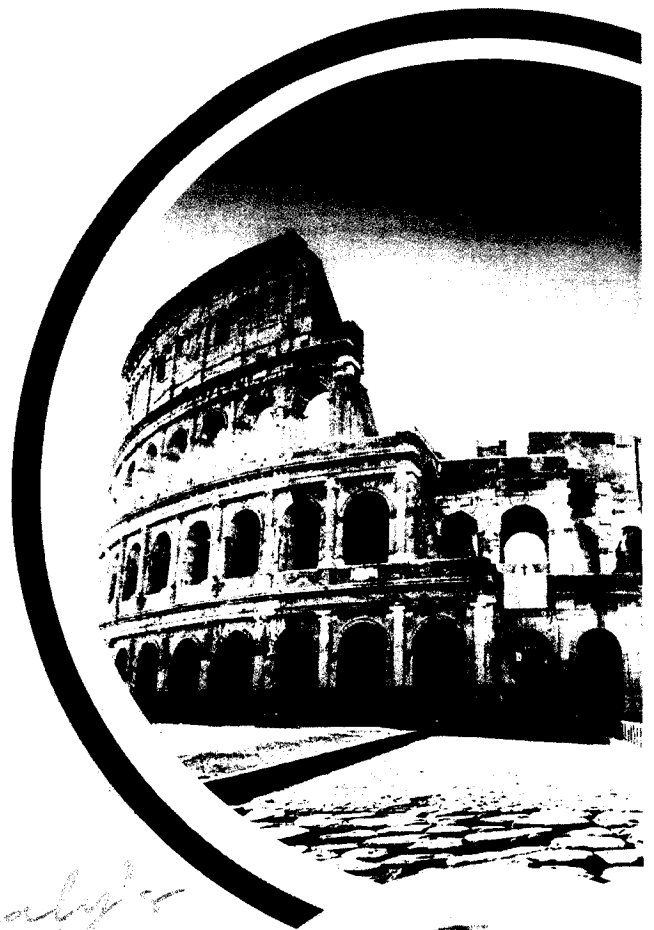


INTERNATIONAL NEGOTIATION COMPETITION



LUMSA
UNIVERSITÀ



*Barbara
Pallaro*

- The oldest and most important competition on negotiation for Law Students, from around the world, is coming to Rome
- **Join us! Masterclass** will gather eminent speakers (lawyers, GC's, professors and scholars from all over the world) engaged in Alternative Dispute Resolution, with a focus on negotiation.
- Competition comprised of two law students representing a party negotiating a transaction
- Participants compete before a judging panel consisting of professors, lawyers, businessmen, and experts of alternative dispute resolutions methods



130 STUDENTS,
LAWYERS,
PROFESSIONALS, &
BUSINESS EXPERTS

Contact Us

italiannegotiationcompetition@gmail.com

website

<http://law-competitions.com>

SCHEDULE OF EVENTS

Day 1: 6th of July

9:00 AM - 9:45 AM: Registration

9:45 AM - 12:15 PM: Masterclass

12:15 PM - 12:45 PM: Ambiguity

12:45 PM - 1:30 PM: Lunch

1:30 PM - 2:00 PM: Judge's Briefing

2:00 PM - 4:00 PM: Round 1

4:15 PM – 6:15PM: Round 1 bis

Day 2: 7th of July

12:30 PM – 1:00 PM: Judge's Briefing

1:00 PM - 3:00 PM: Round 2

3:15 PM - 5:15 PM: Round 2 bis

6:00 PM – 7:30 PM: City Tour

Day 3: 8th of July

9:30 AM – 10:00 AM: Judge's Briefing

10:00 AM - 12:00 AM: Round 3

12:15 PM - 2:15 PM: Round 3 bis

6:00 PM – 10:00 PM: Awards Dinner

INTERNATIONAL NEGOTIATION COMPETITION FOR LAW STUDENTS: COMPETITION RULES

1. NATURE AND PURPOSES OF THE COMPETITION.

- a. **General Nature of the Competition.** The International Negotiation Competition for Law Students is a competition in which a team of two law students representing a party/client negotiates either an international transaction or the resolution of an international dispute with an opposing team of two law students.
- b. **Overall Purposes of the Competition.** The purposes of the International Negotiation Competition for Law Students are to:
 - (1) promote greater interest among law students in legal negotiation;
 - (2) provide a means for law students to practice and improve their negotiating skills in cross-border transactions and disputes;
 - (3) enable law students to meet law students and lawyers from other countries;
 - (4) provide law students with a critique of their performance from experienced legal negotiators; and
 - (5) help law students become aware of and experience the special aspects of international legal negotiations, including the enhanced difficulties of cross-cultural communication as well as the potential differences in negotiating styles, ethical limitations, social norms, and business practices.

