

Aristotle University of Thessaloniki

Faculty of Law

Bachelor of Laws (LL.B.)

Course Syllabus

1. Course Information

- **Title:** Negotiations
- **Code:** LLB20
- **ECTS:** 6
- **Hours per week:** 4
- **Academic Year:** 2nd
- **Teaching Period:** Spring Semester
- **Mode of Delivery:** Face-to-Face
- **Language of Instruction/Assessment:** English
- **Course Type:** Mandatory

2. Course Description

The course addresses the fundamental theoretical foundations of negotiation and familiarizes students with concepts such as the bottom line, BATNA, ZOPA, anchoring, etc. But it places more emphasis on the skills, strategies and techniques that are applied in practice for effective negotiation outcomes. Such practical interpersonal skills (better known in the literature as “soft skills”) are particularly helpful for lawyers that can apply them to concrete situations they face in their day-to-day transactions with clients and other lawyers. Negotiation is essentially a process of communication, trust building, and mutual persuasion. Thus, learning how to negotiate has become a valuable tool in everyday legal practice. The course aims to show you how to negotiate successfully today by adapting proven negotiation principles and strategies to classical contexts (such as resolving cultural and political differences) to the challenging new ones: online deals, the new social media, reaching agreements over Zoom or during a crisis.

3. Keywords

Negotiation; distributive bargaining; integrative bargaining; soft skills; expanding the pie; problem-solving; reaching wise agreements; strategic decision-making

4. Learning Outcomes

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

1. handle extreme demands and learn to draft realistic, wise agreements
2. think strategically
3. identify the different types of negotiation
4. handle multi-issue and multi-party negotiations
5. develop soft skills that will allow them to become superior deal makers

5. General Skills to Be Acquired

- Apply knowledge in practice
- Learn to think strategically
- Make rational wise decisions
- Work in an international context
- Work in an interdisciplinary team
- Generate new research ideas
- Appreciate diversity and multiculturalism
- Respect the natural environment
- Be critical and self-critical
- Advance free, creative, and causative thinking

6. Course Content (Topics)

1. Why Negotiate?

2. The Lawyer as Negotiator – An introduction to ADR
3. The taxonomy of disputes (distributive vs integrative bargaining)
4. The method of Principled Negotiation
5. Claiming value (simulated game)
6. Claiming value (theory)
7. How to be successful when the other side is more powerful (simulated game)
8. Power asymmetries in negotiations (theory)
9. Creating value (simulated game)
10. Creating value (theory)
11. Essential techniques that increase our leverage IQ
12. Navigating the pitfalls of multi-issue bargaining
13. Complex games, psychological traps and difficult players

7. Teaching Methods

- Lectures
- Role-playing games
- Case law workshops
- Student presentations and structured debate
- Guided reading and legal reasoning exercises

8. Assessment Methods

Method	Weight	Description
Final Exam	60%	Closed book
Final Paper	30%	Written assignment*
Participation and Engagement	10%	Constructive attendance, preparedness, contribution

Note: A minimum final exam score of 50% is required to pass.

* It will be a description and analysis of one of the simulated negotiation exercises that have been conducted in class during the course

9. A. Ethics

Students are reminded that all submitted work must comply with the University's academic [integrity policy](#). Plagiarism or unauthorised collaboration will result in disciplinary measures.

B. Course Policies

- Attendance is strongly encouraged.
- All assignments must be submitted on time via the designated platform.
- Special accommodations will be made for students with documented learning or health needs in accordance with university policy.

10. Use of Information and Communication Technologies (ICT)

- **Use in Teaching:** (e.g. digital slides, audiovisual aids, interactive tools like Mentimeter)
- **Use in Communication:** (e.g. E-learning platform, Zoom/Google Meet for office hours)
- **Digital Resources:** (e.g. online legal databases, podcasts, video lectures)

11. Bibliography

- **Books/E-books**

Albin, C. (2001). Justice and fairness in international negotiation. Cambridge University Press.

Bazerman, M. H. (2025). Negotiation: The game has changed. Princeton University Press.

Fisher, R., & Ury, W. (1991). Getting to yes: Negotiating an agreement without giving in (2nd ed.; B. Patton, Ed.). Random House Business Books.

