



International Negotiation
Contest for College Students

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

INCCS 2021 ONLINE

Official Rules

© October 2021, International Negotiation Contest for College Students

The following rules and guidelines for International Negotiation Contest for College Students , hereinafter referred to as "INCCS", are intended to ensure guidance and fairness to all participating teams. The organizers and judges of the Competition, as selected by the host institution, will strictly enforce Competition rules. Any interpretation of these rules that may arise during the competition will be solely the responsibility of the organizers. Their decisions will be final.

This document is meant to help the organizers of INCCS 2021.

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WELCOME

The “International Negotiation Contest for College Students”(INCCS) was founded on November 4, 2017, in Beijing by the four associations (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). The tournament provides university students with a platform to showcase their communication and negotiation skills in the international business world. INCCS is proud of hosting this event and give all participating teams a cordial welcome.

MISSION

1. Challenging participants with complex problems that demand integrative, interdisciplinary thinking and reasonable application of knowledge and theoretical concepts of negotiation;
2. Reflecting the reality of modern international and interdisciplinary business by using role play in the situations of cases and learning by doing;
3. Reflecting the reality of modern international communication by using a platform where all presentations, social activities and all other meetings take place, thus connecting different nations, continents and time zones in an effective way, and providing a forum for the exchange of ideas and perspectives from a diversity of cultures;
4. Facilitating meaningful networking among students from participating universities and those from the hosting university;
5. Connecting participants, when feasible, with potential employers who share universities' commitment to internationalization, with the aim of creating and enhancing student career opportunities.

UNIQUE FORMAT

INCCS aims to be an event with a unique format:

- ◆ The format of INCCS guarantees all teams 2 matches, tackling a total of 2 different cases.
- ◆ All negotiation cases in INCCS will be “live and relevant” because all cases will be written in close cooperation with companies and institutions although most cases are anonymous. Cases will be relevant and challenging, and cover a broad range of interdisciplinary business problems with a strong focus on the “Economy and Society of the Future”.
- ◆ INCCS teams will consist of four students who will present their communication and negotiation skills to a panel of expert judges from leading universities and institutions around the world.

1. GENERAL INFORMATION

1.1 Student Eligibility

INCCS is open to any student registered, for the duration of the Competition, 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.

1.2 Team Composition

The team is composed of four eligible students chosen by their university, accompanied by a team coach.

1.3 Team Coach

A coach is an individual assigned by a participating university to oversee the preparation and training of his/her team for INCCS. Each team should have at least one coach, and it is always expected that one or more coaches will accompany the team. The coach is usually also the person who communicates with INCCS organizing committee on behalf of the team.

1.4 Absence of a Team Member

During INCCS, if a team member becomes ill and is unable to participate, the team will be allowed to participate with three (3) team members.

1.5 Withdrawal of a Team

On very rare occasions, a team may withdraw from the competition after the teams have been announced.

When this happens with sufficient lead time, the school will be replaced. If a substitute cannot be found, a spare team from the hosting university may be invited to take the spot.

It is also conceivable that a team may need to withdraw at the last minute—potentially as late as one or two days before the start of INCCS. The competition schedule will remain the same.

1.6 Language

All case presentations and negotiations must be in English.

2. RULES AND GUIDELINES

2.1 Structure of 2-Round Competition

INCCS covers two rounds of competition in 2021.

The first round takes place online 30th Oct. 2021

The match will be played in four different divisions of six teams each(three pairs);

DIVISION A	DIVISION B	DIVISION C	DIVISION D
Team (PartyA) ↕ Team (PartyB) Pair1	Team (PartyA) ↕ Team (PartyB)	Team (PartyA) ↕ Team (PartyB)	Team (PartyA) ↕ Team (PartyB)
Team (PartyA) ↕ Team (PartyB) Pair2	Team (PartyA) ↕ Team (PartyB)	Team (PartyA) ↕ Team (PartyB)	Team (PartyA) ↕ Team (PartyB)
Team (PartyA) ↕ Team (PartyB) Pair3	Team (PartyA) ↕ Team (PartyB)	Team (PartyA) ↕ Team (PartyB)	Team (PartyA) ↕ Team (PartyB)

The case named **The Negotiating About Pandas Loans** will be used. Case instructions will be issued in advance of the competition.

Random draws (different geographical areas, however, will be taken into consideration in order to avoid teams from the same areas all end up in the same division) will be held in order to assign teams to divisions.

