



2024 Corrs  
Chambers  
Westgarth  
Negotiations  
Competition Info  
Session



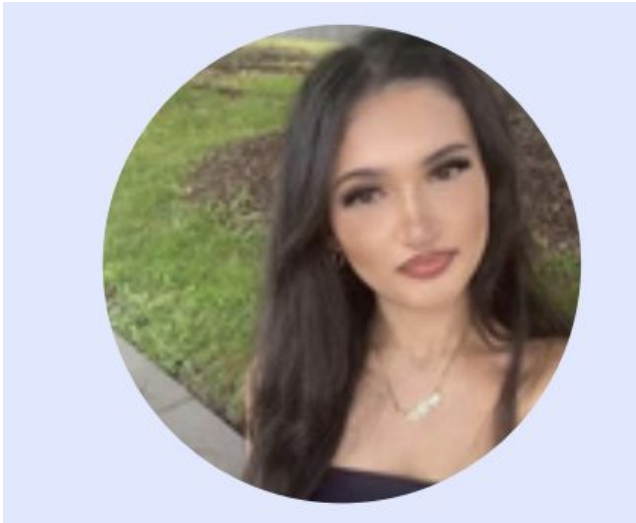
# Acknowledgement of Country

The Melbourne University Law Students' Society acknowledges the Wurundjeri people of the Kulin Nation as the Traditional Owners of the land on which the University stands and respectfully recognises Elders past, present and emerging.

# Who are we

Ashiqqa Walia

ashiqaw@student.unimelb.edu.au



Max Scanlon

mscanlon@student.unimelb.edu.au



# What is negotiations

- Series of negotiations between two teams representing opposing parties
- Common set of confidential facts
- Aim
  - A. Meet the interests of their respective clients;
  - B. Arrive at a mutually beneficial agreement; and
  - C. Preserve, perhaps even improve, the relationship between the parties.
- The Competition
  - ★ Teams of 2
  - ★ Two teams reach an agreement based on a common and confidential set of facts

# Best part of the competition

- All year levels welcome (especially first years)
- Negs is one of the most fun competitions - much more relaxed than mooting
- Low time commitment
- Little time preparation (around 1-3 hours)
- No common law or legislation so no research required

# What skills do you develop

- Teamwork
- Flexibility / adaptability
- Verbal communication
  - Professionalism
  - Negotiation

# Importance of negotiation in legal career

- Contract negotiation
  - Settlement
  - Arbitration
- ADR (alternate dispute resolution)

# Schedule

Semester 1 Schedule: Monday and Thursday Nights	
Week 4:	18/03 and 21/03 – Round 1
Week 6:	08/04 and 11/04 – Round 2
Week 8:	22/04 and 23/04 (Tues) – Round 3
Week 10:	06/05 and 09/05 – Round 4
Semester 2 Schedule: Monday Nights	
Week 1	22/07 – Quarter-Final
Week 4	12/08 – Semi-Final
Week 7	02/09 – Grand-Final



# Registration/ Sign-Ups

- Form to be posted on the 'MULSS Competitions 2023' Facebook Page and the MULSS website at 5pm AEDT tomorrow night (Friday 1st March)
- Only JD students can apply
- Details required for sign up:
  - Full name of all team members
  - Team name (get creative! E.g. 'Negs and Bacon')
  - Student email of all team members
  - Student ID of all team members
  - Contact Number for all team members
  - Preference for a competition night

# Individual Sign-Ups

- Individuals are encouraged to apply through our Individual Sign-Up form.
- We will post this in the MULSS Competitions 2024 Facebook page following this session at 2pm AEDT today.
- We will do our best to match you with a partner, however, we cannot guarantee that you will get a place in the competition.
- If we match you with a partner we will let you know.

# Accessibility

- Please get in contact with us if there are any accommodations we can make
- We will distribute an accessibility form, which requires only your team name and your accommodation(s), organised by our Disability Representative, Moira ([disability@mulss.com](mailto:disability@mulss.com))
- We should be able to accommodate any arrangements under a Unimelb Academic Adjustment Plan

# Code of Conduct

- The **MULSS Internal Competitions Code of Conduct** ('The Code') are the guidelines by which everyone participating in activities run by this portfolio must adhere to, including all committee members running the activities.
- The **Escalation Pathway & Penalty System**, is the system by which will follow up complaints and penalise anybody in contravention of The Code.
- The **Complaint & Feedback Form**, is the mechanism by which all competitors, student judges or co-opts can file complaints or provide feedback.

# Tips

- DO get familiar with facts
  - DO manage your time
  - DO get creative and think outside of the box
  - DO be mindful of the 'flow'
  - DO set the tone
  - DO have fun!!
- 
- Do NOT lose your temper
  - Do NOT agree for the sake of agreeing
  - DO NOT introduce unnecessary issues into the negotiation
  - Do NOT use confusing and complex strategies
  - Do NOT be afraid of silence
  - Do NOT create facts or hypotheticals - everything you need is in the facts

# Problem Example

- your client, Margot Robbie is negotiating a movie deal
- Margot values her income and gender equality
- Package #1 is that Margot receives \$500,000 for her new role and 50% of the crew will identify females
- Package #2 is that Margot receives \$1,000,000 for her role and the director will be a woman
- Both packages satisfy Margot's needs but they also allow flexibility with your opponent
  
- An example of the Best Alternative to Negotiation Agreement in this case would be Margot receiving \$400,000 for her new role and at least 25% of the crew are female identifying

Any Questions?

Thank you for coming!

[negotiation@mulss.com](mailto:negotiation@mulss.com)