

Negotiation Teaching Materials

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# Movie Star - Overview

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DISPUTE RESOLUTION INSTITUTE  
Teaching Materials  
Simulations

*“Movie Star”*  
*Basic Services Agreement*

**Overview**

This is a basic in-class negotiating and drafting simulation intended for law students. The underlying scenario involves a potential deal between a novice filmmaker, Kia Zorn, and a fading rock star, Klaus Herzog (the lead singer of Zur Ümlaut), who is hoping to land the lead role in Zorn’s new movie and begin a second career as a movie star. The movie will begin shooting next month and has a very limited budget. The students negotiate and draft various components of an agreement. The scenario is traditionally used for drafting indemnification, limited damages and termination provisions, although the scenario could be used for any number of other purposes. It also works well as a counterpart to the Math Tutor simulation, because it is of equal complexity and also involves students playing clients (so students who played clients in the Math Tutor simulation can play lawyers here, for example). The simulation is designed for use in one class session plus a drafting assignment (the drafting assignment is typically reviewed in the next class session). The in-class time for the exercise is less than two hours. *See* Instructor Notes & Background for more details.

**Skills Addressed:** Negotiation, Drafting, Client Counseling

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

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**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@open.mitchellhamline.edu). More information is available at [open.mitchellhamline.edu/dri\\_teachingmaterials](https://open.mitchellhamline.edu/dri_teachingmaterials).