2011 ROBERT J. GREY, JR.
NEGOTIATIONS COMPETITION

DESCRIPTION

The Robert J. Grey, Jr. Negotiations Competition is an American Bar Association Law Student Division sponsored forum offered to help develop practical legal skills. This competition emphasizes teamwork and the ability to resolve disputes in a negotiation setting. Opposing teams will act as lawyers for a party and they will receive confidential information about how they can best represent their clients' interests. The teams will work together in a limited time frame to find a compromise that is acceptable to both of their clients.

SCHEDULE

Informational Meeting
Sign ups
Round I Problem Distribution
Round I
Quarterfinal Round Problem Distribution
Quarterfinal Round
Semifinal Round Problem Distribution
Semifinal Round
Final Round Problem Distribution
Final Round
Regionals

September 1
September 1-3
September 3
September 5-9
September 10
September 12-13
September 14
September 16
September 26
September 30
November 12-13

SIGNING UP

1. Students compete and advance in teams of two.
2. Teams must sign up on the Moot Court bulletin board located on Level 2.
3. Sign-ups will open at 7 PM on September 1 and will close at 1 PM on September 3. The sign-ups will be listed by time slot for Round I.
4. Any students that do not have a partner prior to signing up for the first round will be paired with another student without a partner.
5. Information on sign-ups for future rounds will be given at a later date for those teams that advance.

GENERAL RULES AND GUIDELINES

1. Problems for each round will be distributed via email.
2. The sessions will consist of a 20 minute negotiation, a 5 minute team conference, a 5 minute self-evaluation for each team, and a five minute critique period. The negotiation period will increase in each subsequent round
3. Business attire is required.
4. Facts referenced during negotiations sessions must be consistent with the problem. Competitors may not make up facts.
5. **No substantive outside research.** Competitors may reference the resources listed below as well as any other resources related to negotiations tactics and strategy.

6. Competitors may not confer with other teams about particular problems or strategy until all teams have completed the round. Each side will receive confidential information that must remain confidential.

7. Tapes of past final rounds and the texts referenced below are on reserve.

**JUDGING CRITERIA**

1. Preparation.
2. Ability to serve client's goals. Note: this does not necessarily entail reaching a definitive agreement.
3. Teamwork.
4. Relationship and rapport with opponents.
5. Ability to adapt to developing situations.
6. Professionalism and ethics.
7. Self-evaluation.

**RESOURCES**


