

# The Negotiation Challenge 2025

Dear Colleagues,

Following last year success, TNC organization team, in cooperation with the University of **Cape Town Graduate School of Business** is glad to invite you to participate in this year's edition of our global negotiation competition **The Negotiation Challenge 2025**.

TNC 2025 will start with **three online qualification rounds** on February 13-15, February 20-22, and February 27-March 1 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 25-26** at the University of Cape Town Graduate School of Business in South Africa. 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 College of the Law, San Francisco, 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, ESMT and Imperial College London. This year we hope to host even more institutions including your own!

To apply to The Negotiation Challenge 2025 edition please, form a team of **three students** and register by **February 1, 2025** 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 2025 on **April 24** at the University of Cape Town.

We look forward to welcoming you to The Negotiation Challenge 2025. Please feel free to contact us should you have any questions.

Warm regards,



Prof. Dr. Remi Smolinski