

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

II. CLASSES AT THE UNIVERSITY OF WISCONSIN--MADISON

- P. Assorted Bits from Additional Classes Taught by Graaskamp
  - 5. Business 769 Intersession (Contemporary Topics: Commercial Lease and Business Negotiations): Syllabus

769 Real Estate Encounters  
Three credits intersession  
May 28 - June 13 1985

Graaskamp & Matthews  
222 Commerce

The purpose of this course is to provide the student with practical experiences in the art of real estate negotiations, and the processes of real estate hearings and real estate trials.

TEXTS:

1. Getting to Yes, Roger Fisher and William Ury, Penguin
2. You Can Negotiate Anything, Herb Cohen, Bantam Books.
3. Winning the Land Use Game , "A Guide for Developers and Citizen Protestors", Carolyn J. Logan, Praeger.
4. Handling Zoning and Land Use Litigation: A Practical Guide, Craig Peterson & Claire McCarthy, Michie.
5. Class Handouts

GRADES:

Classroom Assignments      50%

Takehome exam on some aspect of the course.      50%

WEEK ONE

Tuesday May 28 Art of Negotiations. Professor Norbert S. Jacker. Working lunch hour. Class day 9 to 5.

Wednesday May 29 Explanation of the Course; Assignment: Getting to Yes, Discussion. Class day 9 to 12.

Thursday May 30 Negotiations in Real Estate: Norm Flynn 9 to 10. Tapes and discussion 10 to 12. Handout

Afternoon small group preparation:

12 students to work on Board of Review presentation  
9 students work on Odana Road store building for Plan Commission  
9 students work on JC Penney building for Plan Commission  
9 students work on apartment complex for Plan Commission

Friday May 31 Observations on the Art of Negotiations: How to Succeed in Negotiations. Herb Cohen Class day 9 to 4 Handout and You Can Negotiate Anything, Herb Cohen.

## WEEK TWO

Monday June 3 The Hearing Process: Types of Hearings, Procedures, Rights, Parties Appearing at Hearings  
1 to 2:30 Tom Klein, Madsen Development Corp.  
2:30 to 4 Winning the Land Use Game , "A Guide for Developers and Citizen Protestors"

Tuesday June 4 Hearings before the City Plan Commission with Fred Arnold, Chair, City Plan Commission. Handout. Introduction remarks, Mr. Arnold. Concluding remarks, George Austin, Director City Planning Department  
Class day 9 to 12  
9 students work on Odana Road store building  
9 students work on JC Penney building  
9 students work on apartment complex  
balance of students on City Plan Commission

Wednesday June 5 Richard Babcock  
Class day 9-4

Thursday June 6 Hearing before the City Board of Review, Larry Lichte, City of Madison Board of Review. Observations on the hearing process. Readings and discussion

1 to 2 Presentation by Atty. Lichte  
2 to 4 Hearings (12 students to work on Board of Review presentation)

## WEEK THREE

Monday June 10 Observations on the Hearing Process  
9 to 10:30 James Carley, Carley Capital Group  
10:30 to 12 The Structure of a Lawsuit; Handling Zoning and Land Use Litigation: A Practical Guide.

Tuesday June 11 Handling Zoning and Land Use Litigation: A Practical Guide. Videotapes on Court Practices. Mock Deposition. Class day 9 to 12; tentative 1 to 4.

Wednesday June 12 Portions of a Trial: Testimony of the Expert Witness; Attorney Tom Ragatz; Professor James Graaskamp  
Courtroom in the City-County Building  
Class day 1 to 4

Thursday June 13 Summation. Professor James A. Graaskamp.  
Class day 9 to 12.