CONTRACTS AND NEGOTIATIONS



CONTRACTS AND NEGOTIATIONS (LAWM 515-301)

SPRING 2020– TUESDAYS 5:30 - 8:15 PM



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Contracts and Negotiations, designed for non-law students, is a practical, inter-disciplinary course intended to provide students with a framework for drafting, understanding and, from the client's perspective, enforcing legal agreements, and the advocacy tools needed to negotiate them effectively. Students will be introduced to documents typically used in a variety of business transactions and provided opportunities to practice drafting and negotiation skills. In this course, students will learn how to use various contract concepts to accurately capture the parties' understanding and how to draft for clarity, advantage and compromise. Foundational concepts will be discussed with respect to both contract legal theory and negotiation principles in a legal setting, but the course will be participatory, involving in-class exercises and mock negotiations. Students will explore agreements based on actual or hypothetical business scenarios and will be encouraged to bring real-life problems to the class to be analyzed. Students will learn how to prepare for negotiations and how to deal with different negotiation styles and tactics. The course will also incorporate related topics, including the lawyer-client dynamic in contract negotiations, dispute resolution tools in the context of litigation, and ethical issues that may arise during negotiations.

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For more information, visit the Penn Law Registrar's website at:
https://www.law.upenn.edu/admissions/master-in-law/