

Course Syllabus

Course Information

<i>Course Number/Section</i>	MECO 4342
<i>Course Title</i>	Finance & Business Negotiation Analysis
<i>Term</i>	Fall 2016
<i>Days & Times</i>	Tues./Thurs. 10 – 11:15

Professor Contact Information

<i>Professor</i>	Dr. Stephen Molina, JD
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<i>Office Location</i>	SM14.328
<i>Office Hours</i>	Tues. / Thurs. 9:15 - 10
<i>Other Information</i>	If my cell number above rolls to voicemail try sending a text or an email

Course Pre-requisites, Co-requisites, and/or Other Restrictions

ECON 2302

Course Description

This course explores the fundamentals of negotiating; multiple business and financial negotiating scenarios; analyzes actual domestic and international business and finance negotiations; advanced negotiating strategies; and, finding your individual negotiating strengths and styles.

About the instructor--- Dr. Molina is a 1970 graduate of the University of Texas at Austin, where he earned a Bachelor of Arts degree, majoring in economics; and, a 1974 graduate of the SMU School of Law, with a Juris Doctor degree. He has served as the Vice President/General Counsel at four large oil and gas companies---ARCO Oil and Gas Company; Vastar Resources, Inc.; Benton Oil and Gas Company; and, the Oman Oil Company, the national oil company of the Sultanate of Oman, located in Muscat, Oman. During his time at ARCO he was also the Chief Counsel for ARCO Latin America, residing in Caracas, Venezuela. His oil and gas legal practice has taken him all over the world. He has spent the past ten years as a senior oil and gas lawyer with two prominent law firms--- Patton Boggs, the largest lobbying firm in the US, and Dentons, which is the largest law firm in the world. Texas Governor Perry appointed him a Texas Member of the Interstate Oil and Gas Compact Commission, where he served as Chair of the International Affiliate Committee until the end of his term limit. Molina continues with the IOGCC, and serves on the Legal and Regulatory Affairs Committee. He is also a Senior Advisor to the Bilateral US Arab Chamber of Commerce in Houston, and a board member of the US Mexico Chamber of Commerce in Washington D.C.

Student Learning Objectives/Outcomes

A student taking this course will come away with a basic understanding of negotiating styles, strategies, and goals. The student will also participate in several negotiating exercises.

Required Textbooks and Materials*Required Texts*

Getting To Yes --- Negotiating Agreements Without Giving In; By Roger Fisher, William Ury and Bruce Patton, 2nd edition, Penguin Books

Required Materials

None

Suggested Course Materials*Suggested Readings/Texts*

Actual heavily redacted contracts will be used to demonstrate various negotiating points. They will be distributed by Dr. Molina

Suggested Material

None.

Assignments & Academic Calendar*Topics, Reading Assignments, Due Dates, Exam Dates*

- Aug. 23 Don't bargain over positions (text pgs. 1 – 21)
- Aug. 25 Multi-party negotiating (text pgs. 21 – 39)
- Aug 30 Straight forward negotiating (text pgs. 40 – 55)
- Sept. 1 Underlying interests; aligning interests (text pgs. 56 – 80)
- Sept. 6 Goals/opportunities shift during negotiations (text 81 – 95)
- Sept. 8 Leverage (text 97 – 119)
- Sept. 13 Stalemate (text 120 – 128)
- Sept. 15 Dirty tricks (text 129 – 148)
- Sept. 20 Applicable contract law; fault in contracting (culpa in contrahendo) (text 149 – 166)
- Sept. 22 Five Practical Problems (text 167 – 187)
- Sept. 27 Five Practical Problems
- Sept. 29 Preparing for the business deal negotiation
- Oct. 4 Due Diligence

- Oct. 6 Mid-term
- Oct. 11 Coordinating closing checklists
- Oct. 13 Negotiations with foreign companies and governments
- Oct. 18 Negotiating with capital brokers and money lenders
- Oct. 20 Negotiating partnerships
- Oct. 25 Negotiating with American regulatory agencies and law enforcement
- Oct. 27 Using professional negotiators
- Nov. 1 Arbitration and mediation
- Nov. 3 Negotiating exercises
- Nov. 8 Negotiating exercises
- Nov. 10 Negotiating exercises
- Nov. 15 Negotiating exercises
- Nov. 17 Negotiating exercises
- Nov. 22 Papers due, discussion of deadlines in negotiating
- Nov. 29 Paper presentation
- Dec. 2 Paper presentation
- Dec. 6 Paper presentation

Grading Policy

Mid-term will count for 15% of course grade; Class attendance, participation in discussions and exercises will make up 50% of the course grade. A three (3) page paper on an assigned negotiating topic, presented to the class, will count for the remaining 35%.

Course Policies

Make-up exams

There are no exams, but a paper will be required.

Extra Credit

Extra credit, up to an additional 5% of a student's grade, is encouraged. The extra credit will be earned in the form of short research projects.

Late Work

n/a

Special Assignments

A three page paper will be required, which will deal with a negotiating topic.

Class Attendance

Absences, with a valid excuse and advance notification to the instructor will be excused.

However, due to the nature of the class and its emphasis on attendance and discussions too many absences will negatively impact a course grade.

Classroom Citizenship

Comet Creed

This creed was voted on by the UT Dallas student body in 2014. It is a standard that Comets choose to live by and encourage others to do the same:

"As a Comet, I pledge honesty, integrity, and service in all that I do."

UT Dallas Syllabus Policies and Procedures

The information contained in the following link constitutes the University's policies and procedures segment of the course syllabus.

Please go to <http://go.utdallas.edu/syllabus-policies> for these policies.

The descriptions and timelines contained in this syllabus are subject to change at the discretion of the Professor.