ClearAlignment

CourseCalibration Report for "Negotiation" Course

> CourseCalibration is a report based on a process that determines alignment with the original CourseMap and the course organization as shown in the learning management system. The report includes recommendations for realignment and/or replacement tools and routines.
>
> The following are reasons for CourseCalibrations:
> - Checking fidelity to original CourseMap at end of course
> - Verifying alignment of course updates or modifications
> - Providing evidence of alignment to a stakeholder
> - Assisting in curriculum reviews and accreditation activities

CourseCalibration Report Summary

1. "Checking fidelity to original CourseMap at end of course" was the initiation trigger for the **Negotiation** CourseCalibration.

2. Course Alignment Findings

   A. Alignment with Relevant Standards
   The **Negotiation** course, as shown in the Learning Management System (LMS), aligns with the American Bar Association (ABA) 2015 Standard 302

   - *Knowledge and understanding of substantive and procedural law*
   - *Legal analysis and reasoning, legal research, problem-solving, and written and oral communication in the legal context*
   - *Exercise of proper professional and ethical responsibilities to clients and the legal system.*

   Weekly activities include opportunities for practicing written and oral communication skills regarding the students' critical analysis negotiation skills, ethics. There are also multiple assignments designed to explore and reflect on societal values, ethics, and diverse perspectives.

   B. Alignment with Course Learning Objectives
   The **Negotiation** course, as shown in the LMS, aligns with the eight student-centric learning objectives. In each of the four thematic modules, activities and assessments support student success. There were minor adjustments from the original CourseMap in a couple of the activities, but the adjustments did not impinge on the integrity of the learning objective.

   C. Alignment with Quality Matters
   Negotiation aligns 100% the Quality Matters standards regarding *Learning Objectives, Assessment and Measurement, Instructional Materials, and Learning Activities and Learner Interaction.*

   D. Alignment with Universal Design for Learning (UDL) Guidelines
   Negotiation aligns 100% the UDL model regarding

- *Engagement* (The course has opportunities for "developing self-assessment and reflection"
- *Representation* (The course activities helps student discover "patterns, critical features, big ideas")
- *Action & Expression* (The course helps students "build fluencies with graduated levels of support for practice and performance")

3. Recommendations
   There were no significant misalignments noted in the course as shown in the LMS. This course offers multiple modalities and activities for student-to-student and student-to-professor interactions. These activities engage critical thinking, creativity and self-regulation.

The following pages show the complete CourseCalibration report. The ClearAlignment team made a comparison of the final CourseMap with the student-view of the course in Blackboard. Alignment ratings for each component of the module may be one of the following:
- Aligned with CourseMap
- No significant misalignment noted
- A significant misalignment noted but no adjustment made
- An adjustment was made to correct the misalignment to an acceptable level

ClearAlignment

This section lays out context and content provided by the original syllabus and school website.

Concentration Description	The Juris Doctor (J.D.) degree gives you the core knowledge, aptitude and skills to build your career as a profession-ready lawyer in a broad spectrum of fields. Our innovative approach to legal education, our vast and connected alumni network, and our focus on collaboration will help you create the foundation for lifetime of successes.
Applicable Standards	American Bar Association (ABA) 2015 Standard 302 • Knowledge and understanding of substantive and procedural law • Legal analysis and reasoning, legal research, problem-solving, and written and oral communication in the legal context • Exercise of proper professional and ethical responsibilities to clients and the legal system • Other professional skills needed for competent and ethical participation as a member of the legal profession.
Catalog Description	The course will emphasize learning the skills of negotiation by simulations in which students will negotiate and watch their classmates negotiate. Class members will conduct three negotiations during the weekend – a simple sales contract, a retainer agreement between an attorney and a client, and a complex multi-party dispute.
Course length	15 weeks Delivery Goal: Blended
Assignments	• Classroom Discussions • Negotiation Preparation Documents • Executive Summaries • Thomas Kilmann Conflict Mode Instrument • Listening Assessment Test
Assessment	Peer evaluation
Textbook	• Carrie Menkel-Meadow, Andrea Kupfer Schneider & Lila Porter Love. Negotiation: Processes for Problem Solving, 2nd Edition (Aspen 2014) – herein TEXT. • Roger Fisher, William L. Ury & Bruce Patton, Getting to Yes, Negotiating Agreement Without Giving In (Penguin 2011) • Binder et al, Lawyers as Counselors: Client-Centered Approach, 3rd Edition, pgs 247-268 • Andrea Kupfer Schneider, Teaching a New Negotiation Paradigm, (39 Wash. U. J. L. & Policy 2013) • Elizabeth L. Jeglic & Alexander Jelic, Negotiating with Disordered People NEGOTIATION FIELDBOOK, pgs 335-34 • Roger Swartz, The Skilled Facilitator: Practical Wisdom for Developing Effective Groups, pgs 73-209 • G. Nicholas Herman, Plea Bargaining, pgs 107-195 • Adam Liptak, "Public Defenders Get Better Marks when on Salary," NY Times, A1, July 14, 2007.
Prerequisites	Not known
Program Name	J.D. Degree
LMS	Blackboard

