

## **§ 1**

### **General information**

1 These regulations outline the rules of participation in the Warsaw Negotiation Round, hereinafter referred to as "WNR".

2. The main organizer of the WNR is the Students' Scientific Association "Negotiator" operating at the Warsaw School of Economics, 162 Niepodległości Avenue, 02-554 Warsaw, Poland.

3. The main coordinators responsible for the organisation of the WNR are Dominika Hajkowska and Natalia Czapla. The entire committee of organizers is composed of members of Students' Scientific Association "Negotiator".

4. WNR 2024 lasts from Friday, April 19st 2024 until Sunday, April 21rd 2024. During this period, participants are required to attend all organized events. Failure to participate in these events may result in the exclusion of the team from the tournament.

5. The costs of participation in the WNR 2024:

a) The entry fee paid by qualified teams will be known at the beginning of January, but in the previous year's edition it amounted to €649. This amount must be transferred to the organizer within the specified time and in the specified manner, of which the organizer will inform in due time in an appropriate correspondence. Absence of payment by the specified date will result in an elimination of the team from WNR. The participation fee covers the team's accommodation and alimentation (3 meals per day, 1 meal on Friday and Monday) on site. The organizers are not responsible for covering the costs of flights of the participants.

b) The winner of the Student Negotiation Tournament (the edition immediately preceding the WNR), is automatically admitted to participate in the WNR and does not have to pay the entry fee;

6 All additional team members: coaches, trainers, etc. are required to comply with the regulations, in particular:

- a) Are not allowed to take part in both negotiations and preparations for negotiations;
- b) They may contact their Teams only during their free time;
- c) They must inform the Organiser of any additional team members.

## **§ 2**

### **Rules of participation in the Tournament**

1. Persons applying for the tournament must have the right to reside in Poland;

2. 12 teams take part in the WNR, including the winner of the Student Negotiation Tournament (the edition preceding the WNR);
3. Each team consists of two or three members, students from the same university. In exceptional cases teams consisting of students from different universities are allowed to participate, but they must represent one of these universities or a negotiations organization they are all a member of;
4. The WNR participants should be students of higher education institutions.
5. Individuals who have already obtained an undergraduate or graduate degree but have not had it for more than one year may also be admitted to the tournament;
6. To participate in the WNR one should fill out the form, which will be available in January, and apply by sending a letter of intent and CV of all participants to the email address: [participants@warsawnegotiations.com](mailto:participants@warsawnegotiations.com)
7. The WNR organizer will select 11 teams based on the following factors:
  - a) education and work experience of the Participants;
  - b) motivation to participate in the Tournament;
  - c) university rankings (based on The Times World University Ranking);
  - d) cultural diversity of the Participants.
8. All participants agree to the processing of their personal data for the purpose of completing the application and all required documents;
9. The organizer is not responsible for any problems regarding the application process which are beyond the organizer's control;
10. All late applications will not be taken into consideration by the organizer and will mean that the team resigns from the Tournament;
11. The organizer will send comments to the applications in case of incompleteness.

### **§ 3**

## **Structure of the Tournament**

1. The WNR consists of 4 negotiation rounds, which are treated as qualification rounds to the 5th round - the final round.
2. The scoring of each round is made up of points for the scenario and those given by the jury, consisting of negotiation experts, by the organizer;

3. Each round includes solving negotiation problems included in negotiation scenarios developed by current or former members of Students' Scientific Association "Negotiator";
4. The Jury will evaluate the style and negotiating ethics of each team. The Jury will consist of: experts in negotiation and communication, special guests of the Tournament and the creator of the negotiation scenario. The exact number of experts will be published on the official social media platforms of the Tournament;

The locations of each round will be presented on the official social media platforms of WNR before the start of the Tournament.

## **§ 4**

### **Tournament Winner and Prizes**

1. The teams with the highest scores after the four qualifying negotiation rounds will participate in the Tournament Final;
2. The Tournament winner will be determined by the jury after the final round;

## **§ 5**

### **Obligations of the participants**

1. All Participants are obliged to follow the WNR Regulations;
2. All Participants are required to be present at every event organized during the Tournament, including: negotiation rounds, opening ceremony, final banquet and others included in the Tournament schedule;
3. Participants are forbidden to show their scripts to their opponents;
4. The main coordinators of the WNR reserve the right to deduct points from the scores of the teams that do not comply with the aforementioned rules as well as exclude the team or some of its members from the course of the competition.

## **§6**

### **Final provisions**

1. Participation in the WNR means acceptance of the provisions of the Regulations;

2. All disputes will be settled during the tournament by the main coordinators of WNR;
3. The WNR organizer reserves the right to change these Regulations without prior notice;
4. WNR organizer reserves the right to process personal data needed for the organization of the Tournament;
5. The organizer reserves the right to process personal data after prior approval of the Participants;
6. Acceptance of the right to process personal data is required to participate in WNR 2024.