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## ELSA Negotiation Competition – Media Card Guide

This document is supposed to be transformed in a beautiful media card that organisers can send to potential partners in order to present ELSA Negotiation Competition.

The ELSA Negotiation Competition, known also as the ENC, is a simulation of the negotiation and dispute resolution. Each round consists of two teams of two students. Each act as representatives of a client in order to complete a transaction, negotiate a contract or resolve a dispute resolution. Every negotiation round is judged by legal practitioners and other professionals from the legal field.

**Structure of the competition:** local (organised by ELSA LG) → national (organised by ELSA NG).

### **Benefits for participants:**

- Enhance knowledge, practice and interest in legal negotiations.
- Develop negotiation skills.
- Experience what the legal negotiation process actually feels like.
- Informal relationship between students, lawyers and professional negotiators.
- Practice legal English.

### **Benefits for partners:**

- Providing the opportunity of practicing negotiation skills and expand the practical component of legal education.
- Contact with motivated students with an advanced set of legal English skills.
- Presence on promotional materials.
- Visibility of the company amongst the student community in the entire country as well as the Europe-wide ELSA network.
- Shaping the future generation of lawyers.

The document “Sponsors – what do you need” may be incorporated in the media in order for sponsors to see which kind of help they can provide when accepting to support an ENC.