

## HARVARD NEGOTIATORS INFO AND APPLICATION

**Our Mission:** Harvard Negotiators (“HN”) is an HLS student organization that seeks to provide law students with opportunities to become actively involved in the field of negotiation and dispute resolution while working with clients in the "real" world.

Using the core concepts developed by faculty and researchers at the Program on Negotiation, Harvard Negotiators works on teams to design systems for dealing with internal disputes, conduct conflict assessments of complex real-life situations, or provide advice for upcoming negotiations.

All interested HLS students are invited to join regardless of experience level.

**Opportunities:** Through Harvard Negotiators, you can participate in a number of ongoing projects in the Boston area and around the world. Harvard Negotiators will have the opportunity to:

- Help real clients overcome challenges in negotiation and dispute resolution
- Conduct Research on negotiation theory at Harvard
- Train outside organizations in negotiation skills
- Participate in negotiation competitions and simulations

**Requirements:** For students who have not yet taken the Negotiation Workshop, Harvard Negotiators **offers a one-day Basic Training, which will be held on October 3, 2009 from 9:30 am - 5:00 pm. The training is mandatory for those students who have not yet completed the Negotiation Workshop.** The Basic Training exposes you to foundational concepts in negotiation and dispute resolution theory, which you will build upon during the year through your projects. In addition, each new member must commit to participating in one Negotiators Project. Students may also fulfill this requirement by helping organize Negotiation Competitions and Simulations that Harvard Negotiators conducts.

*For more information, please refer to the Harvard Negotiators website at:  
<http://www.law.harvard.edu/students/orgs/negotiators/>.*

## **HARVARD NEGOTIATORS PROJECT LIST FALL 2009**

### **FAIR Fund Project**

FAIR Fund is a non-profit organization that works internationally to engage youth, especially young women, in civil society in the areas of anti-human trafficking, domestic violence and sexual assault prevention, and the development of youth capacity-building programs. In Spring 2009, HN members worked with FAIR Fund to provide a simple and accessible instructional guide for at-risk youth on how to communicate effectively with others. This semester, HN project members will build off the instructional guide to develop a real-time training for FAIR Fund to administer in conjunction with other trainings they conduct in local high schools and other venues. The goal of the training will be to prepare and empower high-school age youth to have difficult or uncomfortable conversations with people they may view as figures of authority – for instance, social workers, boyfriends, or even older girls.

### **Prison Entrepreneurship Program (PEP)**

The Prison Entrepreneurship Program (PEP) is a Houston-based non-profit organization that provides educational and mentorship programs for enterprising incarcerated individuals. PEP aims to redirect the demonstrated entrepreneurial potential of PEP participants by bolstering the skills required for their successful, civic-minded reentry into society. Upon release, fewer than 5% of PEP graduates return to prison, and over 97% of them are employed within a month after release. PEP's extensive curriculum blends business education with life-skills development trainings. This semester, Harvard Negotiators will develop an accessible, engaging negotiation training course to help PEP participants learn to communicate better and more deftly manage conflict in their personal and professional lives.

### **American Academy of Matrimonial Lawyers (AAML)**

This semester, Harvard Negotiators will be surveying attorneys in the American Academy of Matrimonial Lawyers to determine best negotiation practices for renegotiating child support payments. More specifically, in light of the economic downturn and increased unemployment rates, many parties will need to renegotiate their child support payment schedules, possibly either by increasing the time that support is paid or by providing an additional benefit that was not previously granted, such as daycare or college tuition. After talking with members of the Academy, Harvard Negotiators will develop a best practices manual. The manual will be distributed to lower-income practitioners or legal aid facilities that are dealing with the same issues but might not have the same know-how as Academy practitioners. We will be speaking with Academy members in the month of October, and will be drafting the manual in November and early December.

