

Negotiation Teaching Materials

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Debate Rules - Overview

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DISPUTE RESOLUTION INSTITUTE
Teaching Materials
Simulations

“Debate Rules MOU”
Scored MOU Negotiation

Overview

This is a scored negotiation exercise intended for law students and professionals. The underlying scenario involves the negotiation of a memorandum of understanding (MOU) between two cities (Minneapolis and St. Paul) on rules for a debate between the mayors of the cities. Sample MOUs on debate rules are included from past presidential campaigns. 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 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, scored exercise, MOU, points
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@open.mitchellhamline.edu). More information is available at open.mitchellhamline.edu/dri_teachingmaterials.