**TITLE I – GENERAL PROVISIONS**

**Article 1 – Negotiation**

1. The ELSA Negotiation Competition is a project promoted by ELSA (- The European Law Students’ Association) [National/Local Group] (hereinafter referred to as the “Organising Committee”), is an international, non-political, non-profit organisation for law students and graduates. which promotes impartial and independent cooperation in the field of legal culture at an international, national and local level, and is part of ELSA International.
2. The ELSA Negotiation Competition simulates a negotiation process between different parties, conducted by teams consisting of two students representing a party in the negotiation.

**Article 2 – Regulations and Amendments**

1. Any amendments to these Regulations, previously approved by the Organising Committee, must be promptly communicated to the ENC participants.

**Article 3 – Bodies**

1. For the Competition, the Organising Committee makes use of:  
   a) an Academic Board, responsible for drafting the case subject to the Competition and for evaluating the negotiation plans;  
   b) a Jury, responsible for evaluating the oral negotiations, which must be composed of at least three individuals.
2. The members of these bodies are selected among legal professionals and subject-matter experts who have chosen to contribute their experience and technical-legal knowledge to the Competition.
3. The Academic Board and Jury apply evaluation criteria in accordance with the provisions of these Regulations.
4. The Jury, also upon the request of the Vice President for Competitions, may provide additional elements and/or notes for the semifinal and final rounds to supplement the fictional case.
5. The Academic Board must respond to clarification requests within three days from the deadline for submitting such requests.
6. The Organising Committee appoints the President of the Jury.

**Article 4 – Procedures**

1. The ELSA Negotiation Competition is conducted in [language], unless otherwise specified by the Organising Committee.

**Article 5 – Competition Stages**

1. The Competition takes place in two stages:  
   a) drafting by each team of a negotiation plan based on general and confidential information;  
   b) conducting the oral negotiation, structured into preliminary, semifinal, and final rounds.

**TITLE II – THE COMPETITION**

**CHAPTER I – PARTICIPATION IN THE COMPETITION**

**Article 6 – Registration**

1. Participation in the ENC is open exclusively to students or graduates in legal subjects who have obtained their degree no more than six months prior to the time of registration.
2. To participate in the ENC, it is necessary to be a registered Member of ELSA [National/Local Group].
3. The criteria outlined in the previous paragraphs must be met by each participant at the time of registration and throughout the duration of the Competition.
4. The registration of each team must be completed through the specific Google Form published on the social media channels of the Organising Committee and sent via mailing list to the Members, within the deadline indicated by the Organising Committee.
5. Members of the Organising Committee are excluded from participation.
6. The Organising Committee may establish a registration fee for each participating team.
7. The Organising Committee determines the timing and methods of payment of the fee and provides adequate communication of this information when the event is publicized.

**Article 7 – Training Course and Opening Conference**

1. The Organising Committee may organize an Opening Conference, to which registered participants are invited.
2. The Organising Committee must provide a training course for the teams registered in the Competition.
3. A certificate of participation will be issued to those who attend at least 75% of the training course.

**Article 8 – Team Composition**

1. Each team must consist strictly of two members.
2. The Organising Committee determines the maximum number of teams admitted to the Competition. If the number of registered teams exceeds the maximum number allowed, teams will be selected based on the chronological order of registration.
3. Changes in team composition are permitted up to seven days before the start of the oral negotiation. Such changes, under penalty of inadmissibility, must be promptly communicated to the Vice President for Competitions via email.
4. Participants are required to assume the role of lawyers representing the assigned party.

**Article 9 – Team Code**

1. Within 48 hours of registration, the Vice President for Competitions will assign a competition code to each team.
2. This code replaces the participants' personal details and must be used throughout the duration of the Competition.
3. Upon the closure of registrations, the Vice President for Competitions will inform each team of the party assigned to them, determined by a random draw, along with the corresponding confidential information.

**Article 10 – Subject Matter of the Competition**

1. The fictional case at the center of the Competition consists of:  
   a) *“General Information”*, provided to all teams regardless of the party they represent at the time of registration;  
   b) *“Confidential Information”*, differentiated according to the party represented and communicated exclusively to the relevant teams after the registration period has closed.
2. General information is provided to all teams registered in the Competition. In contrast, confidential information is provided solely to the teams based on the assigned party and must not, under any circumstances, be shared with the teams representing the opposing party.