## ... MORE WAYS TO GET INVOLVED!

### **NEGOTIATION SIMULATION**

#### **Multilateral Negotiation Simulation**

On November 14, the Negotiators will offer a multi-party negotiation simulation involving 6-12 players. Students from HLS and other schools will represent claimants in a reorganization of a genetically-modified food producer that has been sued by multiple consumers of its food products and forced to file for bankruptcy. Negotiators will experience a complex, multi-issue negotiation that will help prepare them for a career in business or tort negotiation, or simply better their understanding of the negotiations occurring in the bankruptcies resulting from the current economy. If interested, contact Michael Watson: [mwatson@jd11.law.harvard.edu](mailto:mwatson@jd11.law.harvard.edu)

### **NEGOTIATION COMPETITIONS**

Harvard Negotiators students have the option of participating in a number of negotiation competitions over the course of the year. Competitions include:

#### **FALL 2009**

#### **ABA Negotiation Competition**

The ABA Negotiation Competition asks participants, working in teams of two, to negotiate a series of legal problems against teams from other law schools. This year's regional competition will be held on November 14-15, 2009 at Western New England College School of Law. Winning teams advance to the national competition, to be held on February 5-6, 2010 in Orlando, FL. Anyone interested in participating in the Competition must contact Johanna Schwartz at [jschwartz@jd10.law.harvard.edu](mailto:jschwartz@jd10.law.harvard.edu) by October 8. Special consideration will be given to individuals willing to help organize next year's competition, which Negotiators will host at HLS.

#### **St. John's Securities Dispute Resolution Triathlon**

This is the inaugural year of an alternative dispute resolution (ADR) triathlon hosted by St. John's University Law School on October 17-18, 2009. The triathlon asks students, working in teams of three, to compete in events focusing on three forms of ADR: negotiation, mediation and arbitration. If interested in representing HLS at the Triathlon, send a CV and a brief statement of interest to Johanna Schwartz at [jschwartz@jd10.law.harvard.edu](mailto:jschwartz@jd10.law.harvard.edu).

## SPRING 2010

**International Negotiation Challenge, Leipzig, Germany.** Negotiators will send a Harvard team to the International Negotiation Challenge competition in Leipzig, Germany, over a weekend in late March or early April. A bursary from the Dean of Students will be available to contribute to traveling expenses; the German hosts will provide accommodation. If interested in being involved as a participant, contact Johanna Schwartz at [jschwartz@jd10.law.harvard.edu](mailto:jschwartz@jd10.law.harvard.edu)

**Williston Competition.** The competition, sponsored by Harvard Negotiators and the Dean of Students Office, offers first-year students the opportunity to practice negotiation and contract drafting and is entering its 57<sup>th</sup> year. The competition is a complex role-playing game in which students representing different parties must propose, negotiate, draft and conclude agreements to settle a difficult dispute. If interested in helping to plan and put on this event, contact Johanna Schwartz at [jschwartz@jd10.law.harvard.edu](mailto:jschwartz@jd10.law.harvard.edu).

## **TRAINING CORPS**

The Harvard Negotiators Training Corps is an opportunity for HLS students with experience in negotiation training to design and deliver trainings to real-world clients. The group is not a project to be signed up for on this form, but if you have a background or strong interest in training, teaching or negotiating, please contact HN Training Chair Zeke Reich at [zekereich@gmail.com](mailto:zekereich@gmail.com).

## Harvard Negotiators Training Application

The Harvard Negotiators training offers you a unique opportunity to learn about negotiation theory and hone your negotiation skills. The purpose of the training is to introduce you to the field of negotiation and prepare you to work on one or more of the Harvard Negotiators projects during the school year. In addition, we hope that we will spark your interest in the field so as to encourage you to explore the many other negotiation-related activities at Harvard Law School and beyond.

The training will be held on **Saturday, October 3<sup>rd</sup>, 2009 from 9:30 am - 5:00 pm**. If you have not already taken the Negotiation Workshop, the training is required for your participation in Negotiators Projects. If you have taken the Workshop or are currently enrolled, we encourage you to attend the training as an opportunity to learn more and practice your skills. Please note that by attending the training, you commit to participate in a Harvard Negotiators project or activity this year.

