2013 International Negotiation Competition

Programme (Subject to Change)

Monday, July 1

10:00 am - Noon  Executive Committee Meeting
Noon - 1:30 pm  Executive Committee Lunch (for Committee members)
2:00 pm - 3:00 pm  Registration
3:00 pm - 4:30 pm  Master Class: Email Negotiations
4:30 pm - 5:30 pm  Ambiguity Sessions
5:30 pm - 7:00 pm  Welcome Reception/Team Introductions

Tuesday, July 2

9:00 - 10:00 – Judges Briefing

10:00 - 10:10 - Pre-Negotiation Sessions with Judges. (The team with the letter designation closest to the beginning of the alphabet goes first in odd-numbered rounds; the team with the letter designation closest to the end of the alphabet goes first in even-numbered rounds.)

10:10 - 11:00 - Negotiation. Each side may ask for one 5-minute break during this 50-minute period, and any such break will not extend the time.

11:00 - 11:10 - Preparation for self-analysis. (Judges can have a short break.)

11:10 - 11:30 - Two successive 10-minute self-analyses. (The team with the letter designation closest to the beginning of the alphabet goes first in odd-numbered rounds; the team with the letter designation closest to the end of the alphabet goes first in even-numbered rounds.)

11:30 - 11:40 - Judges complete their score sheets and write a brief summary comment about each team.

11:40 - 12:00 - Judges give the teams feedback on the negotiation (with both teams present).

12:00 - 1:00 – Lunch Break.
1:00 pm - New teams come in. A team competing in the second negotiation does not need to be on site until shortly before the round. However, the team should allow sufficient time to arrive in case of unexpected delays and so the team has time to get organized before the negotiation actually begins. Note that a longer break may be designated, depending on the schedule adopted.

01:00 - 01:10 - Pre-Negotiation Sessions with Judges. (The team with the letter designation closest to the beginning of the alphabet goes first in odd-numbered rounds; the team with the letter designation closest to the end of the alphabet goes first in even-numbered rounds.)

01:10 - 02:00 - Negotiation. Each side may ask for one 5-minute break during this 50-minute period, and any such break will not extend the time.

02:00 - 02:10 - Preparation for self-analysis. (Judges can have a short break.)

02:10 - 02:30 - Two successive 10-minute self-analyses. (The team with the letter designation closest to the beginning of the alphabet goes first in odd-numbered rounds; the team with the letter designation closest to the end of the alphabet goes first in even-numbered rounds.)

02:30 - 02:45 - Judges complete their score sheets, including the one comparatively rating each side of the negotiation, and write a brief summary comment about each team.

02:45 - 03:00 - Judges give the teams feedback on the negotiation (with both teams present).

Wednesday, July 3

9:00-10:00 – Judges Briefing

10:00 - 10:10 - Pre-Negotiation Sessions with Judges. (The team with the letter designation closest to the beginning of the alphabet goes first in odd-numbered rounds; the team with the letter designation closest to the end of the alphabet goes first in even-numbered rounds.)

10:10 - 11:00 - Negotiation. Each side may ask for one 5-minute break during this 50-minute period, and any such break will not extend the time.

11:00 - 11:10 - Preparation for self-analysis. (Judges can have a short break.)

11:10 - 11:30 - Two successive 10-minute self-analyses. (The team with the letter designation closest to the beginning of the alphabet goes first in odd-numbered rounds; the team with the letter designation closest to the end of the alphabet goes first in even-numbered rounds.)
11:30 - 11:40 - Judges complete their score sheets and write a brief summary comment about each team.

11:40 - 12:00 - Judges give the teams feedback on the negotiation (with both teams present).

12:00 - 1:00 – Lunch Break.

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02:00 - 02:10 - Preparation for self-analysis. (Judges can have a short break.)

02:10 - 02:30 - Two successive 10-minute self-analyses. (The team with the letter designation closest to the beginning of the alphabet goes first in odd-numbered rounds; the team with the letter designation closest to the end of the alphabet goes first in even-numbered rounds.)

02:30 - 02:45 - Judges complete their score sheets, including the one comparatively rating each side of the negotiation, and write a brief summary comment about each team.

02:45 - 03:00 - Judges give the teams feedback on the negotiation (with both teams present).

4:00 pm – 6:00 pm – Annual Meeting of National Representatives

Thursday, July 4

Holiday—social activities.
**Friday, July 5**

9:00-10:00 – Judges Briefing

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10:10 - 11:00 - Negotiation. Each side may ask for one 5-minute break during this 50-minute period, and any such break will not extend the time.

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02:45 - 03:00 - Judges give the teams feedback on the negotiation (with both teams present).

6:00 pm-9:00 pm – Final Dinner/Awards