

**Nelson Mandela**

**International Negotiations Competition**

**2024-2025**

**Official Rules and**

**Competition Guidelines**

**PREFACE**

The National Director of the National Black Law Students Association annual Nelson Mandela International Negotiations Competition (“National Director of NMINC”) and the National Co-Directors of Programming reserves the right to

amend these rules (“Rules”) and to make any decisions, which shall be final subject to approval by the National Executive Board, regarding any part of the National Nelson Mandela International Negotiations Competition (“Negotiations Competition” or “Competition” or “INC”). These rules are applicable to the current competition year.

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**USE OF THE INTERNATIONAL NEGOTIATIONS COMPETITION PROBLEM**

The International Negotiations Competition Problem is copyrighted material. No school or region may use the Competition Problem for any purpose without the written consent of NBLSA and the Director of the NMINC. This prohibition precludes a school or region from using the Negotiations Competition Problem in an intramural competition to select a team for the Competition.

**ARTICLE I – PURPOSE**

The purpose of the annual NBLSA Nelson Mandela International Negotiations Competition is to hone vital negotiation skills. Competition problems are selected in an effort to illuminate issues affecting the globe. Negotiating these cross-border transactions and disputes helps prepare students for negotiation in their future careers. Students will have the opportunity to receive constructive feedback from legal practitioners while interacting with other students who may have a different negotiating style. This competition helps law students become aware of and experience the unique aspects of international legal negotiations including various ethical and social norms, a broad spectrum of business practices, and the difficulty of cross-cultural communication.

**ARTICLE II -- GENERAL ADMINISTRATION**

**A. Overall Administration**

According to Article III, Section F of the bylaws of the National Black Law Student Association, The Annual Nelson Mandela International Negotiations Competition is coordinated and administered under the direction of the National Director of NMINC. The National Director of NMINC, with approval from the National Chair and Board of Directors, shall appoint the National NMINC Associate Director(s) to assist him/her in the preparation of the competition problems and administration of the Negotiations Competition at the Annual NBLSA National Convention. The National Director of NMINC shall also be responsible for answering all questions and responding to all requests for rule interpretations of a substantive nature.

**B. Competition Problem(s)**

The National NMINC Director shall review the Negotiations and Competition Problems through their developmental stages. In the absence of a National NMINC Director the National Board of Directors have the ability to appoint another member of the National Board of Directors or National Executives to take on these roles. The NMINC Director will utilize impartial attorneys, professionals, lawyers, professors, and judges to assist them in this task. The National INC Director shall review each problem with a critical eye and provide the problem drafter with detailed written commentary for their use and incorporation in drafting/editing the problem. The National INC Director shall at no time advise, coach, or comment on the problems with anyone outside of those that they deem are appropriate, such as registered NMINC competitors and their respective coaches, or impartial such as judges, and other National Board members.

**ARTICLE III – INFORMATION DISSEMINATION**

All information will be disseminated through the NBLSA Oral Advocacy webpage (http://nblsa.org/advocacycompetitions), the designated competition page, and/or emailed by the National Director of NMINC or an NMINC Associate Director.

Requests for general information, including questions regarding the substantive matters of the problem or interpretation of these Rules, should be directed to the National Director of NMINC via email and to the National Associate Director(s), if any. The National Director of NMINC will issue an email response to address any issues within a reasonable time not to exceed five (5) business days regarding any matters not pertaining to substantive questions about the competition problems. All teams will be notified of all questions and substantive written responses regarding the competition problems through email periodically until the conclusion of the official question period.

With the exception of the National Director of NMINC and National Association Director(s), neither regional nor national officers (unless appointed to answer such substantive questions by the National Board of Directors) are authorized to answer questions of a substantive nature regarding the Competition Problems or make an interpretation of these Rules, unless indicated otherwise herein.

