



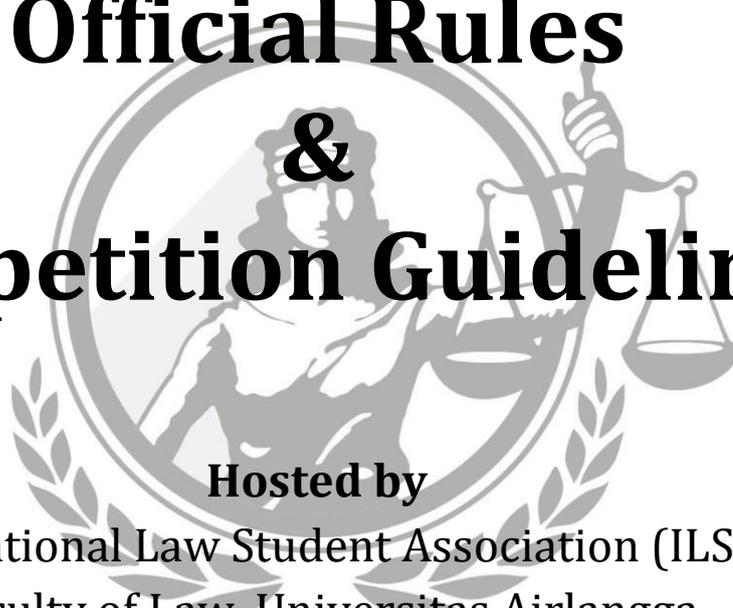
OFFICIAL RULES INTENTION 2016



INTENTION

International Dispute Negotiation
Competition

Official Rules & Competition Guidelines



Hosted by

International Law Student Association (ILSA)
Faculty of Law, Universitas Airlangga

Co-Hosted by

Department of International Law
Faculty of Law, Universitas Airlangga

INTENTION

INTERNATIONAL DISPUTE NEGOTIATION COMPETITION

INTERNATIONAL STUDENT ASSOCIATION CHAPTER UNIVERSITAS AIRLANGGA

Jalan Dharmawangsa Dalam Selatan, Kampus B, Fakultas Hukum Universitas Airlangga, Surabaya 60286

Website: www.intentionunair.com / E-mail: intentionilsa@gmail.com

ARTICLE I – PURPOSE

The purpose of this International Negotiations Competition (INTENTION 2016) is to hone vital negotiation skills. Competition problems are selected in an effort to illuminate issues affecting the globe. Negotiating cross-border transactions and disputes helps prepare students for negotiation in their future careers. Students will have the opportunity to receive constructive feedback from legal practitioners while interacting with other students that may have a different negotiating style. This competition helps students to become aware of and experience the unique aspects of international negotiations including various ethical and social norms, a broad spectrum of business practices, and the difficulty of cross-cultural communication.

ARTICLE II – GENERAL ADMINISTRATION

A. Overall Administration

INTENTION 2016 is coordinated and administered by the International Law Student Association (ILSA) Chapter Universitas Airlangga, under the direction of the Department of International Law, Faculty of Law, Universitas Airlangga. The Committee is chaired by 1 (one) Administrator, which then elects its members to assist him/her in preparation of the competition problems and administration of the Competition. The Administrator shall be responsible for answering all questions and responding to all requests for rule interpretations of a substantive nature.

B. Competition Problems

The Committee will provide Competition Problems for the Participants prior to the Competition Day. The Competition Problems will comprise various issues in the international level, such as disputes of States, International Organizations and Multi-National Corporations (MNCs) on trade, borders, human rights and else. In developing such Problems, the Committee will utilize impartial attorneys, professionals, lawyers, professors and judges to assist them in this task.

ARTICLE III – INFORMATION DISSEMINATION

All information will be disseminated through INTENTION Official webpage (URL) and/or emailed by the Committee to the Participants. Practice Problems and Simulation Videos will also be made available through the webpage.

