



FLORIDA A&M UNIVERSITY COLLEGE OF LAW  
SPRING 2024 - First Week Assignment

<b>Subject</b>	LAW6751-4758-301 Law Office Management
<b>Professor</b>	Robinson Nickerson, Stacy
<b>Learning Management System</b>	CANVAS
<b>REQUIRED</b>	Practical Approach to Client Interviewing, Counseling, and Decision-Making – by Herman, G., Essary, M.(9781531017910) - 2ND 21 - CAROLINA A
<b>Text and Material Information</b>	Effective Legal Negotiation and Settlement - by Craver, Charles B. (9781531017798) - 9TH 20 - CAROLINA A
<b>RECOMMENDED</b>	Never Split the Difference: Negotiating As If Your Life Depended On It, (2016), Voss; Harper Business; ISBN: 978-0062407801
<b>Text and Material Information</b>	Getting to Yes: Negotiating Agreements Without Giving In, (2011), Fisher, Ury & Patton; Penguin Books; ISBN: 978-0143118756
<b>Assignment Detail</b>	<p>1 - In Herman and Essary: Read and be ready to discuss Chapters 1, 3, 4 and 6.</p> <p>2 - Create a one to three minute video with your (1) name; (2) year in law school; (3) the area of law in which you plan to practice; and (4) how you think this class will be beneficial to you. You will be given instructions on how to submit the video during the first week of class.</p>