

Course Outline

COURSE:	LAWS 5706– Special Topic Seminar in Conflict Resolution: Bargaining and Negotiation
TERM:	Winter 2019
PREREQUISITES:	LAWS 5700 or 5700 or Departmental Approval
DATE AND TIME:	Room: Please check with Carleton Central for current room location Jan 11-13 & 19-20: 9:00 AM - 5:00 PM
INSTRUCTORS:	Rebecca Bromwich and Michael Mac Neil
CONTACT:	Office: Rebecca Bromwich: C475 Loeb; Michael Mac Neil: D589 Loeb Office Hrs: By appointment Email: rebecca.bromwich@carleton.ca ; michael.macneil@carleton.ca

ACADEMIC ACCOMMODATIONS:

You may need special arrangements to meet your academic obligations during the term. For an accommodation request the processes are as follows:

Pregnancy obligation: Please contact me with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. For more details, visit the Equity Services website: carleton.ca/equity/wp-content/uploads/Student-Guide-to-Academic-Accommodation.pdf

Religious obligation: write to me with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. For more details, visit the Equity Services website: carleton.ca/equity/wp-content/uploads/Student-Guide-to-Academic-Accommodation.pdf

Academic Accommodations for Students with Disabilities: If you have a documented disability requiring academic accommodations in this course, please contact The Paul Menton Centre (PMC) at 613-520-6608 or pmc@carleton.ca for a formal evaluation. If you are already registered with the PMC, contact your PMC coordinator to send me your Letter of Accommodation at the beginning of the term, and no later than two weeks before the first in-class scheduled test or exam requiring accommodation (if applicable). After requesting accommodation from PMC, meet with me as soon as possible to ensure accommodation arrangements are made. Please consult the PMC Website for their deadline to request accommodations for the formally-scheduled exam (if applicable) www.carleton.ca/pmc

Survivors of Sexual Violence

As a community, Carleton University is committed to maintaining a positive learning, working and living environment where sexual violence will not be tolerated, and survivors are supported through academic accommodations as per Carleton's Sexual Violence Policy. For more information about the services available at the university and to obtain information about sexual violence and/or support, visit: carleton.ca/sexual-violence-

support**Accommodation for Student Activities**

Carleton University recognizes the substantial benefits, both to the individual student and for the university, that result from a student participating in activities beyond the classroom experience. Reasonable accommodation must be provided to students who compete or perform at the national or international level. Please contact your instructor with any requests for academic accommodation during the first two weeks of class, or as soon as possible after the need for accommodation is known to exist. <https://carleton.ca/senate/wp-content/uploads/Accommodation-for-Student-Activities-1.pdf>

For more information on academic accommodation, please contact the departmental administrator or visit: students.carleton.ca/course-outline

ACADEMIC INTEGRITY / PLAGIARISM:

The University Senate defines plagiarism as “presenting, whether intentional or not, the ideas, expression of ideas or work of others as one’s own.” This can include:

- reproducing or paraphrasing portions of someone else’s published or unpublished material, regardless of the source, and presenting these as one’s own without proper citation or reference to the original source;
- submitting a take-home examination, essay, laboratory report or other assignment written, in whole or in part, by someone else;
- using ideas or direct, verbatim quotations, or paraphrased material, concepts, or ideas without appropriate acknowledgment in any academic assignment;
- using another’s data or research findings;
- failing to acknowledge sources through the use of proper citations when using another’s works and/or failing to use quotation marks;
- handing in "substantially the same piece of work for academic credit more than once without prior written permission of the course instructor in which the submission occurs."

Plagiarism is a serious offence which cannot be resolved directly with the course instructor. The Associate Dean of the Faculty conducts a rigorous investigation, including an interview with the student, when an instructor suspects a piece of work has been plagiarized. Penalties are not trivial. They can include a final grade of "F" for the course.

Please consult the complete [Academic Integrity Policy](http://carleton.ca/senate/wp-content/uploads/Academic-Integrity-Policy1.pdf) at <http://carleton.ca/senate/wp-content/uploads/Academic-Integrity-Policy1.pdf> . Extensive guides to academic integrity are available at <https://carleton.ca/registrar/academic-integrity/>

DEPARTMENT POLICY

The Department of Law and Legal Studies operates in association with certain policies and procedures. Please review these documents to ensure that your practices meet our Department’s expectations.

