



NEGOTIATION AND MEDIATION

Disclaimer Statement

The final examination in this course will be remotely proctored. Please be sure you have your computer's camera on so you can display your photo identification so the proctoring system can verify your identity. If you run into any issues please reach out to your Success Coach.

You can also prepare for your examination by reading this helpful guide: <https://www.talview.com/en/test-taker-guide>

NEGM400 — Negotiation & Mediation, 3.0 hours

PROFESSOR

Joe Reyes

Joe has been a Mediation Instructor with Lakewood College since June of 2017. Before being part of the Lakewood team, he worked as a mediator for the Center for Effective Dispute Resolution (CEDRS) as well as a private mediator. In addition to working in the mediation field, he has held several positions.

Joe worked as Criminal Justice program director for San Joaquin Valley College, an Officer with the Fullerton College Campus Police Department, Field Training Officer at the State of California Office of Protective Services. He was then promoted to the Special Investigations Unit (SIU) and investigated numerous cases involving child abuse, elder abuse, death investigations, and sexual assaults.

In 2007, Mr. Reyes transferred to the State of California Department of Corrections where he worked as a Special Agent with their Internal Affairs (OIA) Unit. Joe held the position of Terrorism Liaison Office.

Joe served 7 years in the United States Marine Corps and 6 years in the Army National Guard. He has a Bachelor of Science in Criminal Justice and a Master of Arts in Negotiations and Conflict Management.

CONTACT INFORMATION

E-mail: jreyes@lakewood.edu
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ONLINE SUPPORT (IT) AND MOODLE NAVIGATION:

All members of the Lakewood College community who use the College's computing, information or communication resources must act responsibly. Support is accessible by calling 1-800-517-0857 option 2 or by emailing info@lakewoodcollege.edu

BOOKS AND RESOURCES

How Mediation Works, 1st; Legal Negotiation in a Nutshell, 3d

EVALUATION METHOD

Graded work will receive a numeric score reflecting the quality of performance.

Course Requirement Summary

- Assignments - Total of 40 Points
- Weekly discussion forums-Total of 80 Points
- Midterm quiz - 20 Points
- Final Exam - 50 Points

GRADING SCALE

Your overall course grade will be determined according to the following scale:

A = (90% -100%)

B = (80% - 89%)

C = (70% - 79%)

F < (Below 70%)

ACADEMIC INTEGRITY/ PLAGIARISM:

Cheating (dishonestly taking the knowledge of another person whether on a test or an assignment and presenting it as your work) and plagiarism (to take and pass off as one's own the ideas or writing of another) are a serious issue. While it is legitimate to talk to others about your assignments and incorporate suggestions, do not let others "write" your assignments in the name of peer review or "borrow" sections or whole assignments written by others. We do get ideas from life experiences and what we read but be careful that you interpret these ideas and make them your own.

I am aware that many types of assignments are available on the internet and will check these sources when there is legitimate suspicion.

Penalty is a zero on the assignment. In cases where there is a major or continuous breach of trust, further discipline, such as an "F" in the course, may be necessary.

The major consequence of any form of cheating is damage to your character and the result of trust and respect.

DISABILITY ACCOMMODATIONS

Students who have a disability and wish to request an academic accommodation should contact Jim Gepperth, the Disabilities Services Coordinator and Academic Dean. The student can request an accommodation at any time although it is encouraged to do so early in the enrollment process. The student should complete an accommodation request form which begins a conversation between the school and the student regarding the nature of their disability and an accommodation that would help the student succeed in their program. The school may request documentation regarding the disability to address the accommodation request effectively. The school will communicate to the student the type of accommodation arranged. This process typically follows a team approach, bringing together persons from the academic department (including the instructor) and personnel from other departments as necessary. Additional information on disability accommodations may be found in the Lakewood University Catalog.

Disability Services Email: disabilityservices@lakewood.edu

SUPPLEMENTAL TEXTS

You can use the following resources to assist you with proper source citation.

