
TAKING TO TENNIS NEGOTIATION

General Information

Saxon Warrick is a Swiss tennis player currently ranked 4th internationally. With his eye on the world number one ranking, Warrick is seeking more varied and difficult practice opportunities.

Tennis pundits and even Warrick himself know his inability to close out left-handed players is keeping him from reaching the top of the rankings. Given his rapidly closing window to reach the top spot in the rankings before he retires from professional tennis, Warrick needs to fine-tune some elements of his game to take this next and final step in his tennis career. Practicing with unpredictable, young, and scrappy players, especially left-handed ones, would perhaps polish out the one major flaw in his game. After much research, Warrick's agent reached out to 23-year-old Ron Levine, ranked 463rd internationally. Warrick would like Levine to come, within the next month or so, to his spacious home and tennis court in Switzerland and train with him for 2 weeks.

A quick Google search yields much information about Warrick. Born in Switzerland, Warrick has won several Grand Slam singles titles and earned millions in prize money. His all-court game and versatile play involve exceptional footwork and shot making. Although initially a hot-headed player, Warrick learned to control his temper and is now known for keeping his cool on the court. Well-known for charity work, Warrick started a foundation that he generously funds with a large portion of his sizable tournament winnings.

Though not as well-known as Warrick, Levine is active on social media, making it easy to find information on him. Describing himself as a "scrappy, left-handed player with a very fast, strong hit," Levine often posts pictures of himself in the gym, playing tennis, and teaching kids how to play tennis. Following a tournament in Cincinnati, Levine suggested that he may go to law school by sharing his picture on the University of Cincinnati's College of Law campus with the caption "Time to serve up justice in a new court?"

A stand-out college tennis player, Levine is now a tennis instructor trying to make it as a professional tennis player. In an interview with *Sports Illustrated*, Levine said, "If you're in the Top 200... you're a helluva tennis player. But you're not making too much money. You've got to be really up there to make a good amount." Unfortunately, Levine is about 200 spots away from breaking into the top 200 world rankings. Consequently, he is seriously considering going to law school to secure a more economically stable future for himself.

Warrick's and Levine's representatives are set to negotiate the terms under which Levine would train with Warrick in Switzerland. Warrick's longtime agent is fully aware of his interests and priorities. Though Levine's representative is only a law student, they are trained in formal negotiation strategies and should be able to hold their own.

In preparation for taking on the role of Warrick's or Levine's agent, consider:

- What are the motivations behind each party? The goals?
- What would be a good deal? Why?
- How will you approach this negotiation?