

# **The Regulations of The Warsaw Negotiation Round**

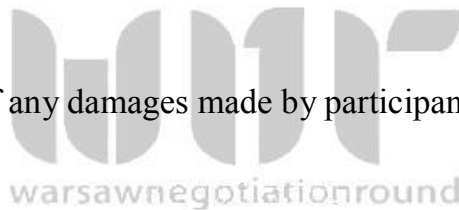
## **§ 1**

### **The general information**

1. The following regulations specify the conditions of the participation in The Warsaw Negotiation Round, named thereafter “The WNR”, and the course of the competition.
2. The main Organizer of The WNR is the Student Scientific Association - Negotiator (The SSAN) active by Warsaw School of Economics, Al. Niepodległości 162, 02-554 Warsaw, Poland.
3. The main coordinators responsible for organization of The WNR 2018 are Emilia Szczukowska and Jakub Młynarski. The Organization Team consists of the members of The SSAN.
4. The WNR 2018 lasts from Friday, 20th April 2018 to Sunday, 22nd April 2018 and during that time participants are obliged to participate in all organized events. The absence during these events may cause the team in exclusion from the tournament.
5. The expenses connected with The WNR:
  - a. The entry fee to the competition, paid by the teams that has been admitted, amounts to 350 euro per team and shall be transferred to The Organizer within the appointed time. Both the deadline of the payment and bank account details will be provided together with the admittance letter;
  - b. The winner of Polish Student Negotiation Tournament, chosen in the last edition of this competition prior to The WNR, is exempt from the

entry fee, as the participation in The WNR is one of the prizes of The Polish Student Negotiation Tournament;

- c. The Organizer of The WNR is obliged to cover costs of accommodation and board of participants as well as costs of transport in Warsaw from 20th April to 23rd April 2018;
  - d. The Organizer of The WNR is not obliged to cover costs of accommodation of students representing universities from Warsaw;
  - e. The costs of accommodation and board are not subject to exchange to money;
  - f. The costs of travel and additional accommodation are on the participants' side;
  - g. The costs of any damages made by participants are on the participants' side;
  - h. The Organizer of The WNR covers costs of accommodation and board of invited members of the Jury.
6. All the additional members of the team: coaches, trainers etc. are obliged to strictly obey the Regulations of The WNR, in particular:
- a. They are not allowed to take part neither in the negotiation rounds nor in the preparations to negotiations;
  - b. They are allowed to contact their teams only during free time;
  - c. The Organizers do not provide neither accommodation nor board for any additional member of the teams;



- d. It is required to inform The WNR Organizing Team about each additional person joining the team.

## § 2

### **The terms of participation in the competition**

1. The applicants for the participation in The WNR 2018 must have legal capacity binding in the Republic of Poland.
2. There are twelve (12) teams taking part in The WNR, whereas one of those is the winner of Polish Student Negotiation Tournament, chosen in the last edition of this competition prior to The WNR.
3. Each team has to consist of three members, students of the same university. In some cases we may accept teams, that consist of students from different universities, but the team has to represent only one university.
4. Students who take part in The WNR should be in Economics, Law or Business Studies faculty, however, in some cases we may accept students of other specializations. This decision is to be made by the coordinators.
5. It is allowed to participate in the tournament only with one member of the team, who took part in the previous edition of the tournament.
6. It is allowed to participate students who graduated from their university, but it has not been a year since finishing master's/bachelor's degree and graduate studies.
7. To take part in The WNR all interested teams are obliged to fill in the application form downloaded from [www.warsawnegotiationround.com/apply](http://www.warsawnegotiationround.com/apply) and apply on time by sending the application form together with the CVs of the team's members at the indicated e-mail address.
8. The Organization Team for The WNR chooses 11 teams taking into account :

- a. education and professional background of the applicants;
  - b. motivation to take part in the tournament;
  - c. the University Ranking (according to The Times World University Ranking);
  - d. the diversity of countries.
9. All the chosen teams should prepare and send the short presentation about the team's members within the appointed time.
11. All the participants give their assent to data processing for use of The WNR by sending the filled-in application form and all needed documents.
12. The Organizer of The WNR does not take any responsibility for any problems with the application form sending process that are independent from The Organizer.
13. Any delayed applications forms are not taken into consideration by The Organizer and mean the rejection of the application for the participation in the competition.
14. The Organization Team sends remarks to each team in case of incomplete application.

### § 3

#### **The course of the competition**

1. The WNR is composed of four negotiation rounds treated as qualification rounds to the final round, by which one they are followed.
2. In each round the points are given on the basis of a specially prepared spreadsheet created by a case scenario author.
3. Every round involves solving the negotiation problem, specified in the negotiation cases prepared by the present or former members of The SSAN for use of each session of The WNR only.
4. During every round there is a prohibition of using any electronic equipment (e.g. phones, laptops, tablets etc.).
5. Only during the final round the Jury is going to judge the negotiations based on the mentioned spreadsheet and on their judgment of team's negotiation style. The Jury consists of: specialized experts of negotiation and communication, special honor guests and the author of the final scenario. The exact members of the Jury will be presented on the tournament's website before the beginning of the tournament.
6. In the final round points are granted by the Jury.
7. The main aim of The WNR is to appoint the winning team that gets the highest number of points granted by the Jury. The Jury grades the negotiation skills of the participants and the terms of the reached agreement among the competing teams.
8. The names and places of venues of each round will be presented on the tournament's website before the beginning of the tournament.

## § 4

### **Appointment of the Winner and the prizes**

1. There will be two teams chosen for the Final Round with the highest score in total from all four negotiation rounds.
2. The winner of The WNR 2018 is the team appointed by the Jury during the Final Round on 22nd April 2018.
3. The Finalists will receive a trophy and a certificate.
4. The Organizer reserves the right to change the form of the prize without giving a specific reason.

## § 5

### **Obligations of the participants**

1. All the participants of The WNR are obliged to follow the rules stated in the Regulations of The WNR.
2. All the participants have to be present during all the organized events including all the negotiation rounds, welcome ceremony, final banquet and others mentioned in the tournament's schedule.
3. Teams taking part in The WNR are obliged to write a notice in English about the tournament and post it on their university official website and/or in the university newspaper.

## § 6

### Final provision

1. The participation in The WNR means acceptance of the rules mentioned in the The Regulations of The WNR.
2. The participants' data will be processed by The Organizer of The WNR according to regulations of The Act of 29th August 1997 on the Protection of Personal Data (unified text, Journal of Laws of 2014 item 1182, 1662, of 2015 item 1309).
3. The Regulations of The WNR is the only document specifying the rules of the competition.
4. All questionable cases, which arise during the competition will be solved by the main coordinators.
5. The Organizer of The WNR 2018 reserves the right to change the form of the Regulations, without previous notice.