

Negotiation Teaching Materials

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Nutraceuticals, Inc. - Overview

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DISPUTE RESOLUTION INSTITUTE
Teaching Materials
Simulations

“Nutraceuticals, Inc.”
(Labor Dispute)

Overview

This is a compact simulation intended for law students for resolving a labor dispute. The underlying scenario involves a dispute between management of an alternative health care provider (“Nutraceuticals, Inc.”) and the health care practitioners (“HCPs”) with whom it contracts to provide medical services to its patients. The HCPs are a separate organization and not employees of Nutraceuticals, but both parties need each other to function. A dispute has arisen over various aspects of their relationship, including quality control and professional development. Students play both clients and lawyers. This simulation is designed for use in one class period (less than two hours). See Instructor Notes & Background for more details.

Skills Addressed: Negotiation, Client Counseling, Conflict Resolution

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.