**TITLE III – COMPETITION TASKS**

**CHAPTER I – GENERAL PROVISIONS**

**Article 11 – Requests for Clarification**

1. Participating teams may submit a maximum of two requests for clarification to the Scientific Committee regarding general or confidential information by sending a specific email to the Vice President for Competitions within seven days following the registration deadline.
2. Requests for clarification may only be submitted in cases of ambiguity or possible errors and not to request additional information.
3. It is strictly forbidden to consult, in any other manner, members of the Scientific Committee or the Judging Panel, under penalty of disqualification from the Competition.
4. Each team is prohibited from presenting content that is, in whole or in part, the work of individuals external to the Competition, under penalty of disqualification.

**CHAPTER II – DRAFTING OF THE NEGOTIATION PLAN (if applicable)**

**Article 12 – The Negotiation Plan**

1. Participating teams must submit a negotiation plan by the deadline established by the Organising Committee, sending it via email to the Vice President in charge of Competitions.
2. The negotiation plan, including paragraph titles, must be drafted in A4 format, Garamond font, size 12, 1.5 line spacing, and 2.54 cm margins on all sides. The use of footnotes is not permitted.
3. The negotiation plan must not exceed two pages, must indicate the team code at the bottom, and must be sent in both .docx and .pdf formats to the Vice President for Competitions.
4. The negotiation plan must not contain any reference that could reveal the identity or origin of the team members, under penalty of disqualification.

**Article 13 – Content of the Negotiation Plan**

1. The negotiation plan must include and will be evaluated based on the following criteria:  
   a) interests and objectives of the party;  
   b) negotiation strategies;  
   c) best/worst alternative to a negotiated agreement;  
   d) possible interests and strategies of the opposing party.

**Article 14 – Evaluation of the Negotiation Plan**

1. Failure to comply with the provisions of Article 12 will result in the following penalties:  
   a) Regardless of the number of pages containing the defect, one point will be deducted from the score for each of the following non-compliance criteria:
   * format;
   * font size;
   * line spacing;
   * use of footnotes;
   * margin size.  
     b) Three points will be deducted for each page of the .docx file exceeding the maximum limit established by Article 12, paragraph 3.  
     c) Five points will be deducted if the negotiation plan is not submitted in .docx format.  
     d) One point will be deducted if the negotiation plan is not submitted in .pdf format.  
     e) One point will be deducted if the team code is not indicated at the bottom of the negotiation plan.
2. The Vice President in charge of Competitions is solely responsible for verifying the formal requirements under Article 12 of the negotiation plan and for applying penalties to the total score assigned by the Scientific Committee.
3. Negotiation plans submitted by the teams are evaluated by the Scientific Committee, which assigns a score of up to 20 points (from 1 to 5 points for each criterion) based on the criteria in Article 13.
4. The Vice President for Competitions will forward the plans to the Scientific Committee without evaluating their content.
5. Based on the evaluations, the best-performing teams for each role will be selected to participate in the oral phase. The number of teams selected per role is at the discretion of the Organising Committee and must be communicated when registration opens.
6. In the event of a tie, the team with the fewest penalties will be admitted, and if still tied, the team that submitted the negotiation plan first will be admitted.
7. The general ranking and the ranking positions of the teams will not be disclosed by the Organising Committee.
8. Each team may know only the score assigned to its negotiation plan by making an express request via email to the Vice President for Competitions.
9. At the end of the Competition, the Vice President for Competitions will send the scores obtained in the negotiation plan evaluation to the teams that have duly requested them.

