

Dear Madam/Sir,

It is my pleasure to invite you to the 8th edition of the Italian Negotiation Competition, which will be held at Lumsa University of Rome on April 11th and 12th.

The Italian Negotiation Competition serves as the national phase of the prestigious International Negotiation Competition (INC) which is the oldest, and most well recognized competition on negotiation for law and business students. The best placed teams will go on to represent as team/s Italy next summer at INC held in London.

The competition is structured as a negotiation simulation where two teams of two students compete on practical cases. Their goal is to reach an agreement that both parties would stand to benefit from while presenting their respective clients' interests before a panel of Judges, showcasing their understanding of negotiation theory and practical application. Participants would either facilitate a potential business transaction or resolve an international dispute between two parties.

The panel of Judges, coming from all around the world, will assess the performance of both teams, carefully evaluating their negotiation skills, strategy, and the outcomes they achieve, in particular providing constructive feedback.

The competition will commence with a Negotiation Masterclass led by eminent speakers and esteemed scholars engaged in Alternative Dispute Resolution, exploring the significance of negotiation and effective strategies.

Date: April 11th and 12th 2025

Time: from 9 a.m. to 6 p.m. (11th April) / from 9 a.m. to 3 p.m. (12th April)

Location: Lumsa University of Rome, Via di Porta Castello 44, 00192 RM, Italy

Language: English

Registration fee: 100 EUR per team

Attached to this email you find the rules of the competition (attachment 1); the registration form (attachment 2), and the competition flyer for your interest and knowledge (attachment 3). If you have any questions, please do not hesitate to reach out to myself (roberto@pirozzilex.it) and/or Karen Pilar Tumminelli (k.tumminelli@pirozzilex.it), members of the organizing committee.

Please let us know by February at the latest if you can accept our invitation by emailing italiannegotiationcompetition@gmail.com.

Thank you for considering our invitation and we look forward to the opportunity to have you participate in the Italian Negotiation Competition!

Sincerely,

Roberto Pirozzi

Chair of the Organising Committee for the Italian Negotiation Competition