

Negotiation Teaching Materials

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Lease Game - Overview

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DISPUTE RESOLUTION INSTITUTE
Teaching Materials
Simulations

*“Lease Game”
Scored Negotiation*

Overview

This is a scored negotiation exercise intended for law students and professionals. The underlying scenario involves the negotiation of a commercial lease between a tenant (law firm) and a landlord (large owner of multiple office parks). The student negotiators receive points depending on which specific provisions are included in the final deal. A private “points grid” is provided to each side with a list of the points received for each item. The simulation is designed for use in one class session. The in-class time for the exercise is approximately two hours. See Instructor Notes & Background for more details.

Skills Addressed: Negotiation
Target Audience: Law Students (2Ls and 3Ls) and Professionals
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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@mitchellhamline.edu). More information is available at open.mitchellhamline.edu/dri_teachingmaterials.