



The European Law Students' Association



ELSA NEGOTIATION COMPETITION

REPORT

ELSA NEGOTIATION COMPETITION 2025/2026

FOREWORD



INÊS RIBEIRO

VICE PRESIDENT IN CHARGE OF COMPETITIONS
INTERNATIONAL BOARD OF ELSA 2025/2026

Dear Network,

The ELSA Negotiation Competition represents a cornerstone of the Competitions area. Throughout the years, it has evolved to an ambitious project, bringing together law students from across our Network to develop and demonstrate one of the most essential skills for every legal professional: negotiation.

This term marks an important milestone for the Competition with the publication of the first Edition of the annual ELSA Negotiation Competition Report. This report reflects our commitment to recognising the Competition's continued growth and to documenting its development in a structured and meaningful way. It aims to provide valuable insights and data for our officers while serving as a resource to support the Competition's future development.

Over the years, the ELSA Negotiation Competition has continuously adapted to the changing needs of our Association. Through the dedication of its organisers, the project has strengthened its academic quality, expanded its reach throughout the Network, and established itself as one of ELSA's most recognised Academic Competitions.

The recent proposals adopted at the International Council Meeting in Brno mark another significant step in the Competition's evolution. They demonstrate our collective ambition to further develop the project, strengthen its organisational framework, and ensure greater consistency in its implementation across all levels of the Network.

As the Competition continues to grow, it is only fitting that its development is monitored with the same care and dedication that have shaped its success. We hope that this report not only reflects the progress made so far but also inspires its continued development.

Happy reading!

Inês Ribeiro

ELSA NEGOTIATION COMPETITION

AROUND THE NETWORK



NATIONAL GROUPS ORGANISERS

Based on the Competitions Specification Form submissions

ELSA FINLAND

ELSA GERMANY

ELSA ITALY

ELSA NORWAY

**ELSA
PORTUGAL**

**ELSA
SWITZERLAND**

ELSA FINLAND



NATIONAL ORGANISER



ELLA HÖRKKÖ

Vice President in charge of Competitions
ELSA Finland 2025/2026

Organising Finland's first ELSA Negotiation Competition was an exciting opportunity to introduce a new Academic Competition format to Finnish law students.

From the initial planning stages to the Final Round, our goal was to create a challenging yet supportive environment where participants could develop practical negotiation, communication, and teamwork skills. As the inaugural Edition, the Competition provided valuable experience for everyone involved and established a foundation for future events. The positive feedback from participants, judges, and partners reinforced the value of practical skills as a complement to traditional legal education.

I am proud to have played a role in bringing the ELSA Negotiation Competition to Finland and helping establish a platform that can continue to develop and inspire future generations of law students.

NATIONAL ROUND

1st Edition of the Finnish ELSA Negotiation Competition

The first Edition of the Competition took place on the 14th of March 2026 at the Student Union of the University of Helsinki, in partnership with the Norwegian Wægger Negotiation Institute.

Two mixed-university teams brought together students from the University of Helsinki, the University of Turku and the University of Lapland.

Date	14th March 2026
Partner	Norwegian Wægger Negotiation Institute
Venue	Student Union of the University of Helsinki
Case Author	Roar Thun Wægger
Language	English
Participants	Two mixed-university teams
Negotiation Course	Four-part online lecture series for all participants
Cases	The closure of an investment; sustainable urban development amid growing tourism



National
Negotiation
Competition

ELSA ITALY



NATIONAL ORGANISER



GIORGIO LANFRANCO

Vice President in charge of Competitions

ELSA Italy 2025/2026

This Edition of our most successful Competition marked a change of pace from past years: the topic of the case was changed in favour of M&A, which helped get more people involved both as participants and as partners.

The negotiation course and the prizes were also changed according to the new topic and the different approach adopted with regard to the competition in general: we focused more on the psychological aspects of negotiation, and the prizes were both appealing (a sum of money, some master degree courses) and helpful for the education of participants.

Both the National Negotiation Team and the Organising Committee from the Hosting Local Board were involved through the entirety of the organisation process, and that ensured everyone working on the event had shared vision and shared objectives. That reflected on this edition of the competition being the most successful ever held, and I must thank all the people who worked with me for this achievement.

NATIONAL ROUND

11th Edition of the National Negotiation Competition

The 11th Edition took place from the 6th to the 9th of November 2025 at the University of Perugia. The Competition attracted 53 teams, primarily from universities in Northern Italy, with the 16 highest-ranking teams advancing to the Oral Phase.

