



The Negotiation Challenge

INTERNATIONAL NEGOTIATION
COMPETITION FOR STUDENTS

What is TNC for students?


The Negotiation Challenge for Students is one of the oldest and most prestigious **international negotiation competitions**. TNC has hosted **world's best student negotiators from leading universities**, allowing them to share their passion and negotiate with each other based on realistic simulations.

The Challenge is open to **all students** independently of their major. Most participating teams are enrolled in graduate programs at **business** and **law schools** but we also kindly invite students of other majors to register for the competition.

We explicitly encourage **all passionate student negotiators** to form teams of three and register for The Negotiation Challenge. All registered teams will participate in the online qualification rounds.

Due to its global reach, open, impartial and highly competitive character combined with rigorous scientific approach, The Negotiation Challenge for Students is an unofficial **World Championship in Negotiation**.



A photograph of students in a classroom or computer lab. In the foreground, a student is seen from behind, wearing a blue hoodie and headphones, working on a laptop. In the background, another student in an orange hoodie is also working on a laptop. The room has wooden walls and a window on the left. The text 'Structure of the competition' is overlaid in a large, orange, serif font, rotated 90 degrees counter-clockwise.

Structure of the competition

The competition will begin with **three online qualifying rounds** that will include all teams entered in the competition. The best 10 teams from the qualifying rounds will advance to the final event.

During the competition, participants have nearly a week from the time they receive instructions to:

- Contact each other
- Agree on the exact timing of their negotiations
- Agree on the mode of communication
- Negotiate a wise agreement
- Report the final outcome

After qualifying, the top teams will have a few weeks to prepare for the finals.

The final rounds of **The Negotiation Challenge for Students** are held at esteemed partner universities around the globes.

During the final event, teams will **negotiate face-to-face two or three additional rounds.**

Reason to participate



The Negotiation Challenge for Students is the first international negotiation competition in Europe and one of the few international negotiation competitions in the world. The main idea of the Challenge is to bring together the world's best student negotiators and allow them to compare their negotiation skills, thus preparing them for the complex negotiations they will face after graduation. During the event, students from the world's leading universities compete in realistic negotiation situations.

NEGOTIATE AND NETWORK WITH THE BEST

Participating in TNC offers a great opportunity to experience different ways of negotiating and to meet and network with students from various countries with different backgrounds and cultures, all sharing a passion for negotiation.

TEST AND DEVELOP YOUR NEGOTIATION SKILLS

Challenged by complex negotiation problems, matched with other well-trained and experienced negotiators, and equipped with feedback and coaching from the judges, the participants receive an excellent opportunity to develop their negotiation skills.

RECEIVE FEEDBACK FROM NEGOTIATION EXPERTS

TNC founders and judges are not only thought leaders and recognized experts in their field but also seasoned negotiators themselves. Their feedback has already helped hundreds of participants diagnose and optimize their negotiating styles.

How to prepare?



To help potential participants, prepare for and prevail in negotiation competitions, we published a book: ***The Negotiation Challenge: How to Win Negotiation Competitions*** including 16 ready-to-use, competition-tested negotiation simulations with thorough instructional debriefs that suggest both optimal strategies and discuss potential results.

In the book, we describe various types of negotiations we use during the Challenge and discuss the evaluation criteria we use to capture the participants' negotiation intelligence and select the best student negotiators.

The book is not only a must-read for anyone planning to apply and participate in a negotiation competition, it is also well suited for negotiation instructors looking for new and proven teaching material or for anyone interested in practicing and improving their negotiation skills.

Participants will enjoy an exclusive chance to enhance their negotiation skills through a series of **practice sessions** guided by the renowned negotiation expert, **Philip Brown**.

Strategically scheduled just before The Negotiation Challenge, these sessions offer the perfect platform for participants to network, refine their skills, and gain a competitive advantage and promise a valuable learning experience. Prepare for hands-on learning and valuable insights as you engage in immersive exercises guided by one of the foremost authorities in the field.



Founders



**Prof. Dr. Remi
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Negotiation Professor
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**Prof. Dr. Peter
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Negotiation Professor
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For more information on how to become part of The Negotiation Challenge, either as a contestant or a sponsor, please do not hesitate to follow us on [LinkedIn](#), visit our [Facebook](#) site and/or send us an email.

To apply to The Negotiation Challenge please submit your registration through the [registration form](#) on our website.



THE NEGOTIATION CHALLENGE

To learn more or to register, visit www.students.thenegotiationchallenge.org
Please contact us at info@TheNegotiationChallenge.org if you have any questions