Module 1: Engaging in Objective Negotiation

This section assigns alignment ratings for each component in Module 1.

ABA Standard:	Module 1: Module 1 - Engaging in Objective Negotiation Weeks 1-2	CourseCalibration Rating
• Other professional skills needed for competent and ethical participation as a member of the legal profession.	**Learning Objective #1:** Using selected assessment tools, determine listening skills and your conflict style.	Aligned with CourseMap
	Lecture Content • Application of listening skills and conflict resolution	Aligned with CourseMap
	Reading Assignment: • TEXT, pgs 3-40 • Binder et. al., pgs 247-268	Aligned with CourseMap
	Assignment: • Thomas Kilmann Conflict Mode Instrument • Listening Assessment test	No significant misalignment noted ==(MTBI personality assessment added)==
	Assessments: • In-class role play emphasizing listening and conflict resolution	Aligned with CourseMap
ABA Standard: • Legal analysis and reasoning, legal research, problem-solving, and written and oral communication in the legal context.	**Learning Objective #2:** Based on a selected scenario, apply and provide rationale in your Negotiation Planning Document for the appropriate negotiation theory.	Aligned with CourseMap
	Lecture Content • Negotiation theories	Aligned with CourseMap
	Reading Assignment: • TEXT pgs 41-77 • Binder et al pgs 247-268	Aligned with CourseMap
	Assignment: • Negotiation Planning Document 1	Aligned with CourseMap
	Assessments: • In-class role play emphasizing negotiation theories	Aligned with CourseMap

Module 2: Distinguishing Between Negotiating and Bargaining

This section assigns alignment ratings for each component in Module 2.

ABA Standards: - Legal analysis and reasoning, legal research, problem-solving, and written and oral communication in the legal context. - Other professional skills needed for competent and ethical participation as a member of the legal profession.	Module 2 - Distinguishing Between Negotiating and Bargaining Weeks 3 - 4	CourseCalibration Rating
	Learning Objective #1: Based on a selected scenario, apply and determine appropriate situations in your Negotiation Planning Document for using integrative or distributive negotiation skills.	Aligned with CourseMap
	Lecture Content: • Integrative and distributive negotiation skills	Aligned with CourseMap
	Reading Assignment: • TEXT, pgs 79-160	Aligned with CourseMap
	Assignment: • Negotiation Planning Document 2	Aligned with CourseMap
	Assessments: • In-class role play emphasizing integrative and distributive skills • Executive Summary 1	Aligned with CourseMap

Module 3: Negotiating and Relating to Your Client and Counterpart

This section assigns alignment ratings for each component in Module 3.

