
TAKING TO TENNIS NEGOTIATION

Confidential Information for Ron Levine's Friend and Representative

You are a good friend of the 23-year-old Cincinnati-based tennis player, Levine, who is ranked 463rd in the world rankings. Ron is a very scrappy player, a left-hander with a fast, strong hit. He feels that he is improving greatly and is on the cusp of a breakthrough that would catapult him into a higher world ranking, making him eligible to earn lucrative endorsement deals and enter more prestigious tournaments with potentially life-changing sums of prize money up for grabs.

Ron has been resistance training and his serve is now at phenomenal speeds. He hits a mean backhand, which makes him particularly competitive with players not used to matching up with a left handed player. But he needs to develop more confidence and consistency, particularly in his forehand hit. And it's hard for him to do that in Cincinnati, where there are few players at his level. Because Ron is not wealthy, and since the prize money in tournaments typically open to players ranked as low as him on the international ladder is quite low, he really can't afford to do much travel just to practice with better players to improve his game.

Ron confided in you recently that he is at an impasse in his tennis career: he must decide whether to continue to try to make it in tennis or go to law school and sentence himself to a lifetime of recreational play. His current part-time job as a tennis instructor at a local club does not earn much money and it's not exciting.

Yesterday, Ron called you very excited. Breathlessly, he explained that he had just received a call from the agent for Saxon Warrick, ranked 4th internationally. Saxon is a multi-time Grand Slam tournament winner, a legend in his own time and a future shoo-in for the International Tennis Hall of Fame.

Warrick's agent identified Ron, with his powerful left-handed hitting, as someone who could play a style of tennis that would sharpen the weak areas of Warrick's game. He asked Ron if he could come to Warrick's spacious home and tennis court in Switzerland for a two-week training session with Saxon Warrick. The practice schedule would be intense- Warrick is known to be tireless and committed to improving his game. The agent asked whether Ron would be available and on what terms. Ron wisely said that we would get back to the agent shortly after considering the offer. The agent emphasized that they needed an answer as soon as possible since Warrick would want to start the practice sessions within the month in order to prepare for an important upcoming tournament.

Ron called you and said: "I know you're taking negotiation at UC Law. What do you think I should do? Would you mind negotiating the terms with Warrick's agent for me? I'm a tennis player; I don't know anything about negotiation. You agreed. What do you think would be a good deal? Why? How would you approach the negotiation? Assume that Ron agrees with your thoughts and your approach. Prepare to contact and negotiate with Warrick."