

SUMMER 2012 COURSE DESCRIPTIONS SUNY BUFFALO LAW SCHOOL

L-613 EVIDENCE - Charles Ewing

A study of the common-law and statutory rules of evidence designed to regulate the judicial fact-finding process, and the underlying principles and policy considerations upon which they rest. PREREQUISITE or CO-REQUISITE for Trial Technique.

L-619 INTERVIEWING, COUNSELING & NEGOTIATING- Kim Diana Connolly **3 credits**

Interviewing, Counseling and Negotiating (“ICN”), is designed to help students understand and develop certain “practical lawyering” skills, including interviewing clients and witnesses, counseling clients, and negotiating on behalf of clients. Lawyers need these skills (and others) to represent clients competently in every legal setting from litigation to transactional planning. In ICN you will learn these skills (as well as the theory behind them) in the context of the rules of professional responsibility and concepts of professionalism. We will use a combination of interrelated classroom work; simulations (both in and out of class); and research, writing, and reading assignments to explore the basic skills of interviewing, counseling, and negotiating. There will be regular graded assignments and a short paper in lieu of an exam, and a portion of class time will be dedicated to one-on-one simulations and peer review. **This course fulfills the professional skills and ethics requirements.**

L-628 RULES OF PROFESSIONAL CONDUCT: APPLICATION AND CHALLENGES IN LEGAL PRACTICE - Barbara A. Sherk **3 credits**

This course provides an examination of diverse practice issues in ethics and professionalism that confront attorneys. Study includes a comprehensive overview of the New York Rules of Professional Conduct, with reference to applicable case law and ethics opinions. Class discussion will apply the rules to current issues and hypothetical problems from a variety of practice settings. The final grade will be based on a multiple choice examination. **This course fulfills the ethics requirement.**

L-838 CONTRACTS IN CONTEXT: DRAFTING CONTRACTS & THE PRACTICAL APPLICATION OF CONTRACT LAW - Bernadette Gargano (Clor) **3 credits**

This course will focus on contract drafting and the practical application of contract law. We will first dissect a contract and its provisions, then we will learn how to draft specific contract provisions in light of New York law. Our focus will be on understanding the import, interpretation, and enforcement of particular contract provisions and how to weave those provisions into a cohesive and enforceable contract. We will discuss a variety of practical topics, including jurisdictional clauses, choice of law provisions, non-disclosure clauses, non-compete clauses, arbitration or other ADR provisions, and severability. Finally, we will devote part of our time to client meetings and negotiations. Client meetings are necessary to determine what a client wants and what can legally and effectively be achieved. Clients must understand the impact and scope of contract provisions as well as possible sources of liability. Negotiation skills are key to the formation of contracts between two or more parties, and negotiations must be tailored to the objectives trying to be achieved. **This course satisfies the skills requirement.**