To demonstrate outstanding academic work and thus earn a course letter grade of "A" in LAWS 3930 there are four broad options.

**FIRST**, the student can negotiate a unilateral syllabus and earn an "A" per that unilateral syllabus' provisions.

**SECOND**, the student can earn 800 or more course points via the three unit exams plus any net extra credit points, and then take the optional comprehensive essay final exam authoring at the "A" level.

**THIRD**, the student can:

- earn 830 or more course points via the three unit exams plus any net extra credit points
- and
- complete at the "A" level one of the four "A" Contract Options:
  
  - [3bi] solo *Getting to YES!* contract option;
  - [3bii] group *Getting to YES!* contract option;
  - [3biii] essay analysis contract option;
  - [3biv] research paper contract option.

To complete FIRST see the requirements specified in the Syllabus.

To complete SECOND see the requirements specified in the Syllabus.

To complete THIRD see both the requirements specified in the Syllabus as well as pages below for specific requirements for [3bi], [3bii], [3biii], and [3biv]
Getting to YES! OPTION: SOLO

https://unomaha.on.worldcat.org/oclc/7575986?databaseList=638&scope=wt:1908

The Getting to YES! option can be a solo effort or can be a group effort.

SOLO: One student per class section (first-come-first-served) may complete the Getting to YES! Option as a solo effort. **Getting to YES! solo effort must be contracted prior to Exam #1 and must be completed prior to Exam #2.**

The solo effort requires the following tasks:

1. Demonstrate physical possession of a copy of the book *Getting to YES!*.
2. Read the book *Getting to YES!*. 
3. Take a 10 question exam on *Getting to YES!* and answer at least 8 questions correctly.
4. Create a PowerPoint presentation of 10 slides summarizing the book *Getting to YES!*: The font of all text on every slide shall be (at a minimum) Georgia 24 bold. Title text may be, but need not be, larger. Footer text shall be Georgia 12 bold.
5. Create an oral presentation of between 7 and 15 minutes to accompany delivery of the PowerPoint presentation.
6. Deliver to Professor O'Hara the PowerPoint slides (printed in grayscale; one slide per 8.5"x11" page) and the oral presentation so that he might offer editorial suggestions.

and

7. After receiving O'Hara's suggestions and incorporating them into the presentation, give the presentation to your class section on a mutually agreeable day prior to Exam #2.

Each of those 7 tasks will be graded. All 7 must be completed at the "B" level of quality.
Getting to YES! OPTION: GROUP

The Getting to YES! option can be a solo effort or can be a group effort.

GROUP: Professor O'Hara does not form groups for you; you must form your own voluntary groups. Group sizes may range from smallest of two students and the at the largest a group of six students. There is no group grade in this group effort, there only are individual grades. Getting to YES! group effort must be contracted and completed prior to Exam #3. The performance date must be mutually agreeable to Professor O'Hara and all members of the group. Dates are reserved on a first-come-first-served basis. Failure to reserve a performance date defeats all group members’ efforts to demonstrate outstanding academic performance, but otherwise does not alter a student’s course letter grade. All members of a Group must contract at the same time and in the same document.

WARNING: Ordinarily, an individual student's unilateral withdrawal from a group earns that withdrawing student NEGATIVE 40 course points. However, a withdrawal without earning negative points occurs when either
[i] a Syllabus Make-Up Work magnitude Force Majeure or a preemption materially stymies that student's performance;

or
[ii] a withdrawal is authorized by Professor O'Hara in a prior, written, signed document. To obtain an authorized withdrawal the group must unanimously agree in a single signed (i.e., typed name & NU ID # & script signature) writing (iia) to the withdrawal and (iib) must declare who is the replacement student (who must join in signing the document) or that there is no replacement student.

The Getting to YES! effort requires an in-class demonstration of negotiation of a business case. Every group will have a different business case. The group’s tasks are more numerous than those listed below. All tasks shall be clarified after a group has formed. The list below is to provide potential group members an approximation of the relative difficulty of tasks.

