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Swiss Negotiation Competition 2013/2014

Report to the Committee of the INC

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'We finally made it to South Korea! After a very long journey we are now in Pohang, where we are attending the **International Negotiation Competition**.

But first of all let us tell you how we got here:

Everything started with the E-Assessment organized by **Lawbility** at the Multicheck Assessment Center in Zurich. For two hours we were asked to complete various exercises, in order to demonstrate our skills. The assessment's objective was to evaluate our strengths and weaknesses in different areas, such as career potential, language skills and logical thinking. After successfully completing this task, we had the opportunity to participate in the contract negotiation seminar in Lucerne.



The participants of the Swiss Competition 2013 / 2014

Whilst there was no need to prepare for the E-Assessment, we received useful self-study materials for the seminar, such as a contract negotiation guide, a legal English manual, as well as personally tailored grammar exercises. In addition, each participant had to study a case in advance which later served as the basis for negotiations in the seminar.

The seminar took place at the University of Lucerne on a Saturday and was held by experienced professionals. It was a great experience! Not only did we get to know other students with similar interests from different Swiss universities, but we also learned a great deal about negotiation skills. The eight best participants were then chosen to take part in the finals of the **Swiss Negotiation Competition**. From that point on, we were no longer evaluated individually, but rather in teams of two.

Each team then received two cases to prepare for the finals. Thereafter, our team met several times, analyzed both of the cases thoroughly and developed the best strategy for our hypothetical clients. As we learned at the seminar in Lucerne, it is very important to know the facts by heart so that during the negotiation you can be flexible and adapt easily to unforeseen circumstances. Given the fact that we only got to know each other at the seminar in Lucerne, the meetings were equally important to build up team spirit.



Swiss Negotiation Competition 2013 / 2014 (final round)

The finals were held at the law firm Wenger & Vieli in Zurich. On that day we had the chance to show what we had learned about negotiation in the previous weeks. Experienced professionals judged each negotiated case and provided valuable feedback. Thanks to our intensive

preparation and our well-thought-out strategy we managed to convince the judges and to participate in the **International Negotiation Competition**.

Overall, this experience was an enrichment on various grounds: First and most obvious, we were able to improve our negotiation, rhetorical, and language skills. Second, we met law students from all over the world and built up a world-wide network. And last but not least, being part of the



Swiss Negotiation Competition 2013 / 2014 (final round)

International Competition in June 2014 in South Korea is the icing on the cake.'

Nicole Lenz and Annina Hammer

Winner of the Swiss Negotiation Competition 2013 / 2014