



Student Report August 2016, Team Switzerland

The Swiss National Winners among the best negotiators at the International Negotiation Competition 2016

Ioana Balas and Simon Bianchi (left side), both students at the University of Geneva, as well as Florine Baerlocher and Matthias Tanner (right side), University of Zurich, represented Switzerland at the International Negotiation Competition at the University of Lucerne from 5 - 9 July 2016.





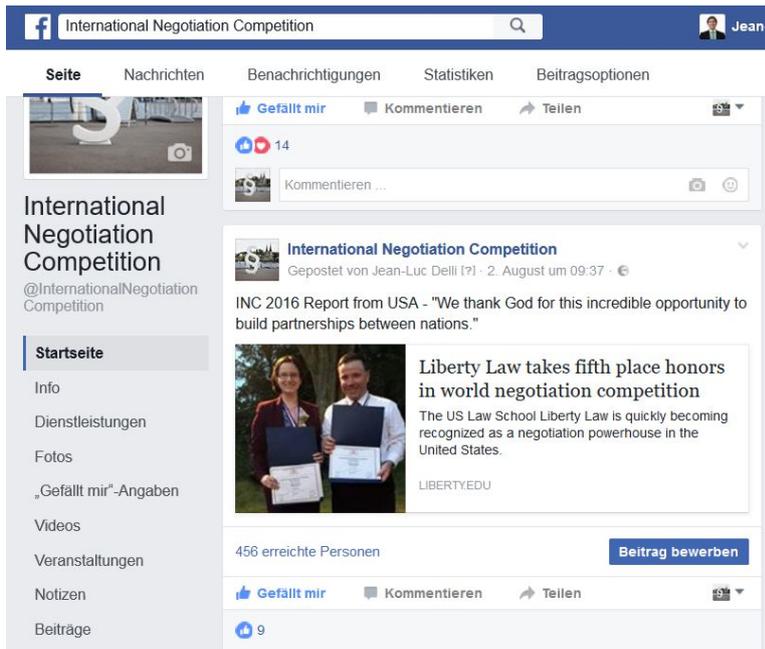
INC 2016 Report by Denton, Canada.

The International Negotiation Competition is the oldest and most renowned law school competition and offers an exceptional educational programme, aiming at filling the gap between practise and legal education. The prospective lawyers participating have an opportunity to apply the knowledge gained at university in an intercultural and international environment. They face real-life scenarios which help them practise negotiation techniques, develop communication skills and enhance their problem solving abilities.

The Zurich and Geneva teams were chosen as the best negotiators in the last year's Swiss Negotiation Competition. They were both coached by Andri Halter, former participant in the International Negotiation Competition in 2015. Andri met the two teams while he acted as a judge in the last year's Swiss Negotiation Competition. As the team representing Qatar unexpectedly had to resign, Aldiana Perezic and Atilla Cilingir, both studying at the University of Lucerne, jumped in as a third Swiss team. Professor Aaron Richard Harmon, the official coach of the Qatari team, accepted to also coach the

INC 2016 Report from Singapore by the University of Singapore.





INC 2016 in the News in the USA: The law school of team USA reports from the INC 2016

Thanks to their strong communication skills and the ability to develop mutually beneficial solutions, they accomplished to conduct the negotiation in their client's best interest.

During the award dinner, Canada was chosen as the winner of the 2016 International Negotiation Competition, followed by Singapore and Australia (joint second) and Northern Ireland as third. The team from Geneva was awarded as the best Swiss team with the honourable seventh place.

On behalf of the Swiss teams, Ioana Balas said, "it was an invaluable experience to participate in the International Negotiation Competition and a unique chance to be faced with real life negotiation situations; our experienced lawyer-judges' feedback pointed out the aspects to be improved. It was an opportunity to network freely, compare various legal systems, and broaden our horizon by learning about foreign cultures and their different negotiation styles. I would encourage every law student to participate".

INC 2016 in the News in Scotland: Brodies Law, the sponsor of the Scottish team published the INC results of the competition on its webpage.



Special thanks go to Niederer Kraft & Frey. Without its generous support and sustained efforts, the International Negotiation Competition 2016 would not have been possible.

The Swiss teams had to negotiate with the national winners from India, Poland, New Zealand and Indonesia, among others. Given their competitors' various cultural backgrounds, they had to develop different kinds of negotiation styles and tactics and to adjust them with the necessary celerity in order to reach the best possible outcome for their clients. Whereas the first round consisted of a cocoa bean supply contract, the second round appeared to be a complex dispute resolution scenario, involving a privately owned company. With four parties planning a joint-venture, the third and last round was a real challenge the teams had to face.



Christina Del Vecchio, Attorney-at-law at Niederer Kraft & Frey AG (Zurich)

Conference on International Legal Practice & Legal Education

For the first time in Switzerland, the University of Lucerne hosted the International Legal Practice & Legal Education Conference as part of the International Negotiation Competition for Law Students (www.law-competitions.com). During the conference, leading experts shared strategies and perspectives on successful negotiation of legal transactions and disputes.

The vision of the INC is to foster legal education and practical skills training needed for the legal profession on an international scale. This conference therefore serves as a unique platform for practicing lawyers, legal professionals and law students to significantly enhance their knowledge and practical skills.



INC 2016 Judges

Practicing lawyers, legal professionals specialized in legal negotiation and professors from all over the world were acting as judges during this year's International Negotiation Competition.