

September 23, 2019

To: Those Considering a Client Role in Bio-Con v. Microtex in the November UC Law Class Negotiation
Fr: Negotiation Course Professor Marjorie Aaron

First, THANK YOU for helping my students become GREAT LAWYER NEGOTIATORS by taking on the Client Role in the Bio Con v. Microtex Negotiation this November.

If you decide to take this one, you would be assigned either the role of the CEO of Bio-Con, Inc. or the CEO of Microtex, Inc., represented by legal counsel in the effort to negotiate a settlement of their legal dispute. The case involves claims of fraud and breach of contract arising out efforts to form a joint venture.

I would send you your role information and the name of your assigned attorney by the end of next week. We ask that you read your role information and meet with your law student lawyers sometime after November 4 and to participate in a settlement negotiation session before November 17.

The initial meeting with your lawyer general takes an hour to an hour and a half.

The "four way" negotiation – with both sets of clients and lawyers – can be lengthy – 2 ½-3 hours is probably the average.

The good news is that these meetings, the initial shorter meeting with your lawyer and the negotiation session itself can be scheduled anytime that works for all. In other words, evenings, weekends, early mornings, or during the day. (And if you end up having to leave a little bit early, you can provide your lawyer with a cell phone number and ask them to finish up the negotiation within the authority limits you have given them, or to consult with you for final approval. The meetings can also take place anywhere that it convenient.

Please let me know if I can answer any questions or provide any additional information.

And, if you have a friend or colleague you think might be willing to play a part, PLEASE let me know. I am still searching for clients.

Thank you!

Marjorie

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