



CROSS BORDER NEGOTIATION

CHALLENGE

in cooperation with ELSA Austria and ELSA Czech Republic



The European Law Students' Association
AUSTRIA



The European Law Students' Association
CZECH REPUBLIC

www.wolftheiss.com/cbnc

#CBNCbyWT

The #CBNCbyWT is all about the role negotiations play in today's legal business and the practical skills you need as a lawyer. Law students from Austria and the Czech Republic will learn in mixed teams how our dispute resolution lawyers negotiate on a daily basis.

The #CBNCbyWT is substantive, skill-building and interactive, giving you the opportunity to learn from WT lawyers and benefit from their experience. At the same time, you will work on a real-life case scenario involving foreign jurisdictions and learn how to collaborate with international colleagues by taking on the role of a legal counsel.

In the final of the #CBNCbyWT, our jury of legal experts will declare one team as winner. The practice-oriented and client focused approach makes the #CBNCbyWT unique.

SCHEDULE

PHASE 1 | 23-24 February 2017 | Kick-Off in Prague

- Negotiation workshop
- Team building
- Case study briefing
- Client meeting
- Assignment
- Socializing

PHASE 2 | 25 February – 19 April 2017 | Group Work Phase

Based on the assignment you were given in Prague you will prepare a memorandum and a negotiation strategy together with your team. You will have the opportunity to address several questions to your client until a certain deadline.

PHASE 3 | 20-21 April 2017 | Final Negotiations in Vienna

- Client meeting
- Negotiation rounds in front of jury
- Announcement of the winning team
- Socializing

The #CBNCbyWT is all about lawyering in practice and finding economic solutions. But most importantly it is about fun, collaboration, and teamwork.

Information

- It is mandatory that all participants are present at the kick-off in Prague and the final negotiations in Vienna (save the dates!). There will be no further compulsory events.
- WT organizes and covers the costs for travelling, accommodation and meals associated with the overnight stays in Prague and Vienna.
- The application is open to ELSA members and non-members.

CASE STUDY

Two companies in the automotive sector, one based in Austria, the other one based in the Czech Republic, face a dispute against each other based on the delivery of defective products by one of the parties. Both parties are doing business worldwide and the current dispute is of utmost relevance as it might also affect the business operations in other countries.

In order to solve this dispute quickly and confidentially, while also considering all potential risks and consequences, you and your team will be appointed as legal counsel for one of these companies.

YOUR TASKS

Your team will consist of two lawyers based in the Vienna Office (two law students studying in Austria) and two lawyers based in the Prague Office (two law students studying in the Czech Republic) of a law firm you're working for. Together with your team it will be your task to analyze all facts provided by your client and develop a strategy both from a legal as well as from an economic point of view and prepare a written memorandum for your client.

Once you have discussed the details with your client you will engage in settlement negotiations with the opponent's counsel.

We do not expect any preparation before the kick-off event in Prague where you will receive all details regarding the case and your tasks.

EVALUATION CRITERIA & AWARD CEREMONY

The jury will evaluate the quality of your written memorandum, your visible team collaboration, and your team negotiation performance. All members of the winning team will receive an exclusive internship offer in Vienna (Austrian law educated students) or Prague (Czech law educated students). Details will be discussed individually on completion of the challenge.

APPLICATION

Preconditions

- Students from Austrian law faculties must have accomplished the first section of their studies and passed at least one extensive civil law examination.
- Students from Czech law faculties must have accomplished the 3rd year of their studies and passed the examinations in commercial and civil law.

Selection

Up to 24 candidates will be assigned in mixed teams of four law students from from both countries. Your personal motivation and practical experience will be taken into account when selecting candidates.

Submit your application (CV and motivation letter in English) until 6 January 2017 via email to directorcbnc@elsa-austria.org.

You will be informed about the final selection on 16 January 2017 at the latest.