2. ADMINISTRATION, ENTRY INTO THE COMPETITION, AND EXPENSES.

- a. **Organization and Administration of the Competition.** The International Negotiation Competition for Law Students ("the Competition") is a registered Swiss non-profit organization. It is administered by the International Negotiation Competition Executive Committee. The Executive Committee consists of a President, Chair, Secretary, Treasurer, and Regional Representatives. In addition, the Executive Committee appoints National Representatives from participating countries. Each year at the competition venue there is an Executive Committee Meeting and an Annual General Meeting of National Representatives. National Representatives advise the Executive Committee, assist in the development of local competitions, coordinate their country's participation in the International Negotiation Competition, and attend the Annual General Meeting. The Executive Committee may also appoint persons to serve as Advisors to the Competition. Such advisors may be drawn from persons with extensive Competition experience or connected with Competition sponsors. Advisors may attend the Annual General Meeting,

participate in Competition functions, and provide input to the Executive Committee. The Executive Committee will annually designate a host for the Competition, which may be a university, faculty, department, school, dispute resolution center, bar association, student organization, law firm, or other appropriate entity.

- b. **Selection of National Representatives.** The Executive Committee will appoint National Representatives in the participating countries as necessary. The appointment is renewed automatically each year unless the Executive Committee is advised or decides otherwise. Such changes have immediate effect. If there is more than one candidate for a new appointment, the Executive Committee will consult and determine the appointment.
- c. **Entry into the Competition, Qualification as Law Students, and Deadline.** The competition is primarily for the winners of national negotiation competitions for law students. In specific circumstances as provided for in these Rules, a team may be invited to participate that has not won a national competition. The competition is designed for students of the law rather than practitioners. Participants must be current law students (including LL.M. students), immediate graduates, or persons engaged in post-graduate practical legal training. Students enrolled in post-graduate study such as a master's degree or practical legal training are eligible so long as they have not practiced law or been employed professionally as negotiators, mediators, or arbitrators (other than in temporary jobs or apprenticeships) between their initial and post-graduate studies. A person whose last law graduation was more than twelve months prior to the competition is not eligible. Students who have received a ranking above fourth in the International Negotiation Competition for Law Students are not eligible to re-enter the Competition in a future year. The Executive Committee may set a deadline for entering the competition or establish priorities in the event the competition is oversubscribed. Registration for the competition constitutes consent to having other participants receive the registrant's name, country represented, institutional association, and contact information.
- d. **Selection of Teams to Represent a Country.** A team representing a country at the International Negotiation Competition for Law Students should be selected in a transparent, fair, institutionally-and-nationally inclusive, competitive process. Upon good cause shown, the Executive Committee may grant exceptions to this policy. For example, the International Negotiation Competition welcomes new countries to the Competition. Potential participants representing new countries should communicate with a member of the Executive Committee or the host of the International Competition for that year and will be entered upon confirmation of their status. Ordinarily, the Executive Committee will seek assurances that the representative(s) of a new country will work to develop a future national competition.

- e. **Team Members.** A team in the International Negotiation Competition for Law Students consists of two law students. In national competitions in which teams consist of law two students and students in other disciplines (such as business or international relations), the law students on the winning interdisciplinary team shall represent the jurisdiction in the international competition. Non-law students on the interdisciplinary team may assist the team to prepare for the competition, may attend the competition, and may observe the team. When one member of a qualifying team is unable to participate in the international competition, a substitute from the same law school may be used. When both members of a qualifying team are unable to participate in the international competition, the next-placed team in the national competition may be used, as determined by the National Representative of the jurisdiction in consultation with the Regional Representative or a member of the Executive Committee.
- f. **Number of Teams from a Country.** The Executive Committee will normally allow one team from a country to enter the International Negotiation Competition for Law Students. However, the Committee may, at its discretion, allow more than one team from any one country to enter, based on factors such as regional balance, promotion of the competition in a particular country, winners of related national competitions, and ability to participate upon short notice. Before exercising its discretion, the Executive Committee will consult with the appropriate National and Regional Representative. In adding teams, the Committee will give priority to allowing a team from a host school or country to enter.
- g. **Participant Expenses.** Travel, accommodation, and incidental costs incurred by participants in the competition will not be reimbursed by the International Negotiation Competition and will be the responsibility of the participants. Judges, faculty advisors, national representatives, and others participate voluntarily and are not reimbursed by the International Negotiation Competition. The International Negotiation Competition is not liable for any costs or risks associated with attending the competition.
- h. **Entry Fee.** At or before the time the registration opens, the Executive Committee may announce an entry fee for the International Negotiation Competition for Law Students. The Executive Committee reserves the right to waive all or part of that fee. A fee may also be charged to cover the additional costs for guests, observers, and cultural/tourist activities.

3. THE NEGOTIATION SIMULATIONS.

- a. **The Simulations.** A different simulation will be used for each round of the competition. Each simulation will consist of the following:
 - (1) General Information provided to all participants; and