

Negotiation Teaching Materials

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Bar Fight - Overview

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DISPUTE RESOLUTION INSTITUTE
Teaching Materials
Simulations

“Bar Fight”
(*Taylor v. Zira’s*)

Overview

This is a compact simulation intended for law students for negotiating a personal injury settlement agreement. The underlying scenario involves a bar fight allegedly started by the plaintiff (Taylor), where the plaintiff was injured by employees of a mythical local bar (Zira’s). Taylor alleges that he was injured and lost jobs as a result of the incident. His alleged damages include medical expenses, lost wages and emotional distress. Taylor has not filed a complaint, and the parties are interested in negotiating an early resolution to the dispute. Students play both the clients and the lawyers, negotiate a fee arrangement between the client and attorney, and negotiate a settlement agreement between the parties. 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, ADR

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@mitchellhamline.edu). More information is available at open.mitchellhamline.edu/dri_teachingmaterials.