

Negotiation Teaching Materials

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# William and Olivia - Overview

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Simulations

*“William and Olivia”  
Basic Real Estate Negotiation*

**Overview**

This is a basic real estate negotiation between two siblings who have entered the commercial real estate business together. Olivia has provided the initial monetary resources and signed the mortgage. William, who has bad credit and no cash, has been spending time managing the property. The siblings never made a formal agreement on how to share profits, what to do about the eventual sale of the property, and how to handle ongoing management responsibilities. The siblings are now coming together to iron out the details. The scenario is designed for use in one class period (less than two hours). *See* Instructor Notes & Background for more details.

**Skills Addressed:** Negotiation  
**Target Audience:** Law Students (2Ls and 3Ls) / 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](mailto:Jim.Hilbert@mitchellhamline.edu). More information is available at [open.mitchellhamline.edu/dri\\_teachingmaterials](https://open.mitchellhamline.edu/dri_teachingmaterials).