Missile Base in Turkey - Overview

Jim Hilbert
Mitchell Hamline School of Law, jim.hilbert@mitchellhamline.edu

Follow this and additional works at: http://open.mitchellhamline.edu/dri_teachingmaterials

Recommended Citation
http://open.mitchellhamline.edu/dri_teachingmaterials/10

This Simulation is brought to you for free and open access by Mitchell Hamline Open Access. It has been accepted for inclusion in Negotiation Teaching Materials by an authorized administrator of Mitchell Hamline Open Access. For more information, please contact sean.felhofer@mitchellhamline.edu.
“Missile Base in Turkey”
Scored Negotiation

Overview

This is a scored negotiation exercise intended for law students and professionals. The underlying scenario involves the negotiation of a possible American missile base in Turkey. The student negotiators receive points depending on which specific provisions are included in the final deal. A confidential “points grid” is provided to each side with a list of the points available for each potential agreement term. 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, scored exercise, MOU, points
Target Audience: Law Students (2Ls and 3Ls) and Professionals
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. More information is available at open.mitchellhamline.edu/dri_teachingmaterials.