

# Street Law - Team Dada

*IP Workshop Session (90 minutes)*

LEAD: [Name]

MEDIATOR: [Name] [note: actual judges make a difference to the students' experience]

## Workshop Flow

### 1. Introduction to Workshop Activity (5 minutes)

- LEAD will introduce the Mediator and explain that the Mediator will be serving as the mediator for their mediation. All volunteers should introduce themselves and what role they have at [Company].
- Mediator will provide some background information on mediations.
- LEAD will divide the students into 2 teams with 1 team representing Madelynn and 1 team representing Dada. LEAD will hand out worksheets.
  - **LEAD will be floating between the groups with the mediator and keeping everyone on schedule. Please let them know if you have any questions!**

### 2. Initial Offer Preparation (25 minutes)

- Volunteers will take their students to a quiet location. Please feel free to use the reserved rooms (above), find a spot outside or a spot in the common area.
- One volunteer should read the fact pattern.
- **The initial offer should be aggressive!** We want to make sure that the students fully explore compromising and coming up with creative solutions to bridge the gaps.
- Half of the students should work on presenting Dada's case. Volunteers should help the students think about negotiation strategies and how Dada should present her case. **One student should be nominated to be Dada.**
  - Potential negotiation strategies:
    - Dada refuses to engage
    - Dada is indignant and/or accuses Madelynn of just being after money

- Arguments that the students could make:
  - Dada never actually heard Madelynn's song
  - Dada and Peter's conversation took place during a party, which could have been loud
  - Peter wasn't at the recording session
  - The hook of the song is different; it was in a different key and had a different beat
- The other half of the students should think about the offer that Dada will present to Madelynn and potential compromises. Encourage the students to be creative!
  - Have the students brainstorm about what Madelynn might need
  - Would she rather have royalties or would she rather have an introduction to a producer? Would she want a chance to collaborate with Dada, e.g. a re-release of The Dada Shuffle?
  - What about saying sorry?
  - But would Dada even want to do any of these things?
- Students should nominate a couple representatives to present Dada's version of the events and her proposal.

### **3. Initial Presentation (15 minutes)**

- LEAD will remind the students to take notes on what they hear.
- Madelynn and her representatives should present their version of the events and their initial offer.
- Dada and her representatives should present their version of the events and their initial offer.
- Mediator will guide any discussion.

### **4. Counteroffer Preparation (15 minutes)**

- Volunteers will take their students to a quiet location. Please feel free to use the reserved rooms (above), find a spot outside or a spot in the common area.
- Half of the students should work on coming up with arguments to rebut Madelynn's points.
- The other half of the students should work on coming up with a counteroffer.
- Students should nominate a couple (different) representatives to present Dada's version of the events and her proposal.

## **5. Counteroffer Presentation (15 minutes)**

- Madelynn's representatives should present a rebuttal of Dada's arguments and a counteroffer.
- Dada's representatives should present a rebuttal of Madelynn's arguments and a counteroffer.
- Mediator will guide discussions between the two teams and will signal what is fair based on what the arguments made.
- Mediator can award 1 ticket per student per team or 2 tickets per student per team depending on performance.

## **6. Post-mortem and Q&A (15 minutes)**

- Mediator will provide feedback to the students on what they did well and how to improve in the future
- Q&A session for students to ask Mediator and volunteers questions about [Company], being a lawyer or other careers in the legal profession, etc. Expect a couple odd questions from students.