Date	6th to the 9th of November 2025
Main Partners	Gianni & Origoni; Resolutia Gestione delle Controversie
Partner	Marco Bianchi Contratti Internazionali
Venue	University of Perugia
Case Author	Marco Bianchi
Language	Italian
Participants	53 teams, of which 16 advanced to the Oral Phase
Negotiation Course	Six-part joint online course delivered by ELSA Italy
Case	An M&A transaction involving a merger between two transnational public-transport groups

ELSA PORTUGAL



NATIONAL ORGANISER



ÁDILA MAGALHÃES

Vice President in charge of Competitions
ELSA Portugal 2025/2026

Organising this year's Competition was a particularly meaningful achievement for our National Group.

After a period in which the Competition had not taken place nationally, seeing eight teams participate demonstrated not only the renewed interest of our members, but also that this prestigious initiative remains very much alive within our network.

The winning team further benefited from a job shadowing experience, a mock interview and a fully funded postgraduate programme, ensuring that the impact of the competition extended well beyond the Final Round.

For ELSA Portugal, this Edition was particularly important as it reaffirmed our partner's trust in our work, ensured the continuity of one of our flagship projects and laid the groundwork for its future Editions.



NATIONAL ORGANISER

7th Edition of the ELSA Portugal Negotiation Competition

The 7th Edition took place on the 6th November 2025 at the offices of Morais Leitão, which also partnered with ELSA Portugal to deliver the preparatory negotiation course. Eight teams participated, representing universities in Lisbon, Minho and Coimbra.

Of the eight participating teams, six came from Lisbon: three from the University of Lisbon, two from NOVA School of Law and one from Lusófona University. The remaining teams represented the University of Minho and the University of Coimbra.

Date	6th November 2025
Partner	Morais Leitão
Venue	Offices of Morais Leitão
Case Author	Ana Patrícia Sousa Borges
Language	Portuguese
Participants	Eight teams from Lisbon, Minho and Coimbra
Negotiation course	Delivered in cooperation with Morais Leitão
Case	Sports law



ELSA SWITZERLAND

NATIONAL ORGANISER



NICOLA STALDER

Vice President in charge of Competitions
ELSA Switzerland 2025/2026

It was a great pleasure organising this Edition of the ENC together with my Director and all the Organising Local Groups of ELSA Switzerland, many of whom organised a Local Round for the first time!

Being able to visit every local round of this Competition was particularly interesting and allowed me to appreciate the impact that the competition had on our members.

Many thanks go to Kellerhals Carrard, ELSA Switzerland's Platinum Partner for this Edition of the ENC, the great collaboration with them allowed for this Edition to be a huge success.



LOCAL ROUND | *GENEVA*

Organising Local Groups	ELSA Geneva and ELSA Lausanne
Date	12th March 2026
Partner	Niederer Kraft Frey SA (NKF Geneva)
Venue	Offices of NKF in Geneva (Place de l'Université 8; CH-1205 Geneva)
Language	English
Participants	Eight teams from the University of Lausanne and the University of Geneva

LOCAL ROUND | *NEUCHATEL*

Organising Local Groups	ELSA Fribourg and ELSA Neuchatel
Date	13th March 2026
Venue	University of Neuchatel (Av. du Premier-Mars 26, CH-2000 Neuchâtel)
Language	English
Participants	Eight teams from the University of Fribourg and the University of Neuchatel

LOCAL ROUND | *ZURICH*

Organising Local Group	ELSA Zurich
Date	3rd December 2025
Partner	Wenger Vieli AG
Venue	Offices of Wenger Vieli AG in Zurich (Dufourstrasse 56, CH-8008 Zurich)
Language	English
Participants	Eight teams from the University of Zurich

NATIONAL ROUND

6th Edition of the ELSA Negotiation Competition

The 6th Edition took place on the 26th of March 2026 at the Bern offices of Kellerhals Carrard. Eight teams from the universities of Geneva, Zurich and Fribourg participated in the Competition.

Date	26th March 2026
Partner	Kellerhals Carrard Bern KLG
Venue	Kellerhals Carrard offices, Bern
Case author	Yuri van Steenwijk
Language	English
Participants	Eight teams from Geneva, Zurich and Fribourg
Negotiation Course	Nationally organised webinar
Case	Mergers and Acquisitions



The European Law Students' Association