**ARTICLE IV -- ENTRY FORM, FEES, AND TEAM COMPETITION**

**A. Rules Pertaining to Teams**

**1.** Registration

**a.** Team Registration

Registration for the Negotiations Competition is limited to forty-two (42) teams. Registration will close on January 1, 2024, at midnight. Registration is on a first-come, first-served basis and teams are encouraged to register early. In the event the competition reaches the maximum number of competitors the NMINC will have discretion on whether to permit up to 5 additional teams to serve as alternates. Teams registering as alternates will be notified prior to registration.

Schools may enter up to four competitive teams.

Registration is $175 per team.

Teams from schools where no NBLSA chapter exists may not compete.

Each team entering the Negotiations Competition, including each team member, must register and remit all fees, including all NBLSA dues for the current year and registration fees for the National Convention by the appropriate deadlines. The entry fees and registration forms for the Negotiations Competition are separate and distinct from any fees or registration forms required for NBLSA National and Regional conventions. The entry forms must be submitted to the National Director of NMINC in compliance with the instructions on the NBLSA NMINC COMPETITION webpage and the rules detailed herein.

Additionally, each team must designate a faculty advisor. This person may or may not be a coach, but must be a full-time faculty member at the participants’ school.

**b.** Contact Information

On the registration form, each team entering the Negotiations Competition must designate a contact person to whom all official correspondence will be sent by the National Director of NMINC, and/or the National Association Director(s). The contact person must be a team member.

Additionally, a mailing address, an electronic mailing address, and a daytime and evening phone number must be provided for the contact person. If the contact person has a different phone number while school is not in session, that number must also be included. Moreover, if the contact person changes their address or is replaced, the

National Director of NMINC and/or the National NMINC Assistant Director(s) must be notified within forty-eight (48) hours via e-mail. Any information, questions, or concerns discussed with this person will be considered as information disseminated to the entire team.

**c.** Registration Timetable

All pertinent deadline information for team registration and submission of registration documents are listed on the NBLSA COMPETITION website and/or disseminated via official email channels.

**2.** Composition of Teams

**a.** Team Members and Substitutions

Each team shall consist of only two (2) law students who are enrolled at the same law school. No substitution of team members after registration may be made except in exigent circumstances, (e.g.: medical illness, lack of academic good standing with the school, death) subject to the written approval of the National Director of NMINC. All substitution must be supported with documents (e.g.: letter from school, hospital, etc.) Failure to obtain written approval from the National Director of NMINC to substitute team members will result in penalties at the National Director’s discretion up to and including automatic disqualification and fee forfeiture.

**b.** Coach Participation

A team coach may participate with team members in preliminary general discussions of the problems, issues presented, judging practice negotiation sessions, providing general critiques, and assisting with general decision-making and strategy. While team coaches are allowed to watch rounds with the approval of the opposing team, they are not permitted to give assistance to team members during any portion of the competition rounds. For the purposes of this rule, rounds begin when a judge enters the room and are not officially over until any grievances are returned from competitors and the judge(s) gives critiques.

**B. Rules Pertaining to Individual Competitors**

**1.** Academic Standing

Eligibility for participation requires that competitors be enrolled and in good academic standing in a Juris Doctor (J.D.) or Masters of Law program, during the entire academic school year in which they compete. A written letter of good academic standing from the law school’s dean or registrar’s office on official school letterhead is required for participation. The letter must describe each participant’s degree program and year of matriculation. All competitors are subject to eligibility verification.

**2.** Local NBLSA Chapter Standing

Each team member must be a National dues paying NBLSA member during the preceding year and the current year that they wish to compete. First-year Law students or Master of Law students must be a National dues-paying NBLSA member the year they wish to compete. A letter of good financial standing must be completed by the team member’s local NBLSA President, Vice President, or Treasurer and must confirm that s/he has been an NBLSA member in good standing.

**ARTICLE V -- NATIONAL COMPETITION**

**A. Eligibility to Compete at the National Competition**

The NMINC shall include all teams that have submitted completed Registration Packets, including:

a. Competition Registration Form

b. Competition Fee and Fee Confirmation

c. Academic Letters of Good Academic Standing for each Team Member d. Letters of Good Financial Standing with BLSA Chapter for each Team Member

e. List of Team Coaches and Team Contact Person(s)

Team members will be notified directly of any additional documentation that is required for registration completion.