ABA Standards: • Legal analysis and reasoning, legal research, problem-solving, and written and oral. communication in the legal context • Exercise of proper professional and ethical responsibilities to clients and the legal system. • Other professional skills needed for competent and ethical participation as a member of the legal profession.	Module 3 - Negotiating and Relating to Your Client and Counterpart Weeks 5-8	CourseCalibration Rating
	Learning Objective #1: Based on a selected scenario, apply and describe in your Negotiation Planning Document strategies for interpersonal communication styles.	Aligned with CourseMap
	Lecture Content: • Communicating for information exchange, trust, apology, and power	Aligned with CourseMap
	Reading Assignments: • TEXT, pgs 161-201 • Andrea Kupfer Schneider	Aligned with CourseMap
	Assignment: • Negotiation Planning Document 3	Aligned with CourseMap
	Assessment: • In-class role play emphasizing interpersonal communication skills	Aligned with CourseMap
	Learning Objective #2: Based on a selected scenario, apply and practice strategies for understanding emotions.	Aligned with CourseMap
	Lecture Content: • Understanding emotions	Aligned with CourseMap
	Reading Assignment: • TEXT, pgs 202-313	Aligned with CourseMap
	Assignment: • Negotiation Planning Document 4	Aligned with CourseMap
	Assessments: • In-class role play emphasizing the impact of emotions during negotiations. • Executive Summary 2	No significant misalignment noted <mark>(Scenarios provided by students)</mark>

Module 4: Negotiating Ethically

This section assigns alignment ratings for each component in Module 4.

ABA Standards:	Module 4 - Negotiating Ethically Weeks 9-15	CourseCalibration Rating
• Legal analysis and reasoning, legal research, problem-solving, and written and oral communication in the legal context. • Exercise of proper professional and ethical responsibilities to clients and the legal system. • Other professional skills needed for competent and ethical participation as a member of the legal profession.	**Learning Objective #1**: Based on a selected scenario, apply and describe in your Negotiation Planning Document strategies that address culture, gender, and race.	Aligned with CourseMap
	Lecture Content: • Impact of culture, gender and race during negotiations	Aligned with CourseMap
	Reading Assignment: • TEXT, pgs 353-389	Aligned with CourseMap
	Assignment: • Negotiation Planning Document 5	Aligned with CourseMap
	Assessment: • In-class role play emphasizing the impact of culture, gender, and race when negotiating.	Aligned with CourseMap
	Learning Objective #2: Based on a selected scenario, apply and describe in your Negotiation Planning Document strategies that address ethical negotiation.	Aligned with CourseMap
	Lecture Content: • Ethical negotiation	Aligned with CourseMap
	Reading Assignment: • TEXT, pgs 393-429	No significant misalignment noted
	Assignment: • Negotiation Planning Document 6	No significant misalignment noted
	Assessments: • In-class role play emphasizing the ethical negotiations. • Executive Summary 4	Aligned with CourseMap
	Learning Objective #3: Based on a selected scenario, apply and describe in your Negotiation Planning Document strategies that address barriers to negotiation.	Aligned with CourseMap
	Lecture Content: • Negotiation barriers	Aligned with CourseMap
	Reading Assignments: • TEXT, pgs 315-351 • Elizabeth L. Jeglic & Alexander Jelic	Aligned with CourseMap
	Assignment: • Negotiation Planning Document 7	Aligned with CourseMap
	Assessments: • In-class role play emphasizing barriers to negotiations. • Executive Summary 5	Aligned with CourseMap
	Learning Objective #4: Based on a selected scenario, apply and describe in your Negotiation Planning	Aligned with CourseMap

	Document strategies that address negotiating multi-party cases and plea bargaining.	
	Lecture Content: • Multi-party cases and plea bargaining	No significant misalignment noted <mark>(Further content on ethics added to lecture)</mark>
	Reading Assignments: • TEXT, pgs 469-508 • Roger Swartz • G. Nicholas Herman • Adam Liptak	Aligned with CourseMap
	Assignment: • Negotiation Planning Document 8	Aligned with CourseMap
	Assessments: • In-class role play featuring a multi-party case resulting in plea bargaining. • Peer evaluation	No significant misalignment noted <mark>(Peer evaluation rubric added)</mark>