

INTERVIEWING, COUNSELING, AND NEGOTIATION
SPRING 2015
PROFESSOR ODEANA NEAL
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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 1:30 to 4:15 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 Wednesdays and Thursdays. If you would like to meet during another time, please contact me to make arrangements. 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.

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

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

SYLLABUS*

Date	Reading Assignment
January 12	Course Introduction Three Models of Legal Counseling (TCAL Ch. 1) The Games Lawyers Play: How Lawyers Control Clients (TCAL Ch. 2)
January 26	Communication Skills (TCAL Ch. 3) Beginning the Legal Interview (TCAL Ch. 4)
February 2	Hearing the Client's Story (TCAL Ch. 5) Developing the Client's Story (TCAL Ch. 6)
February 9	Lawyers, Clients, and Psychological Type Theory (TCAL Ch. 12) Learning from Attorneys: The Initial Interview
Week of February 16	Graded Interviews
February 23	Decision-Making (TCAL Ch. 7) Client Counseling (TCAL Ch. 8)
March 2	Client Counseling (cont.) (TCAL Ch. 8) Moral Choices in the Law Office: Who Gets Hurt? And Who Decides (TCAL Ch. 9)

*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.

March 9	Dealing With Client-Lawyer Difference (TCAL Ch. 11)
	Learning from Attorneys: Counseling Clients
March 23	Client Counseling Exercises
Week of March 30	Graded Client Counseling Exercises
April 6	Competitive and Cooperative Negotiation (Lawyer Negotiation Ch. 3)
	A Combined Approach and Choosing a Style (Lawyer Negotiation Ch. 4)
April 13	Negotiation Step By Step: The Beginning (Lawyer Negotiation Ch. 5)
	Negotiation Step By Step: The Middle (Lawyer Negotiation pp. 133-143)
April 20	Negotiation Step By Step: The Middle (cont.) (Lawyer Negotiation pp. 143-170)
	Negotiation Step By Step: The End (Lawyer Negotiation Ch. 7)
April 27	Telephone and Cyber Negotiation (Lawyer Negotiation Ch. 8)
	Learning from Attorneys: Negotiating
April 28 - May 15	Graded Negotiation Exercises