

# 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:

This is a potential deal between a novice filmmaker, Kia Zorn, and a fading rock star, Klaus Herzog (the lead singer of Zur Ümlaut), who is hoping to score the lead role in the movie and begin a new career as a movie star. The movie will begin shooting next month and has a very limited budget.

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.