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 in-class tasks plus any net extra credit points, and then take the optional comprehensive essay final exam authoring at the "A" level.

**THIRD**, the student can:
[3a] earn **830** or more course points via the three unit exams plus in-class tasks plus any net extra credit points  
**and**
[3b] complete at the "A" level one of the four "A" Contract Options:  
to wit:  
[3bi] solo *Getting to YES!* contract option;  
[3bii] group *Getting to YES!* contract option;  
[3biii] essay analysis contract option;  
or

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=wz:1908

**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. Be the first student in your class section to hand deliver to Professor O'Hara a written, signed, contract authored by you claiming this option.
2. Demonstrate physical possession of a copy of the book *Getting to YES!.*
3. Read the book *Getting to YES!.*
4. Take a 10 question exam on *Getting to YES!* and answer at least 8 questions correctly. You get two tries separated by at least one day.
5. 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.
6. Create an oral presentation of between 7 and 15 minutes to accompany delivery of the PowerPoint presentation.
7. Deliver to Professor O'Hara the PowerPoint slides (printed in grayscale; one slide per 8.5"x11" page) and deliver your proposed 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 a mutually agreeable day prior to Exam #2.

Each of those 8 tasks will be graded. All 8 must be completed at the "B" level of quality.
Getting to YES! OPTION: GROUP

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

GROUP: Professor O'Hara does not form groups for you; you must from your own voluntary groups. Group sizes may range from smallest of three 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. There will be one business case with different roles played by each group member. 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. You get two tries separated by at least one day.
[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.
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 professor will assign each student different essays; some will get one essay others might get several essays. The student shall add to that/those essays 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 #2.

To complete the Essay Analysis Option the student shall:

1. Be one of the first two students in your class section to hand deliver to Professor O'Hara a written, signed, contract authored by you claiming this option.
2. Meet with O'Hara to receive your assigned essay(s).
3. Read the assigned essays in the manner instructed by O'Hara.
4. Take a 10 question exam on the assigned essays and answer at least 8 questions correctly. You get two tries separated by at least one day.
5. Select a textbook Unit no other classmate already has selected.
6. 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.
7. Prepare an oral presentation of between 7 and 15 minutes to accompany the PowerPoint presentation.
8. Of those 10 slides, 5 shall explain the essays concepts
9. The other 5 slides shall demonstrate how those explained essay concepts can be seen in the selected textbook unit.
10. Deliver to Professor O'Hara the PowerPoint slides (printed in grayscale; one slide per 8.5"x11" page) as well as delivery your planned oral presentation so that he might offer editorial suggestions.

and

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

Each of those 10 tasks will be graded. All 10 tasks must be completed at the "B" level of quality.
Systems Handout GROUP Option
http://cba2.unomaha.edu/faculty/mohara/web/SYSTEMS-handout-circa-May-2016.pdf

The Systems Handout Group Option requires a group of either two or three students drawn from any of O'Hara's three course sections. There may be no more than two such groups drawn from those three course sections.

The group must author the contract to be signed both by all group members and the professor prior to noon on Thursday, March 15th (i.e., before Spring Break).

The group's contract shall, at a minimum, call for each group member:
[i] to read the above linked handout by a fixed date prior to Exam #2;
[ii] to take and to pass an essay quiz about that handout prior to Exam #2;
[iii] attend three 50 minute seminar discussions with O'Hara about that handout prior to Exam #3.