

WILLIAM MITCHELL COLLEGE OF LAW
FIRST ASSIGNMENT Semester/Academic Year: SPRING 2012

Course Name: ADR – Alternative Dispute Resolution	Section: 1
Name: Professor Mealey-Lohmann	Telephone & Email: 612-791-2218 LMMLADR@comcast.net
Text(s) – (Include author, text, edition and copyright date. Unless the bookstore is advised otherwise, we will assume you are using the most current edition.)	
<ul style="list-style-type: none"> • Weissman, Mealey-Lohmann, Sinner McEvoy, <u>The Minnesota ADR Handbook</u> (MN CLE 2011) <i>[Note: MN ADR HDBK will be available in class on first day.]</i> • Stone & Patton & Heen, <u>Difficult Conversations</u> (Penguin Group) • Ury, <u>Getting Past No</u> (Bantam Books) 	
Supplementary Materials:	
<ul style="list-style-type: none"> • Selected Readings (distributed in Class / on Blackboard / on internet) 	
Assignment:	
<ul style="list-style-type: none"> • Register for course on Blackboard • Note that there is NO class on Week 1 but there are assignments for both Week 1 and Week 2. • Read Syllabus (general information about course and Week 1 &2 assignments) - posted on Blackboard, along with other course materials. • Complete Week 1 Readings and exercises (also listed on syllabus on Blackboard): <ul style="list-style-type: none"> • Article: "The Five Conflict Styles (Thomas/Kilman)," http://web.mit.edu/collaboration/mainsite/modules/module1/1.11.5.html • Video: Negotiation Skills intro: http://www.youtube.com/watch?v=31EA3-4BudU&feature=related [6 min] • Ury Text -- p. 3-28 • Difficult Conversations -- Intro (p. xv -xxi) and p. 3-20 + 24-hour Conflict Chart & paragraph due by email to me on 1/16/2012 + Ponder: What are the 5 Thomas/Kilman conflict styles and how can you use them? • Complete Week 2 readings and exercises (also listed on syllabus): <ul style="list-style-type: none"> • Article: "Distributive/Positional Bargaining," B. Spangler [posted on BB] • Get started on Ury Text -- p. 31-104 [use Wk 3] • Get started on Difficult Conversations -- p. 23-43 [Use Wk 4] + Reminder: 24-hour Conflict Chart & paragraph due by email on 1/16/2012 + Note: Mall of America Negotiation [due Week 4] [posted on BB] + Ponder: Are there any predictable patterns to the negotiation process? What are the main characteristics of the "distributive dance"? + Reminder to submit weekly emails by Thursdays 11:59 pm 	