Requests for general information, including questions regarding the substantive matters of the problem or interpretation of these Rules, should be directed to the

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Committee via email (intentionilsa@gmail.com). The Administrator will issue an email response to address any issues within a reasonable time not to exceed five (5) days regarding any matters not pertaining to substantive questions about the competition. All teams will be notified of all questions and substantive written responses regarding the competition problems through the webpage.

ARTICLE IV -- ENTRY FORM, FEES AND REGISTRATION

A. Registration

1. Participants

Eligibility for participation requires the competitors ("Participants") to be enrolled in a University/College in Indonesia, currently pursuing Vocational (D-3) and Bachelor Degree (S-1).

Each competing team ("Team") consists of 2 (two) Participants from the same university/school.

No substitution of team members after registration may be made, except in exigent circumstances, (ex: medical illness, incidental exigencies) subject to approval of the Administrator.

All substitution must be supported with documents (ex: letter from university/college, hospital etc.) Failure to obtain written approval from the Administrator to substitute team members will result in penalties including automatic disqualification and fee forfeiture.

Participants are required to be able to communicate in **English** throughout the whole Competition.

2. Team Registration

Registration for INTENTION is limited to 30 (thirty) teams. Registration **opens on September, 2016 and closes on November 30th, 2016** at midnight. Registration is on a first come, first-served basis; hence, teams are encouraged to register early.

In the event the competition reaches the maximum number of competitors the Administrator will have discretion on whether to permit additional teams to serve as

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alternates/waiting list. Teams registering as alternates will be notified prior to registration.

The Committee does not limit the number of teams from every university/college. Every University may send as many competitive teams as they wish.

Each team entering the Competition must register and remit all fees by the appropriate deadlines. The entry fees and registration forms for the Negotiations Competition are separate from any fees (i.e. accommodation and transportation fees).

The registration fee and entry forms must be submitted to the Committee in compliance with the instructions on INTENTION webpage and the rules detailed herein. (www.intentionunair.com).

Additionally, each team MAY designate 1 (one) team advisor. This person may or may not be a coach, but MUST be a full-time faculty member at the participants' university/school.

3. Registration Timetable

All pertinent deadline information for team registration and submission of registration documents are listed on INTENTION webpage. (www.intentionunair.com).

Note that the registration fees differ depending on the Batch of the Participants submission. Registration opens from September, 2016 and closes on November 30th, 2016 at midnight.

September 2016 - October 31st, 2016	Batch 1 - Early Bird Registration (IDR 450.000,00)
November 1st - November 30th, 2016	Batch 2 - Regular Registration (IDR 500.000,00)

You can always find the most up-to-date registration information on URL and select important dates and fees for the most up-to-date information.

4. Contact Information

On the registration form, each team entering the Competition must designate a contact person to whom all official correspondence will be sent by the Committee. The contact person must be a team member.

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Additionally, an electronic mailing address, and phone number(s) must be provided for the contact person. Moreover, if the contact person changes his or her address or is replaced, the Committee must be notified via e-mail.

Any information, questions, or concerns discussed with this person will be considered as information disseminated to the entire team.

B. Eligibility to Compete

The Competition shall include all teams that have submitted and completed the **Registration Packet**, including:

1. Competition Registration Form
2. Competition Fee and Payment Fee Confirmation
3. Supplementary Documents from University/School, i.e. Letter of Participation (if any)

Registration may be submitted to the Committee via:

1. E-mail
Do attach the Registration Packet in form of Attachment or Zip. File to: intentionilsa@gmail.com.
2. Send it to our Administration Center
Jalan Dharmawangsa Dalam Selatan, Kampus B, Universitas Airlangga Surabaya, Jawa Timur) as a single Registration Packet.