**B. Location and Date of National Competition**

The 2024-2025 Nelson Mandela International Negotiations Competition will take place during the National Convention, which is in Atlanta, GA, from March 10 -

16, 2025. All competitors must register for the NBLSA National Convention to participate. Each team will receive specific information regarding the logistics of the competition and a detailed schedule will be provided to competitors before the competition.

**C. Negotiation Problems**

Each negotiation problem will consist of: (1) a general fact pattern known by all participants and (2) a set of confidential facts, that lay out the guidelines for the negotiations, which will be kept and distributed before each negotiation round.

**D. Guidelines for Competition Format**

**1.** National Competition Roster

The NMINC Competition shall include a maximum of forty-two (42) teams comprised of students attending law schools in the United States and member law schools of the Black Law Student Association of Canada.

In the case of exigent circumstances, the National Director of NMINC may allow additional teams to participate in the Negotiations Competition, as they deem necessary to preserve the integrity of the INC Competition.

**2.** Competition Rounds

The NMINC Competition shall include two (2) preliminary rounds, one (1) quarterfinal round, one (1) semifinal round and one (1) final round. Each round shall consist of two (2) teams representing opposing sides of a negotiation.

The team with the highest score in the final round shall be declared the NMINC National Champion. The other finalist shall be declared the First Runner-up. The third and fourth-place winners will be determined by their scores in the semifinal round.

**3.** Negotiation Session

Each negotiation session will last approximately ninety-five (95) minutes in length. Specifically, each round will consist of five (5) minutes of pre-negotiation introductions, a fifty (50) minute negotiation session, five (5) minute break per team (if desirable), a ten (10) minute period for teams to analyze their performance in private, and a twenty (20) minute self-analysis period (10 minutes per team) in the

presence of the judges, for a total of ninety (90) minutes in active competition. Each round is followed by ten (10) minutes of judges’ comments.

A sample negotiation session schedule is represented below:

|  |  |
| --- | --- |
| Time  | Activity |
|  |  |
| 00:00 – 00:05  | Pre-Negotiation Introduction |
| 00:05 – 01:05  | Negotiation. Each side may ask for one (1) five (5) minute break during this 60-minute period.  |
| 01:05 – 01:15  | Teams prepare for self-analysis while Judges write comments on score sheets. |
| 01:15 – 01:20  | (Team A) 5-minute self-analysis |
| 01:20 – 01:25  | Judge’s comments on Team A |
| 01:25 – 01:30  | (Team B) 5- minute self-analysis |
| 01:30 – 01:35  | Judge’s comments on Team B |
| 01:35 – 01:40  | Judges complete comments and score sheets after students leave the room. |

a. Pre-Negotiation Introductions

The five (5) minutes allocated for Pre-Negotiation Introductions shall not be used for negotiating the problem. The allocated time is for the teams to provide their actual names and role-playing names (i.e. the name of the character they will represent in the negotiation) and for the judges, at their discretion, to introduce themselves to the competitors during that round. School affiliation shall not be disclosed in ANY manner by the competitors and judges during this session, which includes wearing any school paraphernalia, whether or not you attend that particular institution. It is not required that the competitors and judges use the entire five (5) minutes allocated to this session.

b. Team Breaks

Each team is permitted to take one break of no more than five (5) minutes during each negotiation round, by informing the timekeeper verbally. The fifty (50) minute negotiation period will pause during any such break. Both teams must leave the room during the break. Teams may use their break as they deem. It may be used as a restroom break or as a regrouping tactic. Teams may only talk amongst themselves during the breaks and may discuss the problem. Teams cannot use this time nor any other time once negotiations have started to discuss or confer with their coach.

c. Team Self-Critique

Following the 10-minute preparation for self-analysis, each team will have 10 minutes to analyze their performance during the negotiation in front of the judges. This will take place outside of the presence of the opposing team. The team with the letter designation closest to the beginning of the alphabet will go first in the self-analysis.

