

Negotiation Teaching Materials

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The Cap - Overview

Jim Hilbert

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

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DISPUTE RESOLUTION INSTITUTE
Teaching Materials
Simulations

“The Cap”
International Business Transaction

Overview

This is a complex scenario designed for a condensed law school simulation course. Traditionally, the scenario has been used with a three credit, two week international program with law students from the United States and England. The scenario involves legal research, managing clients, and negotiating and drafting a complex international business transaction. The legal issues include advanced contract terms and international business law.

In the scenario, an English company has invented a device that allows computer users to input words and phrases into a computer by merely thinking of the particular word or phrase. The product (nicknamed “*the cap*”) fits tightly over the heads of computer users like a shower cap, recording electronic patterns emitted from the brain when the user thinks of different words. Wearing *the cap*, a person can concentrate on the desired word or phrase, and the computer translates the user’s electronic brain waves into words on the screen just as if the user had typed them on a keyboard. An American company has designed key software for the new device.

Students work in teams representing the companies and negotiating the agreement, and faculty play the clients (business executives from each company). See Instructor Notes & Background for more details.

Skills Addressed: Negotiation, Drafting, Client Counseling, 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@open.mitchellhamline.edu). More information is available at open.mitchellhamline.edu/dri_teachingmaterials.