Kindly contact our **Contact Persons** upon registration: Rizki Istighfariana (+6285103700408), Maya (+6281331932755), Ajeng (+6282244934882) / Line ID: [ajengmaher](https://www.line.me/tv/ajengmaher)

ARTICLE V -- THE COMPETITION

A. Location and Date of the Competition

INTENTION 2016 will take place during the *International Law Week (ILW) 2016*, which is hosted in:

Place	:	Faculty of Law, Kampus B, Universitas Airlangga
Address	:	Jalan Dharmawangsa Dalam Selatan, Surabaya, Jawa Timur.
Date/Time	:	December 8-10, 2016

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Each team will receive specific information regarding the logistics of the competition and a detailed schedule will be provided to the Participants before the competition.

B. Negotiation Problems

Each negotiation problem will consist of: (1) "Motions": a general topic known by all participants, which will be distributed on November, 2016 (Please see the webpage for the competition timeline), and (2) a set of "Case Study", which portrays the issue and layout the guidelines for each Team's negotiations, which will be distributed on a later date.

Negotiation Problems comprises latest issues in the international realm. However, the Committee may at any time scrimmed the information or news for the sole purpose of the Competition. Hence, Participants are urged to stay focused to the given Motions and Case Study, and shall not urge to seek for data and information outside the given context.

C. Competition Rounds

Competition Rounds shall include:

1. 3 (Three) Preliminary Rounds

All competitive teams will compete in 3 (three) sets of preliminary rounds without elimination whether winning or loosing. The total scores and victory point ("VP") from the preliminary rounds will be accumulated to determine the advancing teams.

2. Octo Final Round (Optional)

If there are 20 or more teams competing in the competition, the Committee may include an Octo Final Round into the competition consisting of 16 teams with the highest score in the preliminary round.

3. 1 (One) Quarterfinal Round

Consist of 8 (eight) competitive teams advancing from the previous round. This round is elimination round; thus, teams, which lose in this round, will not be able to advance to the next round.

4. 1 (One) Semi Final Round

Consist of 4 teams advancing from the Quarter Final Round. The 2 (two) teams declared as winner in this round's negotiation would advance to the Grand Final Round, whereas

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the remaining 2 teams will compete in 1 (one) set of negotiation to determine the 3rd (third) winner.

5. Grand Final Round

The team with the highest score in the grand final round shall be declared the Champion. The other finalist shall be declared 2nd (Second) Winner.

5.4. Negotiation Session

The Preliminary Round and **Octo Final Round** will last approximately **40 minutes**. Specifically, each round will consist of:

1. CASE OVERVIEW (5 (Five) minutes for each team)

Each team will portray a brief background of the case, their position to the case, and elaborate their submissions.

2. NEGOTIATION OFFER (25 (Twenty-Five) minutes for each team)

Each team will portray their respective offers, reply to the opponent's submission/offer, or compromise the two different offers and came up with a new proposal for an agreement or resolution.

3. CONCLUSION (5 (Five) minutes for each team)

Each team need to wrap-up, reassert their stance(s), or came up with an agreement or settlement.

Each round is followed by **10 (Ten) minutes** of jury's verbal feedbacks.

The Octo Final Round, Quarter Final Round and the **Semi Final Round** will last approximately **40 minutes**. Specifically, each round will consist of:

1. CASE BUILDING

Teams advancing to these rounds will be given **twenty (20) minutes** to prepare.

2. CASE OVERVIEW (5 (Five) minutes for each team)

3. NEGOTIATION OFFER (30 (Thirty) minutes for each team)

4. CONCLUSION (5 (Five) minutes for each team)

The Grand Final Round will last approximately **70 minutes**, wherein each team is allocated 35 minutes speaking time each. Specifically, each round will consist of:

1. CASE BUILDING

Teams advancing to these rounds will be given **50 (sixty) minutes** to prepare. The Committee will introduce an impromptu motion.

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2. **CASE OVERVIEW (10 (Ten) minutes for each team)**
3. **NEGOTIATION OFFER (35 (Thirty-Five) minutes for each team)**
4. **CONCLUSION (5 (five) minutes for each team)**

E. Time Keeping

Responsibility rests with the Participants for adherence to the allotted time periods for negotiating sessions. There will be a bailiff to keep track of the time. Under no circumstance will one (1) negotiation round last longer than ten (10) minutes past the allotted time based on the competition round, excluding the feedback sessions.

