



International Negotiation Contest for College Students

International Negotiation Contest for College Students in 2022 -"Negotiation Winner Cup"

The International Negotiation Contest invites entries for the upcoming negotiation contest and seminar in 2022. 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 2022. 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 2022 will be held online.

1. Organizers

Main organizer: Communication and Negotiation Committee of China

Co-organizer: Nanjing University of Aeronautics and Astronautics

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

Partners:

TNC (The Negotiation Challenge)

ABC (Association for Business Communication)

KANS (Korean Association of Negotiation Studies)

2. Participants

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

3. Timeline

- Registration time: May 1st, 2022-- June 26th, 2022



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To sign up, fill in the registration information at "Apply Contest 2022" on the right side of the website (<http://www.negotiationcontest.com/>).

- Planning and preparation time: June 27th, 2022 -- August 31st, 2022

The organizing committee will officially release the cases from June 27th to 30th, 2022. The participating teams should submit the business negotiation plan to the organizing committee by email before August 31st, 2022. If the business negotiation plan is not submitted before the deadline, it would be deemed as waiver.

- Online Competition Time: September 15th, 2022-- November 15th, 2022

The time of online competition will be set between September 15th, 2022 and November 15th, 2022. The winners will be granted after two 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 two rounds of competitions.
- (2) The awards such as "Excellent Negotiator", "Best Organization Award" and "Excellent Instructor Award" will be granted.
- (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. Conference contact

Contact: Zhang Shougang Email: 285748134@qq.com

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

The Organizing Committee of INCCS in 2022

April 30th, 2022