



## Interest-Based Negotiation for Dispute Resolution Practitioners

### Course Content and Overview

#### Course Content:

- 10 Video or Live Lectures; video or live lectures cover the following topics:
  - Don't Bargain Over Positions
  - Separating the People from the Problem
  - Focus on Interests, Not Positions
  - Invent Options for Mutual Gain
  - Insist on Using Objective Criteria
  - Develop BATNA – Best Alternative to a Negotiated Agreement
  - Using Negotiation Jujitsu
  - Taming a hard bargainer
  - Questions About Fairness and “Principled” Negotiation
  - Questions About Dealing with People
  - Questions About Tactics
  - Questions About Power
- Slide Decks to accompany video lectures
- Reading Materials
  - *Getting to Yes*, Roger Fisher and William Ury
  - Other articles and materials might be provided by the instructor at the time of the course
- Participation in roleplay scenarios
  - Roleplay scenarios will be provided by the instructor at the time of the course
- Assignments
  - Assignments will be assigned by the instructor at the time of the course