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TM25_DIP_GIU

Teach Mob – Visiting Professors Academic year 2015/2016

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| 1st term |
| COURSE TITLE The Lawyer as a Negotiator |
| Scientific area Law |
| Department of Law |
| Language used to teach ITALIAN OR ENGLISH |
| Course summary Negotiations skills are necessary for anyone working in an organizational setting, or just interacting with family and peers. Even more so, negotiation is of critical importance for lawyers, especially when working in an international context. Yet, few have studied the negotiation process, the reasons why negotiations often fail, and the characteristics of effective negotiators. This course combines theory and practice in an effort to improve both understanding of the negotiation process and effectiveness as a lawyer-negotiator. In particular, it examines the skills, constraints, and dynamics of the negotiation process, with particular reference to the role of lawyers and advocates participating in the process on behalf of others. A theoretical framework for understanding negotiation practice in a variety of commercial contexts will be developed through readings, as well as highly interactive exercises and role-plays. The course addresses fundamental skills such as systematic preparation, management of the negotiation process, and identification of optimal agreements. Ethical constraints of negotiation also are considered. Course content is drawn from the fields of law, psychology, business, and communication |
| Learning objectives The course will: <ol style="list-style-type: none">1) increase awareness of negotiation and of negotiating behavior;2) enhance negotiating skills; and3) provide with analytical tools and concepts for thinking about negotiation. |

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| Visiting Professor Profile An International Professor with a particular knowledge in ADR Law; he must be author of books and articles on ADR in international journals. A specific role as mediator in international field will be favorably considered. |
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| Contact person at the Department Prof.ssa Laura Scomparin laura.scomparin@unito.it |
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