

Note:

Course content may be changed, term to term, without notice. The information below is provided as a guide for course selection and is not binding in any form, and should not be used to purchase course materials.

COURSE SYLLABUS

GOVT 408 NEGOTIATION

COURSE DESCRIPTION

This course will introduce students to the history, processes and practice of negotiation as it pertains to the legal profession.

RATIONALE

The purpose of this course is to introduce the student to the different types of legal negotiations, the skills that should be utilized for each type, and the rules governing the negotiation process.

I. PREREQUISITE

For information regarding prerequisites for this course, please refer to the [Academic Course Catalog](#).

II. REQUIRED RESOURCE PURCHASE

Click on the following link to view the required resource(s) for the term in which you are registered: <http://bookstore.mbsdirect.net/liberty.htm>

III. ADDITIONAL MATERIALS FOR LEARNING

- A. Computer with basic audio/video output equipment
- B. Internet access (broadband recommended)
- C. Blackboard [recommended browsers](#)
- D. Microsoft Office

IV. MEASURABLE LEARNING OUTCOMES

Upon successful completion of this course, the student will be able to:

- A. Identify cognitive and behavioral dynamics common to situations where one person is trying to influence another.
- B. Organize a systematic framework for principled negotiation.
- C. Implement a purposeful strategy for approaching negotiation challenges.
- D. Design and construct negotiation tactics necessary to achieve optimal substantive negotiated results while maintaining strong working relationships.
- E. Apply biblical principles to the art of negotiation.

V. COURSE REQUIREMENTS AND ASSIGNMENTS

A. Textbook readings and lecture presentations

B. Course Requirements Checklist

After reading the Course Syllabus and [Student Expectations](#), the student will complete the related checklist found in Module/Week 1.

C. Discussion Board Forums (5)

Discussion boards are collaborative learning experiences. Therefore, the student is required to create a thread in response to the provided prompt for each forum. Each thread must be 400–500 words and demonstrate course-related knowledge. In addition to the thread, the student is required to reply to at least 2 classmates' threads. Each reply must be 150–200 words.

D. Paper 1

The student will write a 3–5-page research-based paper in current Bluebook format that focuses on how planning for a negotiation specifically affects one's strategy in submitting proposals, responding to offers or counter offers, narrowing differences, and reaching closure. The paper must include at least 3 references in addition to the course textbooks and the Bible. The paper must also have a title page and must make use of reader-friendly aids, such as section summaries, tables of contents, indices, and appendices, when appropriate.

E. Paper 2

The student will write a 5–7-page research-based paper in current Bluebook format that focuses on the purpose for negotiation, the purpose for planning and understanding tactics, and how these tactics can be applied when utilizing alternative dispute resolution. The paper must include at least 5 references in addition to the course textbooks and the Bible. The paper must also have a title page and must make use of reader-friendly aids, such as section summaries, tables of contents, indices, and appendices, when appropriate.

F. Exam

The exam will cover the Reading & Study material for the assigned modules/weeks. The exam will be open-book/open-notes, contain 20 multiple-choice questions, and have a 1-hour time limit.

VI. COURSE GRADING AND POLICIES**A. Points**

Course Requirements Checklist	10
Discussion Board Forums (5 at 100 pts ea)	500
Paper 1	150
Paper 2	250
Exam	100
Total	1010

B. Scale

A = 900–1010 B = 800–899 C = 700–799 D = 600–699 F = 0–599

C. Disability Assistance

Students with a documented disability may contact Liberty University Online's Office of Disability Academic Support (ODAS) at LUOODAS@liberty.edu to make arrangements for academic accommodations. Further information can be found at www.liberty.edu/disabilitysupport.

COURSE SCHEDULE

GOVT 408

MODULE/ WEEK	READING & STUDY	ASSIGNMENTS	POINTS
1	Gifford & Rhee: pp. 1–50 1 presentation	Course Requirements Checklist Class Introductions DB Forum 1	10 0 100
2	Gifford & Rhee: pp. 51–80 1 presentation	DB Forum 2	100
3	Gifford & Rhee: pp. 81–124 1 presentation	DB Forum 3	100
4	Gifford & Rhee: pp. 125–152 1 presentation	Exam	100
5	Gifford & Rhee: pp. 153–216 1 presentation	Paper 1	150
6	Gifford & Rhee: pp. 217–242 1 presentation	DB Forum 4	100
7	Gifford & Rhee: pp. 261–284 1 presentation	Paper 2	250
8	Gifford & Rhee: pp. 311–334 1 presentation	DB Forum 5	100
TOTAL			1010

DB = Discussion Board

NOTE: Each course module/week (except Module/Week 1) begins on Tuesday morning at 12:00 a.m. (ET) and ends on Monday night at 11:59 p.m. (ET). The final module/week ends at 11:59 p.m. (ET) on **Friday**.