



TNC

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THE NEGOTIATION CHALLENGE

Negotiate the future

April 12 – 15, 2012

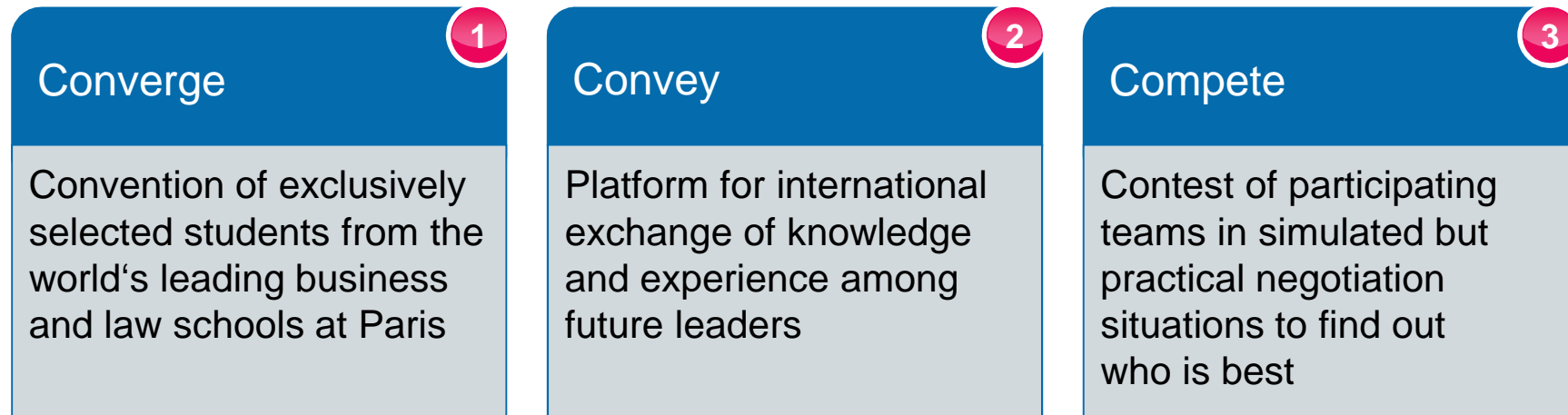
Paris

The Negotiation Challenge (TNC) is a unique event in Europe



TNC is the first international negotiation competition in Europe and one of the few worldwide.

The Challenge is all about "Converge, Convey and Compete"



The negotiation competition (in English) is organized by students from HHL – Leipzig Graduate School of Management and IESEG School of Management in Paris and Lille.

The participating institutions...

These teams participated in 2011

- Warsaw School of Economics, Poland
- HHL - Leipzig Graduate School of Management, Germany
- AARHUS School of Business, Aarhus University, Denmark
- National Law School of India University, India
- Reykjavik University, Iceland
- Kings College, London
- Kyoto University, Japan
- Alba Graduate Business School, Greece
- University of Georgia School of Law, USA
- IÉSEG School of Management, France
- BI Norwegian School of Management, Norway
- Bucerius Law School / WHU-Otto Beisheim School of Management, Germany



... make The Negotiation Challenge an extraordinary event



The Negotiation Challenge is a three day competition

- After **four rounds of negotiations**, the two best teams will compete in a **final** round – fighting for the title of “World Champion of Negotiation”
- The **negotiation rounds** are held in **different locations** in Paris
- The cases are tailored to each location



La défense, IESEG, Campus de Paris



La tour
Montparnasse



Winning team 2010: University of California Hastings

Apply for The Negotiation Challenge (TNC)



- 1** Take this opportunity to explore your potential in negotiation skills with students of the world's leading business schools.
- 2** Enjoy a get-together in Paris with interesting people from different cultures at exciting venues.
- 3** Experience an unforgettable negotiation challenge.

Visit us on <http://thenegotiationchallenge.org/>

On facebook: <https://www.facebook.com/NegotiationChallenge>

On youtube: www.youtube.com/user/NegotiationChallenge

Apply for The Negotiation Challenge (TNC)



- Please apply using our official website <http://thenegotiationchallenge.org/> until **February 25th, 2012.**
- **Team**
Who are your team members? Each team consists of three students (only graduate students; with one coach if you like).
- **Motivation Letter**
In English, summarize within one page your team's motivation to participate in this competition. Also please explain how and why negotiation interests you. Feel free to use any examples from any previous experiences, internships, projects et cetera.
- **Resume**
Please include the CVs and references of all your team members in English language. Sponsoring companies may review your CVs on an anonymous basis.
- **Selection**
Based on your motivation letter and the CVs of your team, we will select the final 12 teams participating in the competition. You will be sent a confirmation e-mail once your registration has been received. We look forward to receiving your applications.

Good luck!

THE NEGOTIATION CHALLENGE Team, 2012