Note:

Course content may be changed, term to term, without notice. The information below is provided as a guide for course selection and is not binding in any form, and should not be used to purchase course materials.
COURSE SYLLABUS
PLAW 450
NEGOTIATIONS

COURSE DESCRIPTION
This course provides a general introduction to negotiations, alternative dispute resolution, and client counseling. In addition to reviewing the general theories and practice of negotiation, students will study the various styles of negotiation.

RATIONALE
Lawyers negotiate in a wide range of settings—including, criminal plea-bargaining, settling civil suits, and planning transactions. Effective negotiation skills and knowledge of underlying negotiation theory is thus critical to the paralegal profession. Negotiating allows legal professionals to discover alternative ways to resolve lawsuits, build value, solve problems, and meet client objectives. Therefore, this course exposes the student to essential elements of negotiation theory, application, and practice.

I. PREREQUISITES
For information regarding prerequisites for this course, please refer to the Academic Course Catalog.

II. REQUIRED RESOURCE PURCHASES
Click on the following link to view the required resource(s) for the term in which you are registered: http://bookstore.mbsdirect.net/liberty.htm

III. ADDITIONAL MATERIALS FOR LEARNING
A. Computer with basic audio/video output equipment
B. Internet access (broadband recommended)
C. Microsoft Word
   (Microsoft Office is available at a special discount to Liberty University students.)

IV. MEASURABLE LEARNING OUTCOMES
Upon successful completion of this course, the student will be able to:
A. Describe the difference between negotiation, alternative dispute resolution, and client counseling.
B. Articulate general principles related to negotiation, alternative dispute resolution, and client counseling.
C. Articulate the general steps in negotiation and how to maneuver past obstacles.
D. Apply Christian worldview principles to negotiation, alternative dispute resolution, and client counseling.

V. COURSE REQUIREMENTS AND ASSIGNMENTS
A. Textbook readings and lecture presentations
B. Course Requirements Checklist
After reading the Syllabus and Student Expectations, the student will complete the related checklist found in Module/Week 1.
C. Discussion Board Forums (6)
There will be 6 Discussion Board Forums throughout this course. The student is required to provide a thread in response to the provided topic for each forum. Each thread must be at least 300 words and demonstrate course-related knowledge. In addition to the thread, the student is required to reply to 2 other classmates’ threads. Each reply must be at least 200 words.
D. Initial Writing Assignment
The student will write a 1000-word paper that describes alternative dispute resolution (ADR) in the legal field. The Initial Writing Assignment must have at least 3 sources and must be cited in current Bluebook format.
E. Negotiation Strategy Paper
The student will write a 10-page strategy-oriented paper in current Bluebook format that focuses on negotiation strategy and planning. The paper must include at least 5 references in addition to the course textbooks and the Bible.
F. Tests (4)
Each test will cover the Reading & Study material for the module/week in which it is assigned as well as the previous module/week. Each test will be open-book/open-notes, contain 50 true/false and/or multiple-choice questions, and have a time limit of 1 hour and 30 minutes.

VI. COURSE GRADING AND POLICIES
A. Points
   
   Course Requirements Checklist 10
   Discussion Board Forums (6 at 50 pts ea) 300
   Initial Writing Assignment 50
   Negotiation Strategy Paper 250
   Tests (4 at 100 pts ea) 400
   
   Total 1010
B. Scale
   
   A = 900–1010   B = 800–899   C = 700–799   D = 600–699   F = 0–599
C. Late Assignment Policy
If the student is unable to complete an assignment on time, then he or she must contact the instructor immediately by email.

Assignments that are submitted after the due date without prior approval from the instructor will receive the following deductions:

1. Late assignments submitted within one week of the due date will receive a 10% deduction.
2. Assignments submitted more than one week late will receive a 20% deduction.
3. Assignments submitted two weeks late or after the final date of the class will not be accepted.
4. Late Discussion Board threads or replies will not be accepted.

Special circumstances (e.g. death in the family, personal health issues) will be reviewed by the instructor on a case-by-case basis.

D. Disability Assistance

Students with a documented disability may contact Liberty University Online’s Office of Disability Academic Support (ODAS) at LUODAS@liberty.edu to make arrangements for academic accommodations. Further information can be found at www.liberty.edu/disabilitysupport.
**COURSE SCHEDULE**

**PLAW 450**


<table>
<thead>
<tr>
<th><strong>MODULE/WEEK</strong></th>
<th><strong>READING &amp; STUDY</strong></th>
<th><strong>ASSIGNMENTS</strong></th>
<th><strong>POINTS</strong></th>
</tr>
</thead>
</table>
| 1               | Fisher et al.: chs. 1–2  
Lewicki et al.: chs. 1–2  
2 presentations | Course Requirements Checklist  
Class Introductions  
Initial Writing Assignment | 10  
0  
50 |
| 2               | Fisher et al.: chs. 3–4  
Lewicki et al.: ch. 3  
1 presentation | DB Forum 1  
Test 1 | 50  
100 |
| 3               | Fisher et al: chs. 5–6  
Lewicki et al: ch. 4  
1 presentation | DB Forum 2 | 50 |
| 4               | Fisher et al: chs. 7–8  
Lewicki et al: ch. 5  
1 presentation | DB Forum 3  
Test 2 | 50  
100 |
| 5               | Fisher et al: chs. 9–10  
Lewicki et al: chs. 6–7  
Ury: Part 1  
2 presentations | DB Forum 4 | 50 |
| 6               | Lewicki et al.: ch. 8  
Ury: Parts II.1–II.3  
1 presentation | DB Forum 5  
Test 3 | 50  
100 |
| 7               | Lewicki et al.: chs. 9–10  
Ury: Parts II.4–II.5  
2 presentations | Negotiation Strategy Paper | 250 |
| 8               | Lewicki et al.: chs. 11–12  
Ury: Part III  
2 presentations | DB Forum 6  
Test 4 | 50  
100 |

**TOTAL** 1010

DB = Discussion Board

**NOTE:** Each course week (except Module/Week 1) begins on Tuesday morning at 12:00 a.m. (ET) and ends on Monday night at 11:59 p.m. (ET). The final week ends at 11:59 p.m. (ET) on Friday.