



Master *in* Law

CONTRACTS AND NEGOTIATIONS

LAWM 515 • Spring 2021

Tuesdays 5:30 – 8:15 PM



Brian W. Shaffer, Esq.

*Partner, Morgan Lewis &
Bockius LLP*

Designed for non-lawyers, Contracts and Negotiations is a practical, interdisciplinary course intended to provide a framework for drafting, understanding and enforcing legal agreements from the client's perspective, as well as the advocacy tools needed to negotiate them effectively. By the end of the course, students will be able to accurately capture the parties' understanding and draft for clarity, advantage, and compromise. Students will also have appropriate tactics to prepare for negotiations with different styles. Students will explore agreements based on actual or hypothetical business scenarios and will be encouraged to bring real-life problems to the class to be analyzed. The course will incorporate related topics, including the lawyer-client dynamic in contract negotiations, dispute resolution tools in the context of litigation, and ethical issues that may arise during negotiations.



Register on **Penn In Touch** using Subject Code **LAWM** or visit ML's Take a Law Class page at: <https://www.law.upenn.edu/admissions/master-in-law/take-a-class.php>

Interested in the Master in Law degree or Certificate in Law?
Visit www.law.upenn.edu/admissions/master-in-law