Students will begin this 10-minute period by providing responses to the following questions for the judges, which the judges will not be expected to prompt:

i. In reflecting on the entire negotiation, if you faced a similar situation tomorrow, what would you do the same and what would you do differently? ii. How well did your strategy work in relation to the outcome achieved?

The team should also be prepared to answer additional questions from the judges concerning the team's performance. Team members might also use this as an opportunity to explain why they chose a particular negotiation approach or strategy.

The judges may consider for scoring purposes anything said during this self-critique session.

d. Time Keeping

Responsibility rests with the student competitors for adherence to the allotted time periods for negotiating sessions and breaks. One of the judges on each panel and/or a bailiff shall also be selected to keep track of the time. Under no circumstance will a negotiation session last longer than sixty (60) minutes, excluding the self-analysis and feedback sessions. Each negotiation round lasts approximately 1 hour and 35 minutes.

The timekeeper judge shall start the time for the negotiation session after the pre-negotiation introductions have finished, as determined by the judge(s) on the panel. The timekeeper judge shall stop the negotiation session after fifty (50) minutes have transpired, regardless of where students are in the negotiation process. The official timekeeper’s time is the official time. No individual associated with a competitor or team may act as a timekeeper in a negotiation session involving such competitor. Decisions by the judges as to elapsed time and as to when the negotiation should end are final and non-reviewable.

A ten-minute and three-minute time remaining warning will be provided during the fifty (50) minute negotiation session. The warnings will be provided by the timekeeper by holding up a sheet of paper that states the time remaining.

Responsibility for timekeeping during the self-analysis periods rests jointly with the competitors and the judges, each having the responsibility to terminate the period at the end of 10 minutes.

e. Odd Number of Teams

In the event that there are an odd number of teams at the start of the first preliminary round of the competition, two teams will receive a bye round at complete random. Their speaker points will be determined from the other round.

The number of teams that will advance to the post-preliminary rounds and the number of post-preliminary rounds may change depending on the number of teams competing. If there are 32 or more teams competing in the competition, the NMINC Director at their discretion may include a “Sweet 16” round into the competition. The National Director of INC shall inform the teams of the advancement determinations before the preliminary round(s) begin.

f. Supplemental Materials

Teams may use personally prepared notes during the competition rounds, including notes stored on an electronic device such as a tablet or laptop. No flip charts may be used.

Electronics of any sort, such as cellphones, iPad devices, and iPod devices, **CANNOT** be used by competitors during negotiations to keep time during the negotiation. Digital watches and digital timers are allowed, but they cannot make any noise. If a

watch or timer makes any sound, the judge reserves the sole discretion to deduct points from that team’s total score.

No prepared materials may be presented or handed out during the negotiation session or self-analysis to the other team or judges, except as specifically authorized by the fact pattern. Teams will only be awarded points for negotiating within the facts of the problem – no outside research or outside facts can be used to influence the negotiation.

**E. Rules for National Competition Administration**

1. Team Identification

Each team will be assigned a random letter accompanied by predetermined competitor ID numbers at the close of team registration (Team Identification Letter \_\_\_ and Competitor ID \_\_\_ for each of the two (2) competitors) by the National Director of NMINC.

Competing team members shall not divulge their school or any other purported school affiliation to other fellow competitors and/or judges in attendance at the National Convention until after the final round. It is especially important that team members do not reveal this information to the judges during the competition, as some judges may be used again in later rounds. If a judge or a bailiff asks a competing team member what school the team member represents, the student should respond that the rules do not permit the divulging of that information until after the competition. Team members are permitted to divulge their names within the competition.

2. Late Arrival of a Team

In the event that a team fails to appear on time for any round of the Negotiations Competition, that team may be disqualified from the competition at the discretion of the NMINC Director. If the late team is allowed to participate, at the discretion of the NMINC Director, and arrives no later than 5-10 minutes late, the round may be so held but the late team shall receive an appropriate point deduction, as indicated on the Scoring Rubric.