Fisher, R., & Ury, W. (2014). *Getting past no: Negotiating with difficult people*. Cornerstone Digital.

Grace, C., & Wilkinson, P. (1978). *Negotiating the law: Social work and legal services*. Routledge & Kegan Paul.

Korobkin, Russell. (2014). *Negotiation theory and strategy*. Wolters Kluwer Law & Business.

Lewicki, R. J., Barry, B., & Saunders, D. M. (2014). *Negotiation: Readings, exercises and cases* (7th rev. ed.). McGraw-Hill Europe.

Menkel-Meadow, C. (2022). *Negotiation: A Very Short Introduction (Very Short Introductions)(ebook)*. Oxford University Press.

<https://www.amazon.co.uk/dp/B0BCQYGMLC?tag=oupacademic0b-21&linkCode=osi&th=1&psc=1>

Mnookin, R. (2010). *Bargaining with the devil: When to negotiate, when to fight*. Simon & Schuster Paperbacks.

Morris, M. W., & Gelfand, M. J. (2004). The handbook of negotiation and culture. In M. J. Gelfand & J. M. Brett (Eds.), *The handbook of negotiation and culture*. Stanford Business Books.

Opresnik, M. O. (2014). The Hidden Rules of Successful Negotiation and Communication Getting to Yes! In *Management for Professionals: Vol. Part F308(e-book)*. Springer Nature. <https://doi.org/10.1007/978-3-319-06194-8>

Plantey, A. (2007). *International negotiation in the twenty-first century*. Routledge-Cavendish.

Roeder, L. W., & Simard, A. (2013). Diplomacy and negotiation for humanitarian NGOs. In *Diplomacy and Negotiation for Humanitarian NGOs (ebook)*. Springer New York. <https://doi.org/10.1007/978-1-4614-7113-4>

Shell, G. R. (2006). *Bargaining for advantage: Negotiation strategies for reasonable people* (2nd ed.). Penguin Books.

Thompson, L. L. (2014). *The mind and heart of the negotiator* (6th ed.). Pearson.

Zartman, I. W. (2008). *Negotiation and conflict management: Essays on theory and practice*. Routledge.

- Databases

Westlaw UK Academic	https://law.auth.gr/en/subscription-to-electronic-databases-2/
HeinOnline Academic Core and Kluwer Law International Journal Library	https://law.auth.gr/en/subscription-to-electronic-databases-2/
Beck-online PREMIUM	https://law.auth.gr/en/subscription-to-electronic-databases-2/
O.U.P Oxford Public International Law	https://law.auth.gr/en/subscription-to-electronic-databases-2/
O.U.P Max Planck Encyclopedia of Comparative Constitutional Law	https://law.auth.gr/en/subscription-to-electronic-databases-2/
Dalloz.fr	https://law.auth.gr/en/subscription-to-electronic-databases-2/
JURIS Zusatzmodul Hochschulen, BGB Staudinger Online	https://law.auth.gr/en/subscription-to-electronic-databases-2/
Kluwer Law Online (30 journals)	https://law.auth.gr/en/subscription-to-electronic-databases-2/
IAReporter. Investment Arbitration Report	https://law.auth.gr/en/subscription-to-electronic-databases-2/
Cambridge Core (Law)	https://www.cambridge.org/core/browse-subjects/law
EBSCO	https://research.ebsco.com/c/quc7ji/search/advanced/filters?autocorrect=y&isDashboardExpanded=true
ProQuest Central	https://www.proquest.com/central/topicpaths/AbiGlobal_business/0?accountid=8359#0
Springer link	https://link.springer.com/
Taylor & Francis e-books	https://www.taylorfrancis.com/search?subject=SC_LW
Taylor & Francis e-journals	https://www.tandfonline.com/subjects/law
The Making of Modern Law: Legal Treatises 1800-1926 (Gale)	https://go.gale.com/ps/start.do?p=MOML&u=arist&cookieConsent=true&analyticsOptout=false&aty=ip

Wiley online Library	https://onlinelibrary.wiley.com/action/showPublications?startPage=&ConceptID=85
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- **Additional Databases**

<https://www.global-negotiation.org/resource-database>

<https://law.gwu.libguides.com/negotiation>

<https://guides.library.utoronto.ca/c.php?g=737801&p=5316158>