



**THE UNIVERSITY OF SOUTHERN
QUEENSLAND LAW SOCIETY
NEGOTIATIONS RULES**

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1. COMPETITION NAME

1.1 This Competition will be officially known as the University of Southern Queensland Law Society (USQLS) Negotiations Competition.

1.1.1 The USQLS Negotiations Executive may publicize the Competition under another appropriate title at their discretion.

2. COMPETITORS

2.1 By entering Negotiations, all competitors agree to be bound by the Negotiations Rules outlined in this document and any relevant provisions of the USQLS Constitution.

2.2 Any breach of the rules may incur a penalty to be determined by the USQLS Negotiation Executive.

2.3 Competitors will compete in teams of two.

2.4 Teams will be allocated positions of the negotiation by random draw.

3. COMPETITION STRUCTURE

3.1 The competition will be run online over Zoom.

3.2 Unauthorised spectators are not permitted.

3.3 The competition shall be comprised of four (4) Rounds: two (2) Preliminary rounds, a Semi-Final, and a Grand Final.

3.4 The Semi-Final may be vacated at the discretion of the USQLS Vice President Competitions.

3.5 All teams will compete in the two (2) Preliminary rounds, with the top four (4) scoring teams progressing to the Semi-Final.

3.6 The top two (2) teams scoring teams from the Semi-Final will progress to the Grand Final.

4. NEGOTIATION MATERIALS

4.1 The negotiation materials are:

4.1.1 A set of common facts used by both teams in the round;

4.1.2 A set of confidential facts known only to each team competing against each other.

4.2 The negotiation materials will be made available to both teams 14 days before the Preliminary rounds commence.

4.3 The negotiation materials for all final rounds will be released with the draw for those rounds.

5. DETAILS OF THE NEGOTIATION

5.1 Each negotiation round will last for eighty (80) minutes in accordance with the following structure:

5.1.1 The teams will negotiate for up to fifty (50) minutes);

5.1.2 During the negotiation, each team may take one break of no more than five minutes (“break time”) for the team to discuss strategy privately. The fifty-minute period continues to run during any such break. During a break, teams may not confer with any other person.

5.1.3 The team who requested the break must exit the room or turn their video and microphones off. The other team may also exit the room.

5.1.4 There will be a warning one minute before the end of the fifty (50) minute negotiation.

5.1.5 Both teams will have a ten (10) minute period for private reflection.

5.1.6 At the end of the private reflection period, the first named team in the draw will go into the room with the judge(s) and conduct a self-analysis. The other team must be separated until it is their turn to self-analyse.

5.1.7 The self-reflection is divided into two stages:

5.1.7.1 First, the team, in character, should analyse the negotiation, the effectiveness of their strategy and the final outcome. This will usually last for 6 – 7 minutes.

5.1.7.2 Second, the team will be questioned by the Judge(s) on any issues the judge(s) wish to clarify with the team. This will usually last 3 – 4 minutes.

5.1.8 Finally, judge(s) may provide ten minutes of feedback to the teams.

6. ELIGIBILITY TO COMPETE

6.1 Competitors wishing to compete in the USQLS Negotiations Competition must be enrolled in a Bachelor of Laws or Juris Doctor program at USQ and be a financial member of the USQLS or pay a \$10 entry fee. Exceptions to this rule will be considered as Business students may be allowed at the Vice President Competitions discretion.

7. PROCEDURE

7.1 The draw of teams (the Draw) will be conducted by the Negotiations Executive following close of nominations.

7.1.1 The allocation of teams within the Draw will be made at random according to the requirements of each Competition.

7.1.2 The requirements of each Competition will be determined by the USQLS in consultation with the Negotiations Executive.

7.1.3 All teams will compete in the Preliminary round(s) of the Tournament.

7.1.4 Teams will be randomly allocated to sides in each round.

8. ARRIVAL TIMES

8.1 Competitors should arrive at the scheduled venue/zoom meeting for their round ten (10) minutes prior to the commencement of that round.