3. Judging Conflicts of Interest

Before the start of any round, after introductions, team members and coaches are required to disclose any relationship or affiliation to the judge(s) of that round, by verbally informing the timekeeper. The National Director of NMINC and/or the National NMINC Assistant Director(s) will then make an appropriate substitution. If an undisclosed relationship or affiliation between a competing team and a judge of that team’s round is discovered at any time, that team will be subject to disqualification.

Law professors as well as other law school faculty and staff may not judge a negotiation involving schools with which they are affiliated.

4. Changed Circumstances/Refund Policy

In the event of circumstances that directly affect the advancement of any Negotiation Competition team member(s), the National Director of INC is required to give reasonable notice to the team members (or coaches) of the teams directly affected. In addition, any refunds that are requested are at the discretion of the National Competition Director should they decide to honor. This is only considered due to extenuating circumstances.

5. Video and Photography during Competitions

Some, all, or none of the rounds at the National Competition may be videotaped and/or photographed by NBLSA for the exclusive benefit of the Association and any other educational use as determined by the National Board of Directors. Participants and spectators are strictly prohibited from using ANY personal recording devices.

6. Spectators

Spectators may be permitted at the discretion of the National Director of NMINC. Spectators must be submitted in writing to the NMINC Director and approved at least an hour before the competition round. Spectators may not communicate with competitors or judges during the negotiation rounds. If the judges or opposing team deems a spectator a distraction, the spectator will be asked to leave the negotiation round. Spectators affiliated with a particular team may only observe negotiation rounds in which that team is participating.

Because of the potential for disruption, faculty advisers, coaches, and others electing to observe the negotiations are discouraged from leaving the room from the beginning of each negotiation session through the end of the judges’ comments.

Faculty advisers, coaches, and other observers who unavoidably must enter the room late, leave early, or temporarily excuse themselves should do so discreetly and without disruption. Such persons must avoid all communication regarding the competition until the end of the round, which includes both the 90 minutes of active competition and the time reserved for the judges’ comments.

7. Negotiations Decorum

Competitors are expected to dress in business attire. All persons participating and/or observing may not wear or have paraphernalia, including lapel pins, writing pens, notebooks, bags, etc., that would identify an affiliation with a group or an organization outside of NBLSA. If a team member or a coach wears or possesses anything that identifies their school, it is an automatic disqualification. If a spectator wears or possesses anything that identifies their school, they will no longer be allowed to observe any competitions and judges will be recused from the round.

The NBLSA constitution and bylaws govern the conduct of all participants including students, faculty advisers, team coaches, administrators, and observers. Everyone who participates or observes is expected to uphold the highest level of professionalism during the competition and at all competition-related events.

If any team member is found to have engaged in any type of inappropriate behavior, that team will be subject to point penalties of up to 10 points and/or disqualification at the discretion of the National Director of NMINC, in consultation with the National INC Assistant Director(s).

If a team is disqualified for their unprofessional behavior, the National Director of NMINC, at their discretion shall send a letter to the team’s school Dean reporting the behavior.

**ARTICLE VI – SCORING**

**A. Negotiation Scoring**

Each judge will evaluate each team member based on a 100-point scale. Teams will be judged based on the following criteria:

a. Apparent preparedness and familiarity with the facts and their position. b. Teamwork.

c. Flexibility in deviating from plans and adapting a strategy.

d. Relationship with other negotiating teams and ethical conduct. e. Ability to negotiate the most advantageous settlement for their client(s) given the facts and circumstances provided.

f. Self-critique.

Each team and team member will receive one score for each round. The judging rubric can be found in Appendix B: INC Judging Rubric. Scores will be released after the competition, and competitors will receive communication as to where and at what time they can pick up their scores.

**B. Determining the Winner of a Negotiation**

For the Negotiation Competition, a tabulation committee composed of the National Director of INC and the National INC Assistant Director(s), shall determine the scores for each team.

