

**INTERVIEWING, NEGOTIATION, AND COUNSELING**  
**FALL 2015**  
**PROFESSOR ODEANA NEAL**  
**oneal@ubalt.edu ~ 410-837-4644 (voice) ~ 202-487-0958 (SMS)**

**REQUIRED TEXTS:** Cochran et al., *The Counselor-at-Law: A Collaborative Approach to Client Interviewing and Counseling* (2006)

Folberg et al., *Negotiation: Theory, Practice and Law* (2006)

**CLASS MEETING TIMES:** Class meets on Mondays from 6:15 to 9:15 p.m. There will be a 15-minute break during each class period.

**ATTENDANCE POLICY:** All students are expected to attend class and to come to class prepared. Since this is a skills course, not attending class or not being ready when class starts may significantly interrupt the flow of the session. If there are times when you know that you will not be able to attend class in advance, please let Prof. Neal know. More than five absences may result in your receiving a failing grade for the course.

**OFFICE HOURS (Law Center Room 511):** My office hours are from 5:00 to 6:30 on Tuesdays and Wednesdays. If you would like to meet during another time, please contact me to make arrangements.

**LAPTOP POLICY:** Laptop use is not permitted while class is in session. There will be brief (i.e., 2-3 minute) periods for students to check email, text messages, etc. during class in addition to the 15-minute break.

**GRADING:** The primary method of grading will be as follows:

- Regular class attendance and participation: 25%
- Major Client Interview: 25%
- Major Client Counseling Session (including preparation memorandum): 25%
- Major Negotiation Session (including preparation memorandum): 25%

## SYLLABUS\*

<b>Date</b>	<b>Reading Assignment</b>
<b>August 17</b>	Course Introduction  Three Models of Legal Counseling (TCAL Ch. 1)  The Games Lawyers Play: How Lawyers Control Clients (TCAL Ch. 2)
<b>August 24</b>	Communication Skills (TCAL Ch. 3)  Beginning the Legal Interview (TCAL Ch. 4)
<b>August 31</b>	Hearing the Client's Story (TCAL Ch. 5)  Developing the Client's Story (TCAL Ch. 6)
<b>September 14</b>	Lawyers, Clients, and Psychological Type Theory (TCAL Ch. 12)  Learning from Attorneys: The Initial Interview
<b>Week of September 21</b>	Graded Interviews
<b>September 28</b>	Decision-Making (TCAL Ch. 7)  Client Counseling (TCAL Ch. 8)
<b>October 5</b>	Client Counseling (cont.) (TCAL Ch. 8)  Moral Choices in the Law Office: Who Gets Hurt? And Who Decides (TCAL Ch. 9)

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\*Any updates to this syllabus will be reflected on the TWEN site. Reading assignments for individual class periods will be placed on the TWEN calendar. The syllabus may be modified during the semester. Calendar assignments supercede those on this syllabus.

<b>October 12</b>	Dealing With Client-Lawyer Difference (TCAL Ch. 11)
	Learning from Attorneys: Counseling Clients
<b>October 19</b>	Client Counseling Exercises
<b>Week of October 26</b>	Graded Client Counseling Exercises
<b>November 2</b>	Competitive and Cooperative Negotiation (Lawyer Negotiation Ch. 3)
	A Combined Approach and Choosing a Style (Lawyer Negotiation Ch. 4)
<b>November 9</b>	Negotiation Step By Step: The Beginning (Lawyer Negotiation Ch. 5)
	Negotiation Step By Step: The Middle (Lawyer Negotiation pp. 133-143)
<b>November 16</b>	Negotiation Step By Step: The Middle (cont.) (Lawyer Negotiation pp. 143-170)
	Negotiation Step By Step: The End (Lawyer Negotiation Ch. 7)
<b>November 23</b>	Telephone and Cyber Negotiation (Lawyer Negotiation Ch. 8)
	Learning from Attorneys: Negotiating
<b>November 30-December 18</b>	Graded Negotiation Exercises