons, 882-4696, or the course instructor immediately. Reasonable efforts will be made to accommodate your special needs.