**ARTICLE VII – GRIEVANCES**

**A. Grievance Process**

A grievance should only be filed if the aggrieved believes the complaint would change the outcome of the negotiation round. Grievances are generally limited to the following violations of the following scenarios: inappropriate communication during the negotiation round between team members or team members and coaches, unprofessional conduct, and egregious distortion of material facts. The National Director of NMINC will notify teams of any additional grievances.

Teams have a right to file a grievance, based on anything that occurred during a negotiation round, they must do so before the judges’ critiques are submitted to the National Director of NMINC and/or the National NMINC Assistant Director(s). So after the judge’s critiques, if a team has a grievance they must bring it to the attention of the bailiff before leaving the room. Failure to follow this process means that you have waived your right to file a grievance.

If a team chooses to submit a grievance form, the National Director of NMINC and NMINC Assistant Director(s) will assess the situation and determine whether it is necessary to consult with the judges of the round before deciding the matter. If such a consultation is needed, the National Director of NMINC and NMINC Assistant Director(s) will consult with the judges in the presence of the bailiff, after the judges’ critique. The bailiff will not participate in the discussion with the judges

unless specifically requested to do so; they are only present as observers. The conduct referenced in the grievance will be described to the judges and the nature of the rule violation alleged explained. The judge(s) and or bailiff shall be requested to state whether they were aware of said conduct and whether said conduct had an effect on their decision.

If a hearing needs to take place, the National Director of NMINC will notify both the team that filed the grievance and the team that the grievance was filed against of the time and location of the hearing. Both teams will be provided five (5) minutes to present their arguments. No team member or coach will be heard for longer than ten (10) minutes. After both teams have been heard, based on the comments of the teams, judges (if applicable), and coaches (if applicable), the National Director of NMINC will determine what effect, if any, the alleged misconduct had on the judges’ scoring decision. The National Director of NMINC will then determine an appropriate remedy. Please be aware that the National Director of NMINC is the last and FINAL decision maker on any grievance pertaining to the Negotiation Competition.

A competitor or team may file a grievance against the National Director of NMINC if the aggrieved party can allege that the Director has violated their duties as described by the National Bylaws. For more information, please look at the National Grievance Policy.

**ARTICLE VIII – JUDGES**

**A. General Rules**

The National Director of INC and the National INC Assistant Director(s) will recruit competent competition judges who may either be law professors, judges, professionals, or practicing attorneys. Judges are not required to have any background in the field of law or negotiations.

**B. Role of Judges**

Every international negotiation judge shall be fair and impartial in negotiation sessions, in scoring, and in all other judging activities. The Judge will evaluate the performance of the student attorneys in the negotiation round. Scoring will be based solely on the criteria identified on the judging rubric and not on the merits or outcome of the negotiation.

**C. Judge Training**

Judges will be informed during an orientation meeting of the scoring procedure, which shall be in accordance with the criteria outlined in the judging rubric. Judges will also be informed as to the appropriate procedure for each round (i.e., time limits, role of bailiffs, timekeeping, asking questions, etc.). Judges will also be informed that when providing critiques to students, they should strive to educate and inform participants as well as seek to give them advice on improving their performance.

**ARTICLE IX – PENALTIES**

**A. National Director’s Authority to Impose Penalties**

The National Director of INC, after an investigation and review of all the relevant facts, if necessary, may disqualify teams and assess penalties, as s/he deems necessary and proper.

**B. Automatic Penalty Point Deductions**

There will be an automatic penalty point deduction of points for teams that arrive late to negotiation rounds. Additionally, there will be an automatic deduction of penalty points for teams that explicitly make statements contrary to confidential facts.

Late to negotiation round

First 5 minutes -5pts 10 minutes -10pts

Reveals school/affiliation Automatic Disqualification

 Explicit statements contrary to confidential facts 5pts.

**C. Failure to Submit Registration Letters**

Failure to submit a verification form for local NBLSA membership and financial status and/or a letter of good standing from a team’s school registrar's office or dean shall result in disqualification.

