

INL 434 : International Negotiation & Dispute Settlement

In today's global marketplace, legal negotiations conducted by individuals in the context of international business, government matters, and dispute resolution are increasingly important. Negotiation is the process by which two or more parties overcome competing interests, needs, and desires to resolve a particular problem. In the field of law, every lawyer negotiates whether it relates to commercial agreements, business relationships, real estate transactions, employment concerns, intellectual property, finance, dispute resolution (litigation/arbitration), governmental affairs, or other matters. One does not have to be a lawyer to negotiate though. Corporate workers, contract manager, governmental staff, and others negotiate on a daily basis. However, many people negotiate without sufficiently understanding the skills, strategies, approaches, and choices necessary to succeed. This course is designed to enhance your understanding of negotiations in an international context. More specifically, it is intended to teach you about the theory and practice of international business negotiations, international contract drafting, and dispute settlement.

Credits 3

Prerequisite Courses

LAW 433

LAW 434

LAW 436

LAW 437

LAW 438

Corequisites

NONE