The Bailiff shall start the time for the negotiation session, as determined by the jury/juries on the panel. The bailiff shall stop the negotiation session after the time has transpired, regardless of where Participants are in the negotiation process. The official bailiff's time is the official time. No individual associated with a competitor or team may act as timekeeper in a negotiation session involving such competitor. Decisions by the judges as to elapsed time, granting additional time, and as to when the negotiation should end are final and non-reviewable.

A five-minute, three-minute, two-minute time, one-minute remaining time and a time's-up warning will be provided during the whole negotiation session. The warnings will be provided by the Bailiff by holding up a sheet of paper that states the time remaining.

5. Odd Number of Teams

In the event that there are an odd number of teams at the start of the preliminary round of the competition, the Committee will assign a Swing Team to fulfill the demand for the round. Competition results will still be objective.

6. Supplemental Materials

Teams may use personally prepared notes during the competition rounds. No technological devices may be used, including laptops, iPads/androids, mobile phones, smart phones, personal digital assistants, and similar electronic communication devices. Electronics of any sort CANNOT be used by competitors during negotiations even for keeping time during the negotiation. Digital watches and digital timers are ALLOWED, but they cannot make any noise. If a watch or timer makes any sound, the judge reserves the sole discretion to deduct points from that team's total score.

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No prepared materials may be presented or handed out during the negotiation session or self-analysis to the other team or judges.

F. Technical Administration

1. Team Identification

Each team will be assigned a random predetermined competitor ID numbers at the time the team registration has been completed. (Example: Team 101)

Competing team members shall not divulge their university/school or any other purported school affiliation to other fellow competitors and/or judges in attendance at this Competition until after the final round. It is especially important that team members do not reveal this information to the judges during the competition, as some judges may be used again in later rounds. Team members are only permitted to divulge their names within the competition.

2. Late Arrival of a Team

In the event that a team fails to appear on time for any round of the Negotiation Competition, the opposing team will continue the negotiation in accordance with the allotted time. At the discretion of the Administrator, the late coming team may be disqualified from the competition at. If the late team is allowed to participate, at the discretion of the Administrator, and arrives no later than 5-10 minutes late, the round may be so held but the late team shall receive an appropriate point deduction, as indicated on the Scoring Rubric.

3. Judge Affiliation

Before the start of any round, team members and/or faculty advisors/coach are required to disclose any relationship or affiliation to the judge(s) of that round, by verbally informing the Bailiff or the Committee. The Administrator and/or the Committee will then make an appropriate substitution if necessary.

4. Video and Photography during Competitions

Participants and spectators are strictly PROHIBITED from using ANY personal recording devices or to take photographs during all negotiation sessions, unless the acquired direct permission from the Administrator provided with legitimate and acceptable reason.

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6. Spectators

“Spectator” means other audiences or supporters of a team other than the faculty advisor and team members itself.

Spectators MAY NOT be permitted to enter into the negotiation room during the preliminary and advance rounds, unless the discretion of the Administrator permitted otherwise.

Spectators may not communicate with competitors or judges during the negotiations rounds. If the judges, or opposing team deems a spectator a distraction, the spectator will be asked to leave the negotiation round.

Spectators affiliated with a particular team may only observe negotiation rounds in which that team is participating.

Because of the potential for disruption, faculty advisers and the spectators permitted to observe the negotiations are discouraged from leaving the room from the beginning of each negotiation session through the end of the judges’ comments. Those who unavoidably must enter the room late, leave early, or temporarily excuse themselves should do so discreetly and without disruption.

The Grand Final Round will be the only open round, which means everyone may be permitted to watch, including the Spectators.

6. Dresscode

Competitors are expected to dress in **formal business attire**.

All person participating and/or observing are also encouraged to wear formal attire, and may not wear non-collar shirt, short pants or jeans, sandals, etc.

