



International Negotiation Contest for College Students

International Negotiation Contest for College Students in 2021 —"Negotiation Winner Cup"

The International Negotiation Contest invites entries for the upcoming negotiation contest and seminar in 2021. All college students and teachers are eligible to attend.

The "International Negotiation Contest for College Students" (INCCS) was co-hosted by Communication and Negotiation Committee of China Industrial Technology Society of Economic Management Colleges (CNCC), The Association for Business Communication (ABC), The Negotiation Challenge (TNC) and Korean Association of Negotiation Studies (KANS) on November 4th, 2017, in Beijing. It is an international cooperation union that aims to provide the platform for college students to generate insights in communication and negotiation, and for professionals and teachers in higher institutions to promote discussions and research, which will contribute to the development of students' competence of communication and negotiation in the future.

CNCC will hold the "Negotiation Winner Cup" International Negotiation Contest for College Students in 2021. This competition welcomes teams from universities in globe to participate in. Excellent groups with "high golden content" and excellent individuals with negotiation potentials will be awarded.

The seminar for negotiation teaching and research will be held simultaneously. Eligible to enter the seminar are teachers, researchers, business professionals, and experts from any discipline.

Considering the uncertainty of the influence of Novel Coronavirus Pneumonia, the competition in 2021 will be held **online**.

1. Organizers

Main Organizer: Communication and Negotiation Committee of China

Co-organizer: Jiangxi University of Finance and Economics

Technical Support: Youdao Shangchuang (Shenzhen) Technology Co., Ltd

Partners:

TNC (The Negotiation Challenge)

ABC (Association for Business Communication)

KANS (Korean Association of Negotiation Studies)

Australia China Culture Foundation

2. Participants

All university students, including graduate students (MBA, MPAcc and other professional master's degree), undergraduate students, vocational students, etc. There is no restriction on majors. Each team is composed of **4 members**.

3. Timeline

- Registration time: May 1st, 2021-- June 25th, 2021



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To sign up on the website (<http://www.negotiationcontest.com/>) on the right side "Apply Contest 2021" and fill in the registration information online.

- Planning and preparation time: June 26th, 2021 -- August 30th, 2021

The organizing committee will distribute the cases from June 26th to 30th, 2021. The participating teams should submit the business negotiation plan to the organizing committee by email before August 30th, 2021. If the business negotiation plan is not submitted before the deadline, it would be deemed as waiver.

- Online Competition Time: September 15th, 2021 -- October 31st, 2021

The winners will be selected after three rounds of online competition.

4. Registration Fee

1,000 RMB/TEAM for the competition from China. International teams shall participate in the competition by the invitation.

5. Award and Benefits

- (1) The first, second and third prizes will be set through three rounds.
- (2) The competition will set up awards such as "Excellent Negotiator", "Best Organization Award" and "Excellent Instructor Award".
- (3) The award results will be published on the official website of the competition (<http://www.negotiationcontest.com/>).
- (4) The first prize winning team is eligible to be recommended by CNCC to participate in TNC.

6. Contact

Website: <http://www.negotiationcontest.com/>

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The Organizing Committee of INCCS in 2021

April 30th, 2021