

Welcome to Negotiation. I look forward to meeting you in January.

The assignment for the first class is to read the first chapter (pp. 1-40) of *Negotiation: Processes for Problem-Solving* by Carrie Menkel-Meadow, Andrea K. Schneider and Lela P. Love (2nd edition, Aspen Pub., 2014).

At the start of class, I will take attendance using the names listed on the university's official roll, which contains students' legal names. If you preferred to be called by a different name, please let me know in advance so that I can use your preferred name.

If you have any questions, please contact me at cohenjr@law.ufl.edu.

Sincerely,
Prof. Cohen