

ECO 359 - DISPUTE RESOLUTION - Winter 2009

9:00 am - noon (schedule may vary), Crouse 302

Prof. David A. Anderson
Crouse Rm 448
Office: 238-5282
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Office Hours:
Daily 8:00 a.m. – 5:30 p.m.
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Description: A study of past, present, and future methods of resolving disputes over facts, rights, and decisions. The economist's tools of theoretical and empirical analysis are applied to prospective dispute resolution techniques to determine their viability. The procedures discussed are useful in negotiations over everything from wages and prices to what to have for dinner.

Requirements: Attendance at all class sessions is required, with exceptions granted according to Centre College policy. Skipping class will lower your participation grade by 1.5 points (out of 20) each time, although failing grades will not be given based on truancy alone. Grades are earned for participation and performance on two tests/quizzes, homework, a short paper and a final exam. *If you are contributing to class discussions daily, you can assume that your participation grade is intact unless I notify you to the contrary.* The following weights are applied to the course requirements:

Participation	20%
Tuiz I	15%
Tuiz II	15%
Paper	15%
Final	35%

Readings include:

Anderson, David A. (ed.). 1996. *Dispute Resolution: Bridging the Settlement Gap* (Greenwich: JAI Press).

Ury, William and Roger Fisher. 1991. *Getting to Yes: Negotiating Agreement Without Giving In*. (New York: Penguin).

Handouts, a download: http://papers.ssrn.com/sol3/papers.cfm?abstract_id=214831

Paper:

Select an unsettled dispute and discuss the background, sticking points, current situation, past approaches, alternative solutions, and the best solution in your opinion, including its strengths, weaknesses, and expected outcome. Please write at least 1800 words (roughly equivalent to six pages, double-spaced, in 12 pt Times Roman font). It is fine for you to address the same dispute as others in the class. Your paper cannot resemble other writing by you or other authors.

Day	Topic	Reading
Jan. 5	Introduction to Dispute Resolution Bargaining Over Positions	Ury & Fisher Ch. 1
6	Settlement and Fair Division Anger Management	Anderson Ch. 1
8	The People and the Problem Focus on Interests,	Ury & Fisher Ch. 2 & 3
9	Finding Options for Mutual Gain Case Selection & Trial / Settlement Decisions Quiz	Ury & Fisher Ch. 4
12	Bargaining Impediments and Settlement Paper Topic Roundtable	Anderson Ch. 3
13	Using Objective Criteria	Ury & Fisher Ch. 5
15	Empirical Research on Settlement Devices	Anderson Ch. 6
16	Bargaining Power and the Bottom Line, Enticing Negotiation, Quiz	Ury & Fisher Ch. 6 & 7
19	The Structure of the Legal Bargaining Game Paper Progress Report	Anderson Ch. 7
20	Avoiding Dirty Tricks	Ury & Fisher Ch. 8
21	The Dawning of Arbitration	Anderson Ch. 9
22	Alternative Dispute Resolution Economics of Crime / Review / Papers Due	Anderson Ch. 10 Download (see URL above)
26	Final Learning Motivator	Comprehensive