

FINAL SUBMISSION

Choose a theme which was developed during this course. You can choose one of the following - or one of your own. Make sure you start your submission with the theme you choose.

Sample themes are:

- You catch more flies with honey than you do with vinegar
- Settlement is like a chess match
- The three most important parts of settlement negotiations is preparation, preparation and preparation
- A bad settlement beats a good trial (but a good settlement trumps all)
- Developing your own personal style for negotiating
- Positional vs. interest negotiating
- Developing and using a BATNA
- Use of game theory principals in negotiating
- Ethical issues in negotiating
- Cultural/Gender differences and the effect on negotiations
- Any other theme you find appropriate that was discussed in this course

Assignment:

Using the reading material, class discussions and/or exercises (any or all of these), what have you learned in this course which you hope to apply in your practice (or even in your personal life) consistent with the above theme?

Due date: December 13th

Suggested (not mandatory) length: 3-5 pages