The competition consists of two steps in total 40 minutes:

■ Separate Presentation

Each team will be allowed 5-minute oral presentation which focuses on “how to negotiate with another side?”. Party A will first present and then party B ,when Party A present, party B doesn't show on the scene online and vice versa.

■ Negotiation

Two teams will negotiate for 35 minutes. **Timekeeper**(see under 2.2) will announce the note “The competition will end in 5 minutes” within the time limit.

After the negotiation, it will be judged with comments from judges in 10 minutes.

The second round takes place online 6th Nov. 2021

The match will be played in twenty-four teams(twelve pairs with random draws);

The case which any teams don't knows in advance will be issued one hour in advance of the competition.

Two teams will negotiate for 40 minutes. **Timekeeper**(see under 2.2) will announce the note “The competition will end in 5 minutes” before the end of the competition.

After the negotiation, there is no comments from judges because the results will be judge by MOU.

2.2 Timekeeper

A timekeeper will supervise two rounds. S/he will ask the team to enter the digital room and will let the team organize itself, which should not take more than two (2) minutes. When ready, s/he will introduce the presenting team by stating the name of the party, and judging role and, finally, motion the Round to begin. S/he will indicate to the presenting team when there are five (5) minutes remaining.

In case a team faces technical difficulties during the negotiation, the timekeeper will stop the process, and continue when the difficulties have been solved. However, the time will not be paused for longer than 5 minutes in total.

2.3 Audience

A timekeeper is responsible for ensuring that the digital door to the digital room is closed on schedule.

Competitors and coaches are barred from watching their opponents. Recording of presentations and negotiation (i.e., photographs, video recording, or audio recording) by anyone other than INCCS organizers or the coach of the presenting team is strictly prohibited.

Note:

The recordings of the presentations and negotiation will be made available to all teams after all presentations have been finished.

The organizers reserve the right to use presentations and negotiation for educational or promotional activities following INCCS.

2.4 Software Platform

The use of specialized negotiation software is called **Youdao Business Negotiation Cloud Platform**. Installation and operation instructions are described separately.

3.JUDGING

3.1 Judge Selection

Judges are selected by the INCCS Organizing Committee, and represent different professional experiences and backgrounds. Ideally, each judging panel contains representatives from the business community, government leaders, case competition alumni, and university faculty members.

Each judging panel normally consists of at least two judges. The formation of the judging panels is the sole responsibility of the organizers.

3.2 Judges' Scoring

Judges will work on the following evaluation criterion when evaluating teams' negotiations.

Evaluation Criteria	Team representing Party A:	Team representing Party B:
Overall handling of the case <ul style="list-style-type: none">• Introduction of the case• Strategic information exchange• Closing of the case		
Communication skills <ul style="list-style-type: none">• Active listening• Persuasive argumentation• Communication within the team		
Contribution to identifying issues and understanding the interests <ul style="list-style-type: none">• Identifying issues and their importance• Understanding linkages between issues• Communicating interests• Understanding interests and their importance		
Contribution to a wise and efficient agreement: <ul style="list-style-type: none">• Ability to create AND to claim value!• Have all interests of all parties been considered?• Have the parties been able to invent options for mutual gain, and find creative solutions?• Trust and relationship after the negotiation• Success in value creations• Success in value claiming		
Total score (not necessarily the average)		

1 - very poor; 2 - poor; 3 - fairly poor; 4 - adequate; 5 - fairly good; 6 - good; 7 - very good

(Source: The Negotiation Challenge: How to Win Negotiation Competitions, Book by Remigiusz Smolinski and James B. Downs)

3.3 Judges' Feedback

One team at a time, for 5 minutes, totally Party A and Party B in 10 minutes, in such a way that the teams understand the reasons why and how they should or could improve their performance in the future.

4.AWARDS

The Closing Ceremony is a live event.

The first, second and third prizes will be set through two rounds.

The competition will set up awards such as "Excellent Negotiator", "Best Organization Award" and "Excellent Instructor Award".

The award results will be published on the official website of the competition (<http://www.negotiationcontest.com/>).

The first prize winning team is eligible to be recommended by CNCC to participate in TNC.

5.PROCEDURE IN THE EVENT OF RULE VIOLATION

The organizers retain the right to disqualify any team from INCCS if the rules are not observed or if a team does not maintain a proper standard of conduct in the professional and collegial spirit of INCCS.

Any concerns or disputes regarding the implementation of these rules and/or any improper or disloyal behaviour must be brought to the immediate attention of the organizers. Please note that the decision of the organizers is final and not subject to review.

INCCS Organizing Committee, October 2021