**ARTICLE X – AWARDS**

There shall be an award given to the National winning team (the NMIINC National First Place Team), which will be the team that wins the final round.

There shall be an award given to the National second place team (the NMINC National Second Place Team), which will be the team with the lower total score in the final round.

There shall be an award given to the National third-place team (the NMINC National Third Place Team), which will be the team with the third-highest score in the semifinal round.

There shall be an award given to the National Best Negotiator, which will be the student advocate with the highest individual average score from the preliminary rounds.

There shall be an award given to the National Best Negotiator of the First Preliminary Round, which will be the student advocate with the highest individual average score from the first preliminary round.

There shall be an award given to the National Best Negotiator of the Second Preliminary Round, which will be the student advocate with the highest individual average score from the second preliminary round.

**ARTICLE XI -- INTERPRETATION OF RULES**

**A. Official Interpretations**

All official interpretations of these Rules are the responsibility of the National Director of INC unless expressly provided for herein. Requests for official interpretations of these Rules shall be submitted in writing to the National Director of INC.

Teams are responsible for abiding by all of the rules herein. Teams that breach the aforementioned rules are subject to disqualification or a deduction in points, as determined by the National Director of INC. Teams may not rely on judges, bailiffs, National Officers (except the National Parliamentarian), or any other party for interpretation of these rules.

**B. Submission of Requests**

Teams may submit requests for interpretation of the Rules or the settlement of grievances. Submissions should be emailed to inc@nblsa.org. All answers to questions regarding interpretations of the rules will be distributed to participants as expeditiously as possible after receipt of the question.

**C. Integration of Disseminated Information**

For the purposes of these Rules, The National NMINC Director reserves the right to alter, delete, or change the rules as necessary, subject to approval by the National Executive Board. Each competitor will be given proper notice of any changes made.

**D. Questions, Comments, and Concerns**

All questions, comments, and concerns regarding the INC shall be directed to the National Director of NMINC via email at internationalcompetition@nblsa.org.

**APPENDIX A: NBLSA NMINC SCORING PROCEDURE**

The following scoring procedure describes how the NBLSA NMINC will score and determine advancing teams during the competition.

Preliminary Round Scoring

The individual scores for each of the six (6) criteria listed in the judging rubric, which are described in more detail in Appendix B of the NBLSA INC Rules & Guidelines, will be added together to provide each competitor with a final score for that competition round. The highest score attainable in an individual round for each competitor is 100 points.

The final score for each competitor on an INC team will be added together to yield a Total Team Score (“TTS”). If the round contains more than one judge, then the TTS from each judge will be averaged together to yield one team score for that round. The team with the highest TTS for each round will be declared the winner of that round.

The TTS for each team will also be compared to the opposing team’s TTS in each round to determine the Margin of Victory (“MOV”). The MOV measures the point value by which the winning team’s TTS exceeds the losing team’s TTS in each round. After the preliminary rounds, each team’s MOV in each preliminary round will be averaged ((MOV round 1 + MOV round 2)/(2)) to yield an Average Margin of Victory (“AMOV”). After the preliminary rounds, each team’s TTS in each preliminary round will be averaged ((TTS round 1+ TTS round 2)/(2)) to yield an Average Total Team Score (“ATTS”).

Preliminary Scoring Example:

**Team A Scores:**

Qualifying Round 1: A: 42 v. G: 38 (MOV = +4)

Qualifying Round 2: A: 18 v. E: 30 (MOV = -12)

[AMOV = ((4-12)/2) = -4]

[ATTS = ((42+18)/2) = 30]

**Preliminary Rounds Team Record/ AMOV/TTS**

Team A: 1-1 (win-loss); -4, 30

Advancing to Qualifying Rounds:

After the Preliminary Rounds, every INC team will have a final record (e.g. 2-0; 1-1; 0-2), a MOV score for each of the two preliminary rounds, and a TTS for each of the preliminary rounds. The teams will be ranked based on their overall record with AMOV as the first tiebreaker and average TTS for the Preliminary Rounds as the second tiebreaker to determine the advancing teams for the Quarterfinal Round. Each Qualifying Round will have an odd number of judges (i.e. 3 judges, 5 judges, etc.). The teams will be seeded in the Quarterfinal Round based on the Preliminary Round ranking. (i.e. the teams with the higher ranking will compete against teams with a lower ranking).

