USF School of Law  
Spring 2019 – First Assignment

**Course:**  
Negotiation Basics & Cross Cultural Applications

**Professor:**  
Maria Ontiveros

**Course Materials:**  
We have two books for the class - Getting to Yes (GTY) by Fisher and Ury (any edition is fine); and Negotiating Globally (NG) (3rd edition) by Jeanne Brett. Please be sure to get the THIRD edition of NG.

**First Assignment:**  
For Class #1 (Tuesday, Jan. 8), read GTY, chapters 1, 3, 4 and 6 and NG, Chapter 1. It is essential to complete this reading because we will be doing our first negotiation in class #1 and creating a negotiation template.

Please join the TWEN site for the class, where you will find the syllabus.

**Additional Notes:**  
This will be a fun, fast-paced class with lots of opportunities to learn and practice negotiation skills in a series of simulations. Because learning in this course is based on participation in and reflection upon the simulations, attendance is mandatory. Although it is a C/NC class, students may receive grades of credit, credit-unsatisfactory or no credit. In particular, note that we have two six hour Saturday classes scheduled (February 23 and March 30). If you cannot make these Saturday classes, please carefully consider your decision to take this course because any student who misses either one of them may not receive a grade higher than credit-unsatisfactory. Also, if you miss any of the regularly scheduled classes without advance notice, you may receive a grade of credit-unsatisfactory or no credit, depending upon the number of absences. Also note that we will not meet on Tuesday, February 19 (an administrative Monday), and our last day of class will be Saturday, March 20, 2019.