

Negotiation Teaching Materials

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# Civil Rights Settlement - Overview

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DISPUTE RESOLUTION INSTITUTE  
Teaching Materials  
Simulations

*“Civil Rights Settlement”*  
(*Morales v. Heritage Homes, et al.*)

**Overview**

This is a complex, lengthy simulation intended for law students for negotiating and exchanging multiple drafts and revisions of a civil rights settlement agreement. The underlying scenario involves a legal dispute between a home remodeling retailer and a roofer. The roofer alleges that the retailer withheld roofing business from the roofer by accommodating illegal requests from owners to avoid Mexican roofers. The litigation between the parties is approaching trial, and the parties have been ordered by the judge to try one last attempt at settlement. Students play the lawyers. Because of the high level of acrimony between the parties and the complexity of the potential settlement provisions, practicing lawyers or faculty are encouraged to play clients to simulate the complexity and difficulty of reaching an agreement in this scenario. This simulation is designed for use over multiple class periods. See Instructor Notes & Background for more details.

**Skills Addressed:** Negotiation, Drafting, Client Counseling, Conflict Resolution, ADR

**Target Audience:** Law Students (2Ls and 3Ls)

**Author:** Jim Hilbert

**Source:** Dispute Resolution Institute, Mitchell Hamline School of Law

NOTE: These simulation materials are available at no charge to instructors who wish to use the materials for teaching. To access the other related documents for this simulation, please contact [Jim Hilbert](mailto:Jim.Hilbert@mitchellhamline.edu). More information is available at [open.mitchellhamline.edu/dri\\_teachingmaterials](https://open.mitchellhamline.edu/dri_teachingmaterials).