

BAKER & MCKENZIE

NEGOTIATION COMPETITION

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- OVERVIEW -

The Baker & McKenzie Negotiation Competition offers students an opportunity to practice and develop their ability to negotiate.

Students could benefit from this competition as negotiating skills are now a part of legal skills programmes for the Bar Professional Training Course (BPTC) and the Legal Practice Course (LPC).

Negotiation is a popular form of Alternative Dispute Resolution (ADR). It has become a reality that most disputes in which lawyers are involved do not end up in the courts. Instead, they are settled short of litigation through the use of ADR.

Teams of two students are given a common set of facts and a set of personalized instructions from their client(s).

The goal for the competing teams is to make productive conversation with each other in order to settle the dispute by a negotiated agreement.



- FORMAT -



Etiquette

Professionalism is fundamental as this competition requires competitors to negotiate as lawyers.

It is compulsory for competitors to be dressed in business formal attire.

Non-compliance with this dress code will result in an increase of points under the 'Ethics' scoring criterion.



Time Limits

Negotiation sessions will be subject to a time limit.

The time limit of a negotiation session is 20 minutes, but is increased to 25 minutes for the Semi-finals and 30 minutes for the Final.



Preparation

A common scenario with identical facts will be given to competitors a week prior to each round. Teams will also receive their own set of instructions from their client(s).

Competitors are advised to outline the different issues that need to be resolved, and classify them in order of priority. This will provide clarity of structure for the competing teams.





Scheduling the session

In the Preliminary Round and the Quarter-finals, the competitors are required to contact the relevant parties in order to schedule the negotiation.

Once the details of the round have been provided, teams must confirm with the judge(s) and each other the date and location of the session within a week (or less, depending on possible time constraints of the competition).

Failure to do so without good reason will result in disqualification.

Layout of a session

	Preparation A week	*May shorten at later stages.
	Negotiation 20 min	+ 5 min: (Semi-finals) +10 min: (Final)
	Self-analysis	10 min per team
	Feedback	



Progression

Progression to the next stage of the competition is solely on the basis of points for each stage.

Final - judged by representatives from Baker & McKenzie.

Negotiation session : 30 min
Spectators are welcome.

Semi-finals - judged by academics from the University of Leicester Law School.

Negotiation session : 25 min
Spectators are welcome.

Quarter-finals - judged by former student competitors.

4 lowest scoring teams proceed.

Preliminary Round (s) - judged by former student competitors.
8 lowest scoring teams proceed.

- STAGES -



The Winning Team gets:

- i. an open day at Baker & McKenzie;
- ii. a trophy from LULS; and
- iii. an opportunity to enter the CEDR Negotiation Competition.



Exceptional Circumstances

Exceptional circumstances for the purposes of this guide are defined as any circumstances that are not consistent with normal negotiating circumstances. In such circumstances, the session will be suspended or cancelled. This is because due to the nature of the evaluation criteria, there must be four competitors party to the session at all times. Negotiation cannot be properly executed in the absence of one or more competitors.

Complaints

Should competitors have any complaints concerning the competition, please do not hesitate to contact the Competitions' Secretaries on the email addresses provided below.



! Negotiations will be assessed by the following criteria, with a maximum of 1 point and a minimum of 7 points being given for each:

- SCORING -

I. Planning

This will be inferred from performance, including consideration of any apparent strategy.

II. Flexibility

This will be judged with regard to the teams' flexibility in adapting their strategy to the developing negotiation.

III. Teamwork

The judge(s) will assess how effectively individual negotiators worked together as part of a team.

IV. Relationship

This relates to the rapport established between competing teams. Analysis will depend upon the circumstances of the scenario.

V. Ethics

Ethical standards will be determined with regard to how mindful the team was of the requirements of the professional relationship between negotiating teams and between team and client.

VI. Self-analysis

Points will be allocated upon presentation during self-analysis. Teams should clearly identify and reflect on their strengths and weaknesses during the negotiation.

VII. Outcome

This will be assessed following the self-analysis, in terms of how clients' goals and interests were preserved, regardless of the actual conclusion.



- ADVANCEMENT TO EXTERNALS -

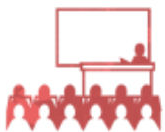
This competition will be held in the first term (late November), with the winning team and the runner-up being able to progress to the external competition.

Externals for negotiation are divided into two parts: regionals and nationals. However, spots for the national competition are not guaranteed, and are secured through performance in the regional competition.



- TIPS -

- Preparation is about anticipating the argumentation of the other negotiating team. Try to think about their solutions and the possible incentives they could get out of them.
- Prepare counter-solutions that would benefit your client(s).
- Ensure that you outline the different issues that need to be solved, and prepare possible solutions for each issue. This will allow you to ensure that your solution, or a result close to it, will be agreed upon.
- Be concise and clear in your proposals! Do not miss fundamental points that need to be addressed!



Workshop - November

The Law Society will host an introductory event that will provide students who are interested an opportunity to check what this competition is all about.

The exact date and location of this event will be provided in due course. [Keep up to date by checking our 'LULS Competitions Facebook Page'](#)



- FINAL WORD -



Go on YouTube

There are many great YouTube videos that will take students through a standard negotiation session.



Certificate of Participation

Students who participate will receive a certificate acknowledging that they have successfully competed in this competition.



Good luck and have fun!

Challenge and enjoy yourself!

We wish you the best of luck in this competition should you partake!

For any further information please feel free to contact either of the Competitions' Secretaries on their email addresses provided

below:

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Keep up to date by following our
[LULS Competitions Facebook Page!](#)