

## International Negotiation Simulation Proposal

This virtual exchange would be anchored in an international negotiation simulation course at Indiana University Robert H. McKinney School of Law and in a compatible course at Université Toulouse Capitole. Students will be divided into two teams: one team composed of IU McKinney students representing a US company and the other team composed of UT Capitole students representing a French company.

The two companies are interested in working together to exploit a new technology. (Detailed simulation facts would set up the proposed venture between the companies.) The form of the companies' collaboration could be a joint venture, a licensing agreement, a long-term supply contract, or a combination of one or more of these agreements.

The organizational format and negotiation deal points (e.g., capital contributions, board of directors, management, patent, royalties, duration, etc.) would be the negotiated between the parties. IU McKinney uses Bradlow & Finklestein's *Negotiating Business Transactions: An Extended Simulation Course* (3<sup>rd</sup> ed. Aspen) as a textbook for its course.

The negotiations would take place through written exchanges and through virtual negotiations. IU McKinney's prior COIL experiences have taken place over a five-week period, and each week entailed a sixty- to ninety-minute virtual negotiation session with the other team. Each session focused on negotiating various deal points with two students assuming the role of lead negotiators for the current week with the remaining team members active in rotating supporting roles.

The thrust of the virtual component of the course is to simulate the growing virtual nature of the negotiations process in today's world. Students will be expected to spend time outside of class, working with their team, to prepare for email communications as well as to prepare for the virtual negotiations. During the five-week simulation, the teams will meet separately for student-led discussion focused on the strategy for, and progress of, the virtual negotiations, as well as the substantive legal, business, and policy matters that impact on the negotiations.

This simulation exposes participants to the complexity of virtual negotiating between businesses across borders. For several weeks prior to the commencement of the simulation, IU McKinney students meet with their professor for lectures on developing negotiation skills and strategy, in-class mini-negotiation exercises, and discussion to prepare them for the simulation exercise.