



**COLUMBIA LAW SCHOOL  
U.S. BUSINESS LAW ACADEMY  
INTRODUCTION TO NEGOTIATION— SUMMER 2023  
Professor Shawn Watts**

Welcome to Columbia Law School! This course will introduce negotiation theory and practice. I look forward to being your partner in this work. This course is highly interactive and requires participation in class in class discussions. We will learn new concepts and skills, and then we will try them out via simulated negotiations. By the end of the course you will have a better understanding of negotiation principles and have acquired and practiced negotiation skills.

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**TEXTS**

- Beyond Winning: Negotiating to Create Value in Deals and Disputes, by Robert H. Mnookin, Scott R. Peppet, and Andrew S. Tulumello, 2000.
- Ask for More: 10 Questions to Negotiate Anything, by Alexandra Carter, 2020

**INTRODUCTION TO NEGOTIATION**

**Day 1: Welcome, Opening Exercises, Negotiation Theory**

- Introductions and goals for the workshop
- Opening exercises: \$20 and XY Game: Win as Much as You Can
- Principles of negotiation and negotiation theory

Reading assignment:

- Beyond Winning, Chapters 1–3

**Day 2: Negotiation Simulations**

- Warm up: Ugli Orange
- Negotiation simulation: Sally Soprano
- Negotiation simulation: Used Car

Reading assignment:

- Beyond Winning, Chapters 4–5, 10