

**Munich, Germany**

**May 30, 2015**

**Application Deadline: 14th February 2015**



THE NEGOTIATION CHALLENGE



Technische Universität München

January 12, 2015

Dear Colleagues,

On behalf of the **Technische Universität München** and the associated institutions, we would like to kindly invite you to participate in **The Negotiation Challenge** – a major international negotiation competition for graduate students majoring in business or law. TNC is the first truly international negotiation competition held in Europe and one of the very few international negotiation competitions worldwide and focuses on the application of negotiation skills per se, rather than any particular topics.

Over the years TNC has welcomed teams from world's best academic institutions including Harvard Business and Law Schools, Oxford University, HHL – Leipzig Graduate School of Management, Reykjavik University, ESSEC University, Warsaw School of Economics, University of California Hastings Law, Kings College London, Kyoto University, or National Law School of India. This year we hope to host even more institutions including yours.

The qualification rounds in 2015 will take place **completely remotely** on four weekends between **April 10-12 and May 1-3**. Three best performing teams from the qualification rounds will be invited to negotiate face-to-face in front of an esteemed jury during the **final event in Munich, on May 30**.

The theme for this year's event will be **"Negotiating Globally"**.

To register for TNC, students should form a team of three, turn in an application letter along with one short CV for each participant. The registration package should be submitted online at <http://thenegotiationchallenge.org> or per email: [TheNegotiationChallenge@gmail.com](mailto:TheNegotiationChallenge@gmail.com) by **February 14, 2015**. The application material should demonstrate the applicants' experience and formal knowledge of negotiations. **Faculty members are explicitly encouraged to get involved** as team coaches, and teams that have gone through institutional selection procedures will be considered favorably.

For more information, please visit <http://thenegotiationchallenge.org> or find us on Facebook: [www.facebook.com/NegotiationChallenge](http://www.facebook.com/NegotiationChallenge).

We look forward to receiving your application. Please feel free to contact us, if you have any questions.

Warm regards,

TNC Organizing Team

**Web** <http://thenegotiationchallenge.org>



[TheNegotiationChallenge@gmail.com](mailto:TheNegotiationChallenge@gmail.com)



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