If a team member or a coach wears or possess anything that identifies their university/school, it is subject to point reduction or automatic disqualification.

7. Drop-out Teams

Noting that the Competition is an inseparable part of the *International Law Week* (ILW) 2016 hosted by ILSA UNAIR, teams which are not proceeding to the next rounds are required to join series of activities in the ILW.

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There will be a special seminar held on the December 10th, 2016, marking the International Human Rights Day. Teams not pursuing to the Grand Final Round **MUST** attend this seminar, unless the Committee will **NOT** issue their Certificate of Participation in INTENTION.

7. Miscellaneous

The Committee wishes everyone who participates or observes the Competition to uphold the highest level of professionalism during the competition and at all competition-related events.

If any team member is found to have engaged in any type of inappropriate behavior, that team will be subject to point penalties up to 10 points and/or disqualification at the discretion of the Administrator.

ARTICLE V - JUDGES

A. General Rules

The Committee will recruit competent judges who may either be law professors, judges, professionals, or practicing attorneys in the field of negotiations.

B. Role of Judges

Every negotiation judge shall be fair and impartial in negotiation sessions, in scoring and in all other judging activities. The Judge will evaluate the performance of the negotiators in the negotiation round. Scoring will be based **solely** on the criteria identified on the judging rubric and **not on the merits or outcome of the negotiation**.

C. Judging Rubric

Below are the overall judging criteria to be judged upon the Participants

- Matter (40%)

Consists of substance of arguments / claims topped with applicable legal basis

- Method (30%)

Consists of English fluency, persuasiveness, consistency, and structure coherency in portraying the claims

- Manner (30%)

Consists of proper attitude and appropriate gestures portrayed in the whole negotiation session.

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ARTICLE VI – PENALTIES

There will be an automatic penalty point deduction of points for teams that arrive late

Penalty	Points assessed
Late to negotiation round	First 10 minutes -5 pts, and it accumulates
Reveals school/affiliation or making statements on confidential facts	-10 points or Automatic Disqualification

to negotiation rounds. Additionally, there will be an automatic deduction of penalty points for teams that explicitly make statements on confidential facts. Moreover, Participant **not attending** the Closing Ceremony and Awarding night will not be given its Participation Certificate. Penalties and point reduction is not solely limited on these aspects.

ARTICLE VII – AWARDS

There shall be an award given to the winning team (**Champion of the International Negotiation Competition - Dr. (HC) Triyono Wibowo, S.H. Prize**), which will be given to the team that wins the Grand Final round.

There shall be an award given to the second place team (**Second Winner**), which will be given to the team with the lower total score in the Grand Final round.

There shall be an award given to the third place team (**Third Winner**), which will be given to the team that wins in the third place round.

There shall be an award given to the Best Negotiator (**Best Negotiator**), which will be the Participant with the highest individual average score from the preliminary rounds.

There shall be an award given to the Best Team (**Spirit of INTENTION**), which will be the Team with the best overall performance, including teamwork, negotiator ranks, behavior, fairness, adherence to the Competition's rules, etc.

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ARTICLE VIII -- INTERPRETATION OF RULES

B. Request for Interpretation of Rules

Teams may submit requests for interpretation of the Rules via email at intentionilsa@gmail.com. All answers to questions regarding interpretations of the rules will be distributed to participants as expeditiously as possible after receipt of the question.

D. Questions, Comments and Concerns

All questions, comments and concerns regarding the Competition as a whole shall be directed to the Administrator and the Committee via email intentionilsa@gmail.com.

SAVING PROVISION

All other matters not governed by the foregoing official rules and competition guidelines, shall be decided upon by the Committee with consideration to justice, fairness and the ideals of ILSA together with the Department of International Law and Universitas Airlangga.

The Committee reserves full copyright to this Official Rules and Competition Guidelines to be used for a good purpose

In the end, the Committee would like to relay our best regards, and we hope to see you in INTENTION 2016.

Best Regards,

Rizki Istighfariana

Administrator of INTENTION 2016