



World Negotiating Championships in Leipzig/Germany from March 11-13, 2011

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Who stands the negotiating test the best? Which college team uses the most effective negotiating strategies? Which team has the most sophisticated arguments and the most skilled communicators? The answers to these questions - and more - will be revealed at The Negotiation Challenge (TNC), taking place at HHL - Leipzig Graduate School of Management (Germany) from March 11-13, 2011.

Many teams from renowned business schools from Denmark, France, Germany, Greece, India, Iceland, Japan, Kazakhstan, Norway, Poland, Romania, Serbia, Slovenia, England, and the U.S. have sent in their application for the world negotiation championships. Within the next couple of days 12 teams will be selected and invited to Leipzig to participate in the contest.

*****Press invitation

World Negotiating Championships

Member(s) of your editorial staff are warmly invited to attend the following events:

1) Welcome Ceremony on Friday, March 11, 2011, 9:20 a.m.
HHL campus, Jahnallee 59, 04109 Leipzig / Germany

2) Final on Saturday, March 12, 2011, 5:45 p.m.
Da Capo, Karl-Heine-Straße 105, 04229 Leipzig / Germany

Niko Ihle (in German) and Jonathan Eichelberger (in English) from TNC's organizing committee will be available during both events to explain the background, aims and structure of the competition. There will also be the opportunity to talk directly to students in the participating teams and to accompany them throughout the competition. Also available to answer questions will be Dr. Remigiusz Smolinski, Country Manager at mobile.de international GmbH and member of TNC jury and co-initiator of the competition.

To help us with our planning, please let us know if you will be coming to TNC and which events you would like to attend by contacting Gulya Bakeberg via email Gulya.Bakeberg@hhl.de before 5th of March 2011.

International exchange in striking venues in Leipzig

True to the motto "Think global, act local"? TNC is about giving students a framework in which they can test themselves by competitively negotiating in teams against others and learning in the process. TNC organizing committee member Marko Krause: "We've managed to secure the Sternburg Brewery, the Moritzbastei, and the historic and in fact Leipzig's oldest shopping mall, namely Speck's Hof, for the world negotiating championships, and the topics being negotiated in each venue will match the surroundings. The final will be particularly special; it will be held on March 12 in the event location Da Capo, hosting Central Germany's biggest exhibition of old-timer cars.?"

The first two rounds of negotiations will be held on March 12 in the historic Sternburg Brewery. Teams that have existed until that point will be broken up. "We want to confront the students with unexpected situations, just as it happens out in the real world. And mixing up the teams means that the participants get to know more people,?" explains Dr Remigiusz Smolinski, Country Manager at mobile.de international GmbH and member of TNC jury and co-initiator of the competition.

On March 12, the participants will go through two more qualifying rounds in their original teams. These rounds will be held in the Moritzbastei and in Speck's Hof, deciding the two best teams to go forward to the final to battle for the title. The jury is composed of lawyers and entrepreneurs as well as professors from HHL and other European schools. The final round with a key-note speech will take place in the imposing Da Capo venue on March 12, beginning at 5.45 p.m. The winners are awarded a trophy and the title "The Great Negotiator 2011.?"

About The Negotiation Challenge (TNC)

The Negotiation Challenge was created in 2007 as part of a joint project run by students and doctoral students at HHL and Harvard Law School. HHL recognized the importance of teaching negotiating skills very early on and through TNC was one of the pioneers in the subject in Europe.

Sponsors of the Negotiation Challenge (TNC) 2011 are Bundesverband deutscher Kapitalbeteiligungsgesellschaften e.V. as well as CMS Hasche Sigle. The event is also kindly supported by HHL alumni association and maryme.de.

More information:

<http://www.the-negotiation-challenge.de>

<http://www.youtube.com/user/NegotiationChallenge>

http://twitter.com/HHL_TNC

<http://www.facebook.com/pages/The-Negotiation-Challenge/203916733923>

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Handelshochschule Leipzig (HHL)

Die Handelshochschule Leipzig (HHL) ist Deutschlands älteste betriebswirtschaftliche Hochschule und zählt heute zu den führenden Business Schools. Innerhalb der Ausbildung von leistungsfähigen und verantwortungsbewussten Führungspersönlichkeiten spielt neben der Internationalität die Verknüpfung zwischen Theorie und Praxis eine herausragende Rolle. www.hhl.de

Anlage: Bild

