

Negotiation Teaching Materials

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Foggy Tops - Overview

Jim Hilbert

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

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DISPUTE RESOLUTION INSTITUTE
Teaching Materials
Simulations

*“Foggy Tops”
Employment Dispute*

Overview

This is a basic dispute resolution scenario focused on negotiating the early resolution of an employment dispute. A high-priced employee (Wells Menz) has been fired by his employer (Foggy Tops), and the lawyers (played by students) must attempt to negotiate a resolution. One side has been given instructions to be more adversarial; the other side has been directed to remain interest-based. The scenario is designed for use in one class period (less than two hours). *See* Instructor Notes & Background for more details.

Skills Addressed: Negotiation, Conflict Resolution

Target Audience: Law Students (2Ls and 3Ls)

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](mailto:Jim.Hilbert@mitchellhamline.edu). More information is available at open.mitchellhamline.edu/dri_teachingmaterials.