

**DEADLINE: November 20, 2015.** Return hard copy of completed form (typed) to Linda Cooper in Room 2122) or email it to [dshest@ucdavis.edu](mailto:dshest@ucdavis.edu) with subject header "COURSE APPLICATION."

**CLIENT COUNSELING AND ADVANCED NEGOTIATION STRATEGY (Law 211A)  
APPLICATION FORM  
Professor Donna Shestowsky**

Before a lawyer can conduct a successful negotiation on behalf of a client, facts must be collected, underlying interests and goals must be understood, and a formal lawyer-client relationship must be established. The first part of this course will help you to understand the dynamics of this important interviewing and counseling process, and the laws and policies that affect it. Legal theory, psychological research, and practical skills will be emphasized.

The second part of this course is designed to be relevant to a broad spectrum of negotiation problems that are faced by legal professionals. Successful completion will enable you to recognize, understand, and analyze essential concepts in negotiations and hone your negotiation skills at a more advanced level than the introductory negotiations course provides. This course will also help you to understand the psychological aspects of negotiations as they are practiced in a variety of settings and to situate negotiations in the context of client representation more broadly.

This course will involve participating in discussions and a series of simulations. Your classmates will be counting on you to actively participate and be well-prepared for every simulation. Do not take this course unless you are willing and able to participate fully and can accept constructive feedback. If you anticipate missing more than 3 class sessions, do not apply to take this course this academic year.

**Name:** \_\_\_\_\_ **Class Level:** 2L 3L  
**Phone Number: Day:** (\_\_\_\_) \_\_\_\_\_ **Email Address:** \_\_\_\_\_

I need to assess the suitability of your enrolling in an "advanced" class of this nature. Thus, please indicate if any of the following applies to you (check all that apply, and if you have taken any of the listed courses at another school, indicate which school and in what year and email me a link to the course description or syllabus):

Negotiation: \_\_\_\_\_ ADR: \_\_\_\_\_ Mediation: \_\_\_\_\_ Clinic (specify which): \_\_\_\_\_

Are you on the King Hall Negotiations Board or Team?: YES NO

Have you ever participated in any internal King Hall Negotiation Competition? YES NO

If YES, specify which:

Have you represented King Hall in any external negotiation or client counseling competition? YES NO

If YES, specify which:

Have you ever had a job or position that required you to counsel others or engage in formal negotiations? If so, please describe, briefly:

Why are you interested in this course? (please limit your response to 4-5 lines)