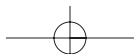
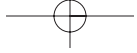


Contextual Negotiation



Contextual Negotiation

Facilitated Procedures as Advanced Negotiation

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Preface

Our goal is to reflect current thinking about various subject specific negotiation and facilitated settlement dynamics. Our format for each chapter is a collection of excerpted articles bringing forth issues relevant to the settlement of cases within the context of the type of negotiation.

This book is primarily intended for law students engaged in skills development through simulation. While some chapters have discussion simulations at the end, Appendix 2 includes teaching simulations which have general facts, confidential facts for plaintiff and confidential facts for defendant. Plaintiffs and defendants may adopt additional confidential facts to challenge probing skills which are not inconsistent with the stated facts or determinative to the outcome of the negotiation.

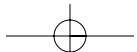
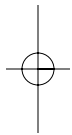
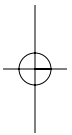
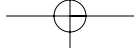
This book is designed for the law professor to conduct a skills seminar in negotiation and settlement using the treatise for the classroom component and the simulation component without bringing additional simulation handouts. Appendix 1 may be used to stimulate discussion of ethical considerations for both negotiation and facilitated settlement communications.

Footnotes and other references have been omitted from the excerpts.

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R. W.
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Apendix 1

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