- 8.2** After the commencement of the round, competitors will be given a ten (10) minute grace period to arrive.
- 8.3** A 5-point penalty will be incurred for every ten (10) minutes or part thereof, after the grace period, in which teams have not arrived.
- 8.4** If competitors fail to present for a round within thirty (30) minutes of the designated time, they will be deemed to have forfeited that round and will receive zero points.
- 8.5** The Vice President Competitions has the discretion to rule otherwise if rule 9.5 has been applied by the Negotiations Officer. However, a show-cause notice will be required to be issued and a subsequent response by the team/competitor before the Vice President Competitions can review the initial ruling.

9. JUDGING

- 9.1** All judges must have suitable legal qualifications, or extensive relevant professional experience. Judges will be Judges, magistrates, legal practitioners, legal academics or others with demonstrated experience in judging mooted competitions.
- 9.2** Judges will be provided with:
- 10.2.1** The negotiation materials for that round;
 - 10.2.2** The score sheet (see Appendix 1);
 - 10.2.3** A Marking guide
- 9.3** Judges will award each individual a mark out of one hundred (100). These marks will be allocated as follows:

Negotiation Planning	/10
Adaptability	/10
Session Outcomes	/10
Relationship Between Teams	/10
Exploration Of Ideas	/10
Creativity Of Options	/10
Teamwork	/10
Negotiation Ethics	/10
Communication	/10
Self-Analysis	/10
TOTAL	100 Marks

9.4 Where there is more than one judge, judges will be asked to produce one (1) score sheet between them.

9.5 Completed score sheets will be emailed to competitors at the conclusion of each round by the Negotiations Officer

10. COMPETITION EXECUTIVE

10.1 This section establishes the Negotiations Executive as the body responsible for the administration of the Competition and the interpretation of the Competition rules.

10.2 The Negotiations Executive shall not be affiliated with nor assist any team registered to take part in the Tournament.

10.3 The Negotiations Executive shall consist of three (3) members, who are to work in cooperation.

10.4 The composition of the Negotiations Executive shall be as follows:

10.4.1 The USQLS Vice President Competitions;

10.4.2 The USQLS Negotiations Officer and

10.4.3 The Competitions Convener for the Negotiation Competition.

10.5 The Negotiations Executive will make decisions in accordance with its responsibilities and powers as outlined in the Rules.

10.6 The decisions of the Negotiations Executive regarding the interpretation of the Rules will be final.

11. CONTACTS

11.1 If a team is unable to compete, their withdrawal must be communicated as soon as possible to the USQLS Negotiations Officer by email at negotiations.usqls@gmail.com

11.2 Enquiries and complaints about the Negotiation Competition can also be emailed to the USQLS Negotiation Officer.

11.3 If the USQLS Negotiation Officer is unable to assist in the matter, enquires and complaints will then be escalated to the USQLS Vice President Competitions at comps.usqls@gmail.com

12. PRIZES

12.1 There will be two (2) prizes awarded in the Grand Final of the Competition

12.2 The Negotiations Competition Champion Prize will be awarded to the winning team in the grand final (being the team awarded the most points according to the score sheet in Appendix 1).

12.2.1 The Negotiations Competition Champion Prize will be \$200.00.

12.3The Negotiations Runners-Up Prize will be awarded to the losing team in the grand final (being the team awarded the least points according to the score sheet in Appendix 1).

12.3.1 The Negotiations Competition Runners-Up Prize will be \$100.00.

APPENDIX 1: SCORE SHEET



USQ Law Society Negotiations Scoresheet

Judge	
Matter	
Date	
Team Number	
Negotiation Planning	/10
Adaptability	/10
Session Outcomes	/10
Relationship Between Teams	/10
Exploration Of Ideas	/10
Creativity Of Options	/10
Teamwork	/10
Negotiation Ethics	/10
Communication	/10
Self-Analysis	/10
Total	/100