

The Negotiation Challenge 2024

Dear Colleagues,

Following last year success, TNC organization team, in cooperation with the University of Twente, is glad to invite you to participate in **The Negotiation Challenge 2024**.

TNC 2024 will start with **three online qualification rounds** on February 22-24, February 29-March 2, and March 7-9 with **all teams** registered for the competition. The best ten teams from these rounds will compete in the final event, which will take place on **April 4-6** at the University of Twente in the Netherlands. During the final event, the teams will **negotiate face-to-face in three additional rounds**.

The Negotiation Challenge is a **competition** that brings together passionate student negotiators from the best graduate business and law schools across the world. Past participants included students from Harvard Business, Law and Kennedy Schools, the University of Cambridge, the University of California Hastings College of Law, Washington College of Law, Georgetown University, the University of St. Gallen, HHL Leipzig Graduate School of Management, ESSEC University, King's College London, IESEG, Luiss University, Athens University of Economics and Business, the University of Connecticut, NUCB, Hong Kong University of Science and Technology, the National Law School of India, Nanyang Technological University, the University of Cape Town, the University of Twente, ESMT and Imperial College London. This year we hope to host even more institutions including your own!

To apply to The Negotiation Challenge 2024 edition please, form a team of **three students** and register by **February 14, 2024** under: <https://students.thenegotiationchallenge.org/registration-form/>

To find out more about our competition, please visit <https://students.thenegotiationchallenge.org/> and browse through our book *The Negotiation Challenge: How to Win Negotiation Competitions*, which includes a set of competition-tested negotiations simulations together with a detailed description of the competition structure and judging criteria.

Faculty members are explicitly encouraged to get involved as team coaches and prepare their teams to compete on the highest level. They are also kindly invited to attend the **INTRA meeting** for negotiation scholars directly before the finals of TNC 2024 on **April 4** at the University of Twente.

We look forward to welcoming you to The Negotiation Challenge 2024. Please feel free to contact us should you have any questions.

Warm regards,



Prof. Dr. Remi Smolinski