If you are interested in participating, please fill out the attached form and return it in hard copy to the box of Elaine Lin (3L) in the basement of Pound Hall. The application is also available online at <http://www.law.harvard.edu/students/orgs/negotiators/> and may be submitted via email at [elin@jd10.law.harvard.edu](mailto:elin@jd10.law.harvard.edu). **The deadline is Wednesday, September 30<sup>th</sup> at 6pm, and you will be notified by email of your acceptance to the training by 6pm the next day, October 1<sup>st</sup>.**

If you have any questions, feel free to contact Elaine Lin at [elin@jd10.law.harvard.edu](mailto:elin@jd10.law.harvard.edu) and Alykhan Shivji at [ashivji@jd11.law.harvard.edu](mailto:ashivji@jd11.law.harvard.edu) or refer to our website at <http://www.law.harvard.edu/students/orgs/negotiators/>.

**Application for Harvard Negotiators Training**

Application also available at <http://www.law.harvard.edu/students/orgs/negotiators/>.

Name: \_\_\_\_\_ E-mail: \_\_\_\_\_

School and year of graduation: \_\_\_\_\_

Have you taken the Negotiation Workshop? (circle one) Y N

*If "no," note that the HN Basic training from 9:30-5:00 on October 3rd is mandatory. If "yes," applicants need only attend from 3:30-5:00 pm.*

**Please briefly respond to the following:**

1. Why are you interested in joining Harvard Negotiators?

2. Please rank your project preferences (see attached sheet):

- a. FAIR Fund Project \_\_\_\_\_
- b. American Academy of Matrimonial Lawyers \_\_\_\_\_
- c. Prison Entrepreneurship Program \_\_\_\_\_
- d. Planning and Running Competitions/Simulations \_\_\_\_\_

**Commitment to participate in Harvard Negotiators projects/activities**

By submitting this application and signing below, I commit to participating in a Harvard Negotiators project and/or activity this semester.

Signature: \_\_\_\_\_

Please submit to the box of Elaine Lin (3L) in the basement of Pound Hall or via email at [elin@jd10.law.harvard.edu](mailto:elin@jd10.law.harvard.edu) by 6pm on Wednesday, September 30th, 2009.

## ADDITIONAL INFORMATION ABOUT HN

**Get involved.** Harvard Negotiators offers opportunities to practice, research and teach negotiation. Our members are involved with projects that cover a diverse array of subjects, including human rights, the environment, politics, and education.

- **Time commitment.** The time commitment for each project varies from as little as 10 hours per semester to a few hours per week. We will help you to choose projects that match your availability.
- **Your interests and experience level.** Members can choose the projects they wish to be involved with based on their interests and experience level. If you are new to Negotiators, we will work to pair you with more experienced members of the organization.
- **Your ideas.** Harvard Negotiators is open to student-generated project ideas. If you have any ideas for potential projects and would like help with development or collaboration, please contact one of our Project Managers. We are happy to work with you to set up new projects and build a team for working on them.
- **Current Projects.** Many of our projects are continuous, and new opportunities arise throughout the year. To learn about current projects, please contact us come to our next meeting.

**Clients.** Harvard Negotiators provides prospective clients with substantive work in negotiation and dispute resolution from highly motivated Harvard Law School students. Some of the projects we have been involved with in the past include:

- Providing negotiation advice to disputing parties: helping to develop strategies for upcoming negotiations, conducting a conflict assessment of an ongoing dispute, helping to mediate/prep/debrief/provide critiques for professional negotiators
- Offering negotiation workshops for students and employees: providing the building blocks for basic negotiation skills and interpersonal problem-solving
- Assisting with negotiation curricula development: providing support to schools or other educational institutions for developing a negotiation curriculum, helping businesses or other organizations update or initiate a training program for employees, helping specialists, advocates, or social workers with training/advising their clients or constituents
- Assisting in negotiation research: research for academic publications, professional handbooks, articles, substantive research projects