[1] There will be multiple meetings between Professor O'Hara and the group: all group members must attend all group meetings with Professor O'Hara.

[2] At a group meeting, each group member shall demonstrate personal physical possession of a copy of Getting to YES!.

[3] At a group meeting, after all have read Getting to YES!, the group and O'Hara shall discuss the book's tactics and strategies for dispute resolution.

[4] At a group meeting, each student working alone takes an exam of 10 questions. Each student must correctly answer at least 8 questions.
[5] At a group meeting following the test, O'Hara will distribute and explain the business case that is central to the group's demonstration of outstanding academic performance. This meeting will include O'Hara providing the group with an inventory of tasks for the group to complete. This inventory will identify tasks for individual performance. *For example*, prior to the group negotiating in front of the class room, one group member will lecture the class on the main legal questions in the business case; after which each of the negotiation teams will in turn (with all other teams out of the room) explain that team's strategy and tactics.

[6] The group in a single signed document will allocate among all group members the entire inventory of tasks.

[7] Every task of an individual student must be performed at the "B" level for that student to demonstrate outstanding academic performance. Group presentations to the class *prior to Exam #1 are graded more easily* than presentations prior to Exam #2; and those *closest to Exam #3 are graded hardest*. 


Essay Analysis OPTION

No more than two students per class section may elect to complete the Essay Analysis option. Only students with UNO class standing of second semester Junior or above may elect to complete the Essay Analysis option.

The student shall select from an array of essays (e.g., a unit in the book "Mysterious Science of the Law"). To the student's selected array of essays the student shall select a unit from the textbook "Business Law: Text and Cases: Fourteenth Edition". Within one class section, neither essay selections nor textbook unit selections may be repeated by another student.

The Essay Analysis Option is a solo effort. The Essay Analysis Option must be contracted prior to Exam #2 and completed prior to Exam #3.

To complete the Essay Analysis Option the student shall:

[1] Read the assigned essays in the manner instructed by O'Hara.

[2] Take a 10 question exam on the assigned essays and answer at least 8 questions correctly.

[3] Select a textbook unit no other classmate already has selected.

[4] Prepare a PowerPoint presentation of 10 slides. The font of all text on every slide shall be a minimum of Georgia 24 bold. Title text may be, but need not be, larger. Footer text shall be Georgia 12 bold.

[5] Prepare an oral presentation of between 7 and 15 minutes to accompany the PowerPoint presentation.

[6] Of those 10 slides, 5 shall explain the essays concepts

[7] The other 5 slides shall demonstrate how those explained essay concepts can be seen in the selected textbook unit.

[8] Deliver to Professor O'Hara the PowerPoint slides (printed in grayscale; one slide per 8.5"x11" page) and the oral presentation so that he might offer editorial suggestions.

and

[9] After receiving O'Hara's suggestions and incorporating them into the presentation, give the presentation to your class section on the day that chapter is an assigned reading.

Each of those 9 tasks will be graded. All 9 tasks must be completed at the "B" level of quality.
Research Paper Option

The Research Paper Option must be contracted for prior to Exam #1 and requires a presentation of the student's paper to the Nebraska Economics and Business Association (http://nebeconandbus.org/) meeting on Friday, October 27, 2017. Attendance all day (i.e., 8am until 5pm) on Friday is required. The meeting is at the Regency Lodge (i.e., north of 108th and Pacific). http://www.regencylodge.com/

Only one student per class section may elect the Research Paper Option. The student must author the contract to be signed both by the student and the professor prior to Exam #1. That student authored contract must specify the research paper title; include an abstract of between 80 and 100 words; as well as must specify at least eight performance milestones (e.g., bibliography; attend full day of NEBA meeting) following the date of contracting. Each milestone must be completed at the "B" level of quality or above.

A wise student will consult with O'Hara prior to attempting to draft a Research Paper contract that would be acceptable to O'Hara.