<http://carleton.ca/law/current-students/>

COURSE DESCRIPTION

This course provides a space for exploration of theories and research relating to bargaining and negotiation in a range of professional contexts. Students will have opportunities to practice and develop bargaining and negotiation skills in business, employment, and public disputes involving regulatory approvals and community stakeholder negotiations.

By the end of the course, students will be able to:

- Demonstrate an ability to understand and critically evaluate popular theoretical understandings, of negotiation and bargaining.
- Produce scholarly work that engages with a variety of disciplinary perspectives on negotiation and bargaining as forms of conflict resolution.
- Critically understand influences and impacts of intersecting dimensions of power and social location (such as race, gender, socio-economic status, religion, sexuality etc.) on bargaining and negotiation tactics, strategies, and outcomes.
- Effectively perform appropriate conflict resolution skills and techniques in the context of simulated bargaining and negotiation role plays.

You are responsible for the learning environment in this course. This is a seminar style course in which students prepare in advance for class, take the lead in discussions, and fully participate in group work and simulations. I, as your instructor, play the role of facilitator, setting out some learning goals and helping you, through structured questions and occasionally filling in gaps. You are expected to read assigned material before coming to class. You will take turns in helping to lead the discussion. You will be actively engaged in simulations, and a key part of your learning will be through your reflection on what is happening in class, and relating the class discussions and simulations to assigned readings. Everyone is expected to participate on a regular basis, and attendance in class is very important. Only by participation in class discussions combined with advanced preparation can you expect to obtain maximum benefits from the course.

cuLEARN

This course will make extensive use of the cuLearn course management system. cuLearn provides a facility whereby a course website is maintained, allowing me to provide you with links to relevant readings, to post course notes, commentary, and assignments, and to provide you with access to your grades. It is absolutely essential that you regularly check the cuLearn site for the course. cuLearn is accessible through the Internet from off-campus or through the University's computer labs, using compatible web browsers. The URL for cuLearn is <http://culearn.carleton.ca>. cuLearn can be accessed using your MyCarletonOne account, with the same ID and password.

cuPORTFOLIO

We expect students to use cuPortfolio as for all their assignments. It is available to you at <https://cuportfolio.carleton.ca/>. CuPortfolio is a student-centered learning tool that provides a venue for students to collect and showcase academic and co-curricular “artifacts” (e.g. assignments, projects, videos, blogs, images, etc.). It allows students to engage in reflective learning as they make connections between artifacts, experiences and accomplishments.

cuPortfolio can be shared with peers, professors and potential employers both to demonstrate a student’s learning process and to provide concrete evidence that they have met specific course and/or degree level learning outcomes. It will be up to you whether you share with others, but you are expected to use cuPortfolio to share your assignments for this course with your instructors.

REQUIRED TEXTS

Roger Fisher, William L. Ury, Bruce Patton, *Getting to Yes*.

Fisher and Shapiro, *Beyond Reason: Using Emotions as You Negotiate* New York: Penguin, 2006.

Available for purchase at the Campus Bookstore

SUPPLEMENTARY TEXTS

Additional readings are available through cuLearn.

EVALUATION

The course instructors determine standing in a course subject to the approval of the Department and of the Faculty Dean. This means that grades submitted by the instructor may be subject to revision. No grades are final until the Department and the Dean have approved them.

(All components must be completed in order to get a passing grade)

1. In-Class Presentations and Simulations –self-assessment 15%

See the Guidelines posted in the Announcements in cuLearn

Due date for assignment is **January 21st**, 2018 by midnight ET.

2. Independent Learning Initiative - Reflection Pieces (5 pieces in total) 45% of grade

Each reflection piece should be between 800-1000 words

See the guidelines posted in cuLearn

Due date for assignment is **February 4th**, 2018, by midnight ET.

3. Culminating Assignment 40% - a research paper on a topic relating to bargaining or negotiation

The paper should be between 20 and 25 double-spaced pages.

Due date for assignment is **March 4th**, 2018, by midnight ET.

****All assignments are to be submitted via CU Portfolio****

SCHEDULE

Please refer to cuLearn for the complete schedule and assigned readings for each segment of the course. The Schedule in cuLearn also identifies which instructor is primarily responsible for which course module.