

Detailed Schedule of Competition Rounds. (25Jun09)

Problem One, Wednesday, July 1, 2009, at John Marshall Law School.

8:30 – 9:30 Judges' Briefing

Negotiating Format and Special Rules

The following **special rules** regarding the competition format and scoring will apply to this negotiation round only.

Timing of the Round.

The timing for this negotiation will consist of:

9:30 – 9:50 **Four successive periods of up to five minutes** each prior to the negotiation in which each team member (without the other teams present) should introduce himself or herself to the judges and then the team members should address the following two questions in front of the judges: (1) What do you see as the client's most important goals in the upcoming negotiation? (2) What negotiating style, strategy, and/or tactics do you plan to use to accomplish those goals in the upcoming negotiation? (The team with the letter designation closest to the beginning of the alphabet goes first, and the other three teams will follow in alphabetical order.)

9:50 – 10:30 A **forty (40) minute initial negotiation session** (with **no breaks allowed**)

10:30 – 10:35 A mandatory five **(5) minute break**

10:35 – 11:35 A **sixty (60) minute negotiation session**, during which **each team may call one five (5) minute break**, but these breaks will not extend the time

11:35 – 11:45 A **ten (10) minute preparation for self-analysis**

11:45 – 12:25 **Four successive ten (10) minute self-analyses**, with the team having the letter designation closest to the beginning of the alphabet going first

12:25 – 12:40 Up to a **(15) minute pre-comment period** during which the judges prepare comments

12:40 – 1:00 Up to **twenty (20) minutes of comments** from the judges to all the teams

If a preliminary agreement is reached prior to the end of the allocated negotiating time, the teams should immediately proceed to the next item on the above schedule.

Special Rules Regarding Where and How Negotiations May Take Place. No negotiations may take place during the breaks or before the competition begins. In the room with the judges, negotiations may take place in any way. Preferably, discussions by team members with other teams should be spoken loud enough to be heard by all the judges unless those discussions are conducted privately (out of the

hearing of other teams). Teams should remember that private discussions cannot be evaluated by the judges.

Special Scoring of the Round. Each team's score for this round will be determined through a ranking process by the judges under the published traditional criteria and scoring system. Judges **will rank only one team first** (*i.e.*, "1") in terms of effectiveness in the negotiating session. Judges may then rank the remaining teams as second, third, or fourth in order of effectiveness in the negotiation session (*e.g.*, "2" for one team, "3" for another team, and "4" for the remaining team). However, **judges may have ties for these later rankings** (*e.g.*, "2" for one team, "2" for another team, and "3" for the remaining team). There may also be three-way ties for these later rankings (*e.g.*, "2" for one team, "2" for another team, and "2" for the remaining team).

Problem Two, Thursday, July 2, 2009, at John Marshall Law School.

9:00 – 10:00 Judges' Briefing

Negotiating Format and Special Timing and Break Rules

This negotiation has special timing and break rules. Teams will have a total of up to 80 minutes to negotiate this round (as set out below).

The first two teams in the room negotiate on the following schedule:

10:00 – 10:10 In two successive periods of up to five minutes each prior to the negotiation, each team member (without the other team present) should introduce himself or herself to the judges and then the team members should address the following two questions in front of the judges: (1) What do you see as the client's most important goals in the upcoming negotiation? (2) What negotiating style, strategy, and/or tactics do you plan to use to accomplish those goals in the upcoming negotiation? (The team with the letter designation closest to the beginning of the alphabet goes first.)

10:10 – 10:40 Initial 30-minute negotiation session (with no breaks allowed)

10:40 – 10:45 Mandatory five (5) minute break

10:45 – 11:35 50-minute negotiation session, during which each team may call one five (5) minute break, but these breaks will not extend the time

11:35 – 11:45 Preparation for self-analysis

11:45 – 12:05 Two successive ten (10) minute self-analyses, with the team having the letter designation closest to the beginning of the alphabet going first

12:05 – 12:15 Pre-comment period during which the judges prepare comments

12:15 – 12:30 Comments from the judges to the teams

12:30 – 1:00 Lunch

The second teams negotiate in front of the same judges on the following schedule:

1:00 – 1:10 In two successive periods of up to five minutes each prior to the negotiation, each team member (without the other team present) should introduce himself or herself to the judges and then the team members should address the following two questions in front of the judges: (1) What do you see as the client's most important goals in the upcoming negotiation? (2) What negotiating style, strategy, and/or tactics do you plan to use to accomplish those goals in the upcoming negotiation? (The team with the letter designation closest to the beginning of the alphabet goes first.)

1:10 – 1:40 Initial 30-minute negotiation session (with no breaks allowed)

1:40 – 1:45 Mandatory five (5) minute break

1:45 – 2:35 50-minute negotiation session, during which each team may call one five (5) minute break, but these breaks will not extend the time

2:35 – 2:45 Preparation for self-analysis

2:45 – 3:05 Two successive ten (10) minute self-analyses, with the team having the letter designation closest to the beginning of the alphabet going first

3:05 – 3:15 Pre-comment period during which the judges prepare comments

3:15 – 3:30 Comments from the judges to the teams

Problem Three, Friday, July 3, 2009, at Jenner & Block Law Firm.

9:00 - 10:00 - Judges' briefing.

10:00 – 10:50 - Negotiation. Each side may ask for one 5-minute break during this 50-minute period, and any such break will not extend the time.

10:50 - 11:00 - Preparation for self-analysis. (Judges write comments on score sheets.)

11:00 - 11:20 - Two successive 10-minute self-analyses. (The team with the letter designation closest to the beginning of the alphabet goes first.)

11:20 - 11:25 - Judges complete score sheets.

11:25 - 11:40 - Judges comment on negotiation.

11:40 - 12:00 - Sandwich Break for Competitors, Judges, etc.

12:00 - 12:50 - New teams come in. Negotiation. See above regarding breaks.

12:50 - 1:00 - Preparation for self-analysis. (Judges write comments on score sheets.)

1:00 - 1:20 - Two successive 10-minute self-analyses. (The team with the letter designation closest to the beginning of the alphabet goes first.)

1:20 - 1:25 - Judges complete score sheets and decide on final ranking of teams.

1:25 - 1:40 - Judges comment on second negotiation.