

**CORRS
CHAMBERS
WESTGARTH**

lawyers



**2020 CORRS CHAMBERS WESTGARTH NEGOTIATION
COMPETITION**

INFORMATION SESSION

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What is a Negotiation?

- It's not this: <https://www.youtube.com/watch?v=gORMNmZgE3E>



What is a Negotiation?

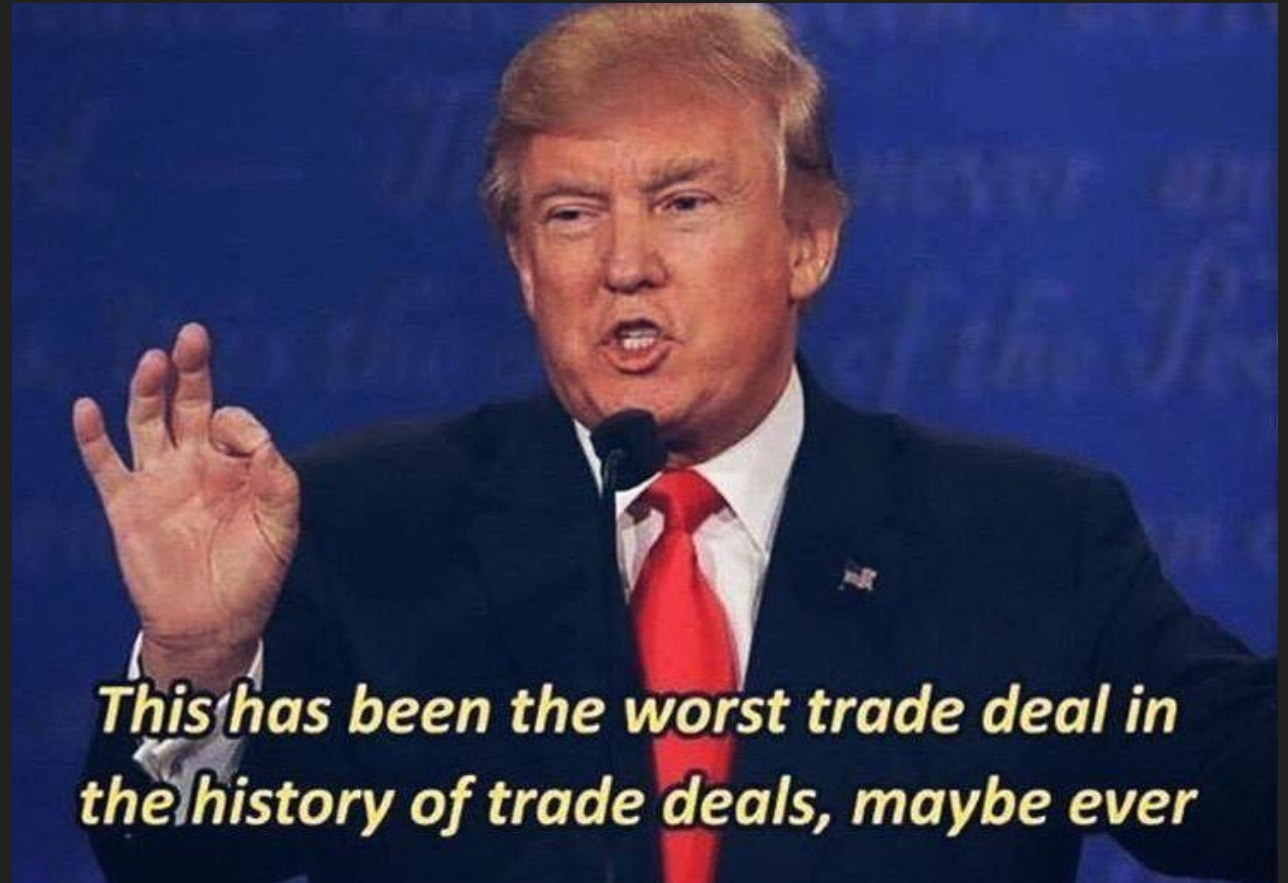
- A negotiation is: two teams working collaboratively and respectfully with each other to:
 - a) Meet the interests of their respective clients;
 - b) Arrive at a mutually beneficial agreement; and
 - c) Preserve, perhaps even improve, the relationship between the parties.

Is this competition for me?

- You best believe it is.
- What real world skills will I develop?
 - Teamwork
 - Flexibility / adaptability
 - Verbal communication
 - Professionalism
- Little preparation time compared to other competitions
- No common law or legislation involved (that means no legal research!!)

What real world legal situation does this comp mirror?

- Contract negotiation
- Settlement
- Arbitration
- Alternate Dispute Resolution



How the competition works:

- Two individuals per team.
- Common facts and secret facts
 - Both teams receive a set of common facts
 - Each team will also receive a set of secret facts
 - Secret facts outline your client's strengths, weaknesses and priorities.
 - You should decide where and when to use your secret facts
- Preparation
 - No legal research / law permitted or required
 - Your goal is to identify your client's priorities and anticipate your opponent's interests
 - How you prepare is up to you



How the competition works (cont):

- Logistics
 - The neg is 40 minutes
 - There are two two-minute breaks per team that are not included in the 40 minutes
 - Corporate attire required
- The manner in which you reach the agreement, along with the agreement itself, will be judged with reference to the guidelines
 - Discussed further in the Negotiation Workshop at 1:30pm on Thursday 12th March in 102.

Registration / Sign-ups

- Link to be posted on the 'MULSS Competitions 2020' Facebook Page and the MULSS website
- Only JD students can apply
- Details required for sign up:
 - Full name of all team members
 - Team name
 - Email of all team members
 - Student ID of all team members
 - Contact Number for all team members
 - Preference for a competition night

Rounds and dates for Semester 1

- Round 1: Week 4 – Monday (23/03/19) and Thursday (26/03/19)
- Round 2: Week 6 – Monday (06/04/19) and Thursday (09/04/19)
- Round 3: Week 8 – Monday (27/04/19) and Thursday (30/04/19)
- Round 4: Week 10 – Monday (11/05/19) and Thursday (14/05/19)

Everyone will get to participate in the first two rounds. The second round (and all following rounds) are knockout.

Demonstration

- Team 1: Kin Kardashian (Sarah & Pia)
- Team 2: Kanye East (Zoe & Max)



Keeping Updated

- Join the 2020 Negotiation Competition Facebook page
- Registrations open at 5PM tomorrow night. Sign up via the Negotiation page on the MULSS Website, and a link will be posted to the JD Facebook page and the MULSS Competitions 2020 Facebook group.
- Email us if there are any issues: negotiation@mulss.com
- You can also message us on Facebook: Tim Sheehan or Luke Amoddio