### **CHAPTER III – NEGOTIATION**

**Article 15 – Oral Phase**

1. Before the start of the oral phase, the Vice President for Competitions shall draw lots to determine the competing pairs and the order in which the negotiations will take place.
2. The purpose of the negotiation is to reach an agreement, and it proceeds according to the following timeline:  
   a) "Pre-negotiation" (5 minutes per team): presentation of the objectives of the negotiation and the related tactics and strategies of each team before the Judging Panel, in the absence of the other party.  
   b) "Negotiation" (40 minutes): interactive exchange of information and interests aimed at reaching an agreement or, at the very least, identifying common points.  
   c) "Discussion with the Judging Panel" (up to 10 minutes): questions and feedback from the members of the Judging Panel to achieve a more complete evaluation of both teams’ performance.
3. During the negotiation, all team members must speak at least once, under penalty of a one-point deduction from the total score.
4. Participants still competing are not allowed to attend the performances of other teams.
5. Members of the Judging Panel may ask questions only during the pre-negotiation and evaluation phases and, in any case, cannot become aware of the participants’ identities.
6. During the negotiation time, both parties briefly present their points of view one after the other, followed by open negotiations.
7. A timekeeper, designated by the Organising Committee, is responsible for periodically indicating the remaining time.
8. Each team may request a consultation break of up to three minutes. If only one team requests a break, the other team may not use this time for internal discussion.
9. Team members must adhere to the ethical rules of the legal profession.

**Article 16 – Evaluation of the Oral Performances**

1. The following aspects will be particularly considered when evaluating performance:  
   a) preparation of the negotiation strategy;  
   b) logical consistency of the argumentation;  
   c) ability to respond to the other party’s demands;  
   d) any concessions made to the other party;  
   e) flexibility during negotiations;  
   f) skill in using negotiation techniques;  
   g) teamwork;  
   h) the outcome of the negotiation.
2. Each member of the Judging Panel assigns an individual score.
3. After each negotiation, the Judging Panel assigns each team up to 40 points (from 1 to 5 points for each criterion mentioned in paragraph 1).
4. The Judging Panel also assigns each participant a score from 1 to 10 to determine the best oral presentation and the best strategic application for any additional awards.
5. After determining the overall ranking, the top two teams per role with the highest oral phase scores advance to the next round. In case of a tie, the Judging Panel will decide by a simple majority vote. If the tie persists, the team with the highest score in the written submission will advance. If a tie still remains, the team that submitted the written submission first will proceed.
6. The Competition continues with a new drawing of lots for the semifinal pairings and the order of performance.

### **CHAPTER IV – FINAL ROUND AND ANNOUNCEMENT OF WINNERS**

**Article 17 – Final Phase**

1. The teams that obtained the highest score for each role advance to the final.
2. In case of a tie, the Judging Panel will decide by a simple majority vote. If the tie persists, the team with the highest score in the written submission will advance. If the tie still remains, the team that submitted the written submission first will proceed.
3. The Judging Panel for the final round will declare the winning team by majority vote based on the evaluations from the final oral negotiation session, in accordance with Article 16 of this Regulation.
4. If there is no majority vote within the Judging Panel, the winning team will be the one that obtains the vote of the President of the Judging Panel.

**Article 18 – Awards**

1. At the end of the final, awards will be given to the best team, the best negotiator, and any other potential award categories.
2. The Organising Committee is responsible for identifying the awards for the winning team, the best negotiator, and any additional participants.
3. The Organising Committee will issue a certificate of participation, signed by the Vice President for Competitions or, if unavailable, by the President, to each participant in the Competition.

**Article 19 – Score Communication**

1. The general ranking and the individual team rankings will not be disclosed by the Organising Committee.
2. Each team may know only the score assigned to its own performance by making an express request via email to the Vice President for Competitions.
3. At the end of the Competition, the Vice President for Competitions will send the scores obtained in the oral negotiation evaluation to the teams that have duly requested them.

### **TITLE IV – FINAL PROVISIONS**

**Article 20 – Disciplinary Measures**

1. All participants are required to comply with this Regulation, the provisions of which they are deemed to accept by the sole fact of their registration in the Competition. In the event of a serious violation, the Vice President for Competitions shall take all appropriate measures, including disqualification.
2. Participants must ensure their presence throughout the entire duration of the Competition, under penalty of disqualification of the team, except as provided in Article 8, paragraph 1. In any case, the participation fee, if applicable, is non-refundable.

**Article 21 – Interpretation**

1. Participants may submit any questions concerning this Regulation to the Vice President for Competitions, who is solely responsible for resolving issues related to the application and interpretation of this Regulation.

**Article 22 – Decisions**

1. The Vice President for Competitions may grant extensions to any deadlines set forth in this Regulation for proven organisational needs, provided that absolute equality of treatment among all competing teams is ensured.
2. The evaluations and decisions of the Scientific Committee, the Judging Panel, and the interpretative decisions regarding this Regulation made by the Vice President for Competitions are final and not subject to appeal.