

# Observer

## **CONFIDENTIAL INFORMATION FOR OBSERVERS**

While you might be tempted to sit back and simply get ready for the show, you should prepare yourself a little in advance of the negotiation.

Here is a quick summary of what is happening, to give you some background:

A forensic entomologist needs to pass a basic level calculus examination in order to accept an appointment to the National Academy of Sciences. The entomologist, unfortunately, has never taken calculus and has a life-long fear of all things mathematical.

The entomologist has a connection to a math professor, who has agreed to meet to discuss a possible tutoring arrangement. Both the entomologist and the math professor have legal counsel to negotiate the matter on their behalf.

You are free to attend the attorney-client meeting (for your side) and all meetings between sides during the negotiations (as well as any caucuses between attorney and client for your side). Your primary role is to observe and prepare yourself to report what you saw. What did the attorney do effectively? What did the other side do that was effective? What sort of things did not work so well? Be ready to report to the class useful observations after the negotiation has concluded.

In addition, you should also prepare to provide assistance to the attorney (for your side) from time to time. The attorney might call upon you to provide some guidance, particularly if things are not going so well. Try to be as helpful as you can.