Example Team Ranking:

Ranking Team ID Overall Record MOV TTS 1. E 2-0 +20 93

2. D 2-0 +8 85 3. F 2-0 +5.5 87 4. H 1-1 +4 84 5. G 1-1 +4 83 6. I 1-1 -1 79 7. A 1-1 -4 79 8. C 0-2 -5 80 9. J 0-2 -5 74 10. B 0-2 -20.5 67

Quarterfinal Round

Eight INC Teams will advance to the Quarterfinal Round. Teams will compete as follows:

1 v. 8

2 v. 7

3 v. 6

4 v. 5

For example, the highest-ranked team of the advancing eight INC teams (Hypothetical Team 1) will compete against the lowest-ranked team of the advancing eight INC teams (Hypothetical Team 8).

The four teams that win the majority of the ballots in each Quarterfinal Round will advance to the Semifinal Round. For example, in a round with three judges, the team that is ranked first by the majority of the judges (2 judges) will advance. The judge cannot give both teams an identical score. The team with the highest TTS will be declared the winner on each judge’s ballot sheet.

Semifinal Round

Teams will be seeded in the Semifinal Round based on their TTS from the Quarterfinal Round. In the event that two teams from the Quarterfinal Round share an identical TTS, they will be distinguished by comparing the MOV from the Quarterfinal Round. Teams will compete as follows:

1 v. 4

2 v. 3

For example, the highest-ranked team of the advancing four INC teams (Hypothetical Team 1) will compete against the lowest-ranked team of the advancing four INC teams (Hypothetical Team 4).

The two INC teams that have the highest TTS in their Semifinal Round will advance to the Final Round. The two losing Semifinal Round teams will compete against one another in the Third Place Round.

Final Round

The INC team with the highest TTS in the Final Round will be declared the NMINC Champion. The losing team in the Final Round will be declared the NMINC National Second Place Team.

**APPENDIX B: NBLSA INC JUDGING RUBRIC**

NBLSA INC Competitor Scoring Criteria

|  |  |
| --- | --- |
| ***Preparedness and Familiarity*** |  |
| Demonstrates clear understanding of general facts | /10 |
| Total  | /10 |

|  |  |
| --- | --- |
| ***Teamwork*** |  |
| Works well with teammate  | /10 |
| Able to adjust based on the statements of teammate | /10 |
| Total  | /20 |

|  |  |
| --- | --- |
| ***Flexibility*** |  |
| Creative or willing to “add-value” to the negotiation | /10 |
| Accounts for confidential facts of others in creating a solution | /15 |
| Total  | /25 |

|  |  |
| --- | --- |
| ***Relationship With Other Teams*** |  |
| Approaches negotiation in a professional manner | /5 |
| Shows respect for other negotiating parties | /5 |
| Total  | /10 |

|  |  |
| --- | --- |
| ***Settlement Advantageous for Client*** |  |
| Based on confidential facts, was able to negotiate to meet the needs of client  | /15 |
| Met client needs while meeting the needs of other negotiating parties  | /10 |
| Total  | /25 |

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|  |  |
| --- | --- |
| ***Self- Critique*** |  |
| Able to clearly articulate strategy  | /5 |
| Implemented the articulated strategy or made changes where necessary | /5 |
| Total  | /10 |

***Total Points Earned*** /100

|  |  |
| --- | --- |
| ***Automatic Deductions*** |  |
| Explicitly makes statements contrary to confidential facts | -5 |
| Not on time for round  | -5/-10 |
| Total |  |

***FINAL SCORE*** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_