American Psychological Association Style Guide- https://www.mylakewoodu.com/pluginfile.php/118179/mod_resource/content/1/APA%20Style%20Guide%207th%20edition.pdf

The Purdue OWL website is also a helpful resource for students. Here is a link to the OWL website: https://owl.purdue.edu/owl/research_and_citation/apa_style/apa_formatting_and_style_guide/general_format.html

LIBRARY

Mary O'Dell is the Librarian on staff at Lakewood University

She is available by appointment. You can make an appointment with her by emailing her at modell@lakewood.edu or call at 1-800-517-0857 X 730

You may also schedule a meeting at this link: <https://my.setmore.com/calendar#monthly/r3a761583354923270/01032020>

She can assist you with navigating LIRN, research, citations etc.

SUPPORT

Each student at Lakewood University is assigned a Success Coach. Your Success Coach exists to assist you with academic and supportive services as you navigate your program. They will reach out to you, often, to check-in. Please use the resources they offer.

Student Services is available to assist with technical questions regarding Lakewood University and all services available to you.

1-800-517-0857 option 2
info@lakewood.edu
studentservices@lakewood.edu

CAREER SERVICES

Students are offered Career Services at any point as they journey their academics at Lakewood University.

1-800-517-0857 option 2
careerservices@lakewood.edu

LESSONS

TITLE	COURSE TOPIC	READINGS/ASSIGNMENTS	DUE	OBJECTIVES
Lesson #1	<ul style="list-style-type: none">Nutshell, pages 1-41, watch https://www.youtube.com/watch?v=kdjN2GpuhyM	Study Course Syllabus Participate in the Discussion Forum Lesson Evaluation		Objective 1
Lesson #2	<ul style="list-style-type: none">Nutshell, pages 55-106, view https://www.youtube.com/watch?v=TQ_iRgAn5_8	Participate in Discussion Forum Complete Assignment 1 Lesson Evaluation	Assignment 1 upon completion of the lesson	Objective 2
Lesson #3	<ul style="list-style-type: none">Nutshell, pages 123-173, watch https://www.youtube.com/watch?v=miyB-4iQR3g&index=30&list=UUTRMorIjJ2JtD7ag2ncx_oQ	Participate in the Discussion Forum Lesson Evaluation		Objective 3
Lesson #4				Objective 4

- Read these powerpoint slides from the American Bar Association.
https://www.americanbar.org/content/dam/aba/events/labor_law/2017/03/work/papers/ethics_presentation.pdf

TITLE	COURSE TOPIC	READINGS/ASSIGNMENTS	DUE	OBJECTIVES
Lesson #5	<ul style="list-style-type: none"> • Mediation; Chapter 1-2 	Read Chapters 1 and 2 Participate in 2 Discussion Forums Complete Assignment 2 Lesson Evaluation	Assignment 2 upon completion of the lesson	Objective 5

TITLE	COURSE TOPIC	READINGS/ASSIGNMENTS	DUE	OBJECTIVES
Lesson #6	<ul style="list-style-type: none"> • Mediation; Chapter 3-4, read https://www.mediate.com/articles/rendon.cfm 	Read Chapters 3 and 4 Participate in the Discussion Forum Complete Assignment 3 Lesson Evaluation	Assignment 3 upon completion of the lesson	Objective 6

TITLE	COURSE TOPIC	READINGS/ASSIGNMENTS	DUE	OBJECTIVES
Lesson #7	<ul style="list-style-type: none"> • Mediation; Chapter 5, read https://www.americanbar.org/content/dam/aba/migrated/2011_build/dispute_resolution/model_standards_conduct_april2007.authcheckdam.pdf 	Read Chapters 5 Participate in the Discussion Forum Lesson Evaluation		Objective 7

TITLE	COURSE TOPIC	READINGS/ASSIGNMENTS	DUE	OBJECTIVES
Lesson #8	<ul style="list-style-type: none"> • Mediation; Chapter 6 	Complete the Final Exam Request the Next Course Lesson Evaluation THANKS FOR A GREAT CLASS		Objective 8

DESCRIPTION

TBD

Program Objectives

1. Display knowledge of basic types of legal negotiations and their importance in the practice of law
2. Analyze what makes an effective or ineffective negotiator through understanding the BATNA approach and differing negotiation styles
3. Demonstrate the ability to assess client needs and clearly communicate to clients during negotiations
4. Analyze the application of legal ethics in negotiations
5. Identify basic dispute resolution processes and when mediation is appropriate
6. Describe the role of the mediator and create strategies to overcome basic challenges in mediation
7. Understand and critique the role of mediation in the law
8. Apply knowledge of negotiation and mediation to real-world marketability

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