

**Negotiation Workshop
Course # 22497**

Class Schedule

Version 8-17-23

Prof. Rick Bales
859-442-8837 (mobile)
r-bales@onu.edu

Tuesdays 3:30-6:30
Classroom 129
Fall 2023

August 29: Focus on Active Listening and Storytelling

- Class preparation:
 - Read “[What Great Listeners Actually Do](#)” in Harvard Business Review.
 - Read “[Telling A Story](#)”.
 - Come to class prepared to tell a short personal story of some sort.
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- In class:
 - Course overview
 - Discuss trading exercise
 - Active listening exercises
 - Watch [Client counseling 2016](#) (:44-2:15).

September 5: Client Interviewing and Active Listening

- Class preparation:
 - Read Client Counseling Checklist.
- In class:
 - Client interviewing exercises (2-3)

September 12: Negotiation Basics

- Class preparation:
 - Review: Negotiation: A Very Short Introduction
- In class:
 - Watch and discuss excerpts from [2022 ABA Negotiation Competition Final Round](#) (beginning through 55:15).
 - Negotiate a divorce.

September 19: Focus on Ethics

- Class preparation:
 - Review: Negotiation: A Very Short Introduction, chapter 7.
- In class:
 - Watch [Ethics & Lying in Negotiations](#) (15:00)
 - Negotiate divorce #2
 - Negotiate an exit interview

September 26: Focus on International and Cross-Cultural Negotiations

- This class may move to a different date.
- Class preparation:
 - Read "[Getting to Si, Ja, Oui, Hai, and Da](#)" in Harvard Business Review.
- In class:
 - Possible discussion with guest speaker Mylene Chan, Hong Kong Mediation Center.
 - Watch and discuss excerpts from [Mediating an International Dispute](#) (1:17).
 - Canada-China Panda Acquisition negotiation

October 3: Focus on Real Estate

- In class:
 - 67 Fish Pond Lane
 - Bullard Houses

October 10: fall break**October 17: Focus on Health Care**

- In class:
 - Blueville Health Foundation

October 24: Focus on Business

- In class:
 - MedLee: Negotiating a joint venture
 - Offshore wind farm negotiation

October 31: Focus on Investment & Finance

- In class (timing will be tight):
 - Flagship Airways
 - Aerospace Investment

November 7: Focus on Criminal Matters

- In class:
 - U.S. v. Dunlop

November 14: Facilitated Negotiation

- In class:
 - Development Dispute at Menehune Bay

November 21

- In class:
 - Development Dispute at Menehune Bay