



World Negotiation Championship first time in Paris (13-14 April 2012)

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One negotiation chases the next one. The Federal Chancellor Angela Merkel has got her hands full. She discussed with the President of the French Republic, Nicolas Sarkozy, the implementation of a financial transaction tax and struggled with the head of the ECB, Mario Draghi, for the rescue of the Euro.

The World Championship of Negotiation (TNC) is an esteemed platform on which students from countries across the world debate on relevant international topics. For the first time, TNC will be held in Paris from 13-14 April 2012. Twelve teams, each team consisting of three students, negotiate at different venues such as the ICC (International Chamber of Commerce), the campus of IESEG School of Management, or at Parisian street cafés to win the prestigious TNC cup. The event is proudly organised by both HHL - Graduate School of Management and French IESEG School of Management.

For the upcoming event, student teams from notable Business and Law Schools from all over the world are expected to participate, among others are Harvard Law School (USA), Aarhus Business School (Denmark), BI Norwegian School of Management (Norway), King's College (Great Britain), Kyoto University (Japan), National Law School of India University (India), Reykjavik University (Iceland), University of Georgia School of Law (USA), or Warsaw School of Economics (Poland).

Press invitation +++ Press invitation +++ Press invitation

We would kindly like to invite your editorial staff to the final qualification round and the final of the International World Championship in Negotiation. This will take place on

Saturday, 14 April 2012 from 2:00 pm onwards in Paris (place t.b.a)

Kilian Lamprecht, member of the organization committee of TNC, is going to inform you concerning the background, goals, and procedure of the event in advance or in Paris. Additionally, you have the chance to talk directly to students of the participating teams or to accompany us editorially throughout the competition. As a member of the jury and co-founder of TNC, Dr. Remigiusz Smolinski, Country Manager at mobile.international GmbH will be available for interviews.

For planning reasons, we would like to ask you to confirm your attendance until 2 April 2012 to kilian.lamprecht@hhl.de or via mobile phone at 0152 534 95 006.

The Negotiation Challenge (TNC)

The Negotiation Challenge (TNC) has been founded by doctoral students of HHL and Harvard Law School during a joint project in 2007. Already at an early stage, HHL has realized the importance of the subject negotiation. With the TNC HHL and IESEG are precursors in the European region in the field of negotiation.

Further information is available at:

<http://thenegotiationchallenge.org/>

www.youtube.com/user/NegotiationChallenge

<https://www.facebook.com/NegotiationChallenge>

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Handelshochschule Leipzig (HHL)

Die HHL ist eine universitäre Einrichtung und zählt zu den führenden internationalen Business Schools. Ziel der ältesten betriebswirtschaftlichen Hochschule im deutschsprachigen Raum ist die Ausbildung leistungsfähiger, verantwortungsbewusster und unternehmerisch denkender Führungspersönlichkeiten. Neben der internationalen Ausrichtung spielt die Verknüpfung von Theorie und Praxis eine herausragende Rolle. Die HHL zeichnet sich aus durch exzellente Lehre, klare Forschungsorientierung und praxisnahen Transfer sowie hervorragenden Service für ihre Studierenden. www.hhl.de

Anlage: Bild

