



NBLSA™
Striving to Balance Since 1968.

15th Annual
Nelson Mandela
International Negotiations
Competition

2020~2021

Official Rules
&
Competition Guidelines

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PREFACE

The National Director of the National Black Law Students Association Annual Nelson Mandela International Negotiations Competition (“National Director of NMINC” or “NMINC Director”) and the National Co-Directors of Programming reserves the right to amend these rules (“Rules”) and to make any decisions, which shall be final subject to approval by the National Executive Board, regarding any part of the National Nelson Mandela International Negotiations Competition (“Negotiations Competition” or “Competition” or “INC”). These rules are applicable to the current competition year.

USE OF THE INTERNATIONAL NEGOTIATIONS COMPETITION PROBLEM

The International Negotiations Competition Problem is copyrighted material. No school or region may use the Competition Problem for any purpose without the written consent of NBLSA and the Director of the NMINC. This prohibition precludes a school or region from using the Negotiations Competition Problem in an intramural competition to select a team for the Competition.

ARTICLE I – PURPOSE

The purpose of the annual NBLSA Nelson Mandela International Negotiations Competition is to hone vital negotiation skills. Competition problems are selected in an effort to illuminate issues affecting the globe. Negotiating these 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 law students become aware of and experience the unique aspects of international legal 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

According to Article III, Section F of the bylaws of the National Black Law Student Association, The Annual Nelson Mandela International Negotiations Competition is coordinated and administered under the direction of the National Director of NMINC. The National Director of NMINC, with approval from the National Chair and Board of Directors shall appoint National NMINC Associate Director(s) to assist him/her in preparation of the competition problems and administration of the Negotiations Competition at the Annual NBLSA National Convention. The National Director of NMINC shall also be responsible for answering all questions and responding to all requests for rule interpretations of a substantive nature.

B. Competition Problem(s)

The National NMINC Director shall review the Negotiations Competition Problems through their developmental stages. In the absence of a National NMINC Director the National Board of Directors may appoint another member of the National Board of Directors or National Executives to take on these roles. The NMINC Director will utilize impartial attorneys, professionals, lawyers, professors and judges to assist him/her in this task. The National INC Director shall review each problem with a critical eye and provide the problem drafter with detailed written commentary for his/her use and incorporation in drafting/editing the problem. The National INC Director shall at no time advise, coach, or comment on the problems with anyone outside of the those that she/he deem are appropriate, such as registered NMINC competitors and their respective coaches, or impartial such as judges, and other National Board members.

ARTICLE III – INFORMATION DISSEMINATION

All information will be disseminated through the NBLSA Advocacy webpage and/or emailed by the National Director of NMINC or a NMINC Associate Director.

Requests for general information, including questions regarding the substantive matters of the problem or interpretation of these Rules, should be directed to the National Director of NMINC via email (inc@nblsa.org) and to the National Association Director(s) (inc.specialist@nblsa.org). The National Director of NMINC will issue an email response to address any issues within a reasonable time not to exceed five (5) business days regarding any matters not pertaining to substantive questions about the competition problems. All teams will be notified of all questions and substantive written responses regarding the competition problems through the NBLSA NMINC webpage at the conclusion of the official question period.

With the exception of the National Director of NMINC and National Association Director(s), neither regional nor national officers (unless appointed to answer such substantive questions by the National Board of Directors) are authorized to answer questions of a substantive nature regarding the Competition Problems or make an interpretation of these Rules, unless indicated otherwise herein.

ARTICLE IV -- ENTRY FORM, FEES AND TEAM COMPETITION

A. Rules Pertaining to Teams

1. Registration

a. Team Registration

Registration for the Negotiations Competition is limited to forty-two (42) teams. Registration opens October 15, 2020 and closes on February 14, 2021 at midnight. Registration is on a first come, first-served basis and teams are encouraged to register early. In the event the competition reaches the maximum number of competitors, the NMINC Director will have discretion on whether to permit up to 5 additional teams to serve as alternates. Teams registering as alternates will be notified prior to registration.

Schools may enter up to four competitive teams. The first team's registration fee is \$100 (includes \$60 for law student team and \$40 for coach). Teams from schools where no active NBLSA chapter exists may not compete.

Each team entering the Negotiations Competition, including each team member, must register and remit all fees, including all NBLSA dues for the current year and registration fees for the National Convention by the appropriate deadlines. The entry fees and registration forms for the Negotiations Competition are separate and distinct from any fees or registration forms required for NBLSA National and Regional conventions. The entry forms must be submitted to the National Director of NMINC in compliance with the instructions on the NBLSA NMINC webpage and the rules detailed herein.

Additionally, each team must designate a coach or faculty advisor.

b. Contact Information

On the registration form, each team entering the Negotiations Competition must designate a contact person to whom all official correspondence will be sent by the National Director of NMINC, and/or the National Association Director(s). The contact person must be either a team member, coach, or faculty advisor.

Additionally, a mailing address, an email address, and a daytime and evening phone number must be provided for the contact person. If the contact person has a different phone number while school is not in session, that number must also be included. Moreover, if the contact person changes his or her email or mailing address or is replaced, the National Director of NMINC and/or the National NMINC Assistant Director(s) must be notified within forty-eight (48) hours via e-mail. Any information, questions, or concerns discussed with the contact person will be considered as information disseminated to the entire team.

c. Registration Timetable

All pertinent deadline information for team registration and submission of registration documents are listed on the NBLSA website.

Registration opens October 15, 2020 and closes on February 14, 2021 at midnight. **All competitors MUST also pay the separate NBLSA convention registration fee.**

October 15, 2020	Registration Opens (\$100 = \$60 for law student team + \$40 for coach)
December 30, 2020	Problem Release

You can always find the most up-to-date registration information on through <http://nblsa.org/advocacycompetitions>.

2. Composition of Teams

a. Team Members and Substitutions

Each team shall consist of only two (2) law students who are enrolled at the same law school. Each school is limited to two (2) teams per competition. Additional teams may be added based on availability after registration is closed. No substitution of team members after registration may be made except in exigent circumstances, (ex: medical illness, lack of academic good standing with the school, death) subject to the written approval of the National Director of NMINC. All substitutions must be supported with documentation (ex: letter from school, hospital etc.) Failure to obtain written approval from the National Director of NMINC to substitute team members will result in penalties at the National Director's discretion up to and including automatic disqualification and fee forfeiture.

b. Coach Participation

A team coach may participate with team members in preliminary general discussions of the problems, issues presented, judging practice negotiation sessions, providing general critiques and assisting with general decision-making and strategy. While team coaches are allowed to watch rounds, they are not permitted to give assistance to team members during any portion of the competition rounds. The use of electronics (e.g. cellular devices, laptops, tablets etc.) are prohibited during the competition rounds. Any and all electronics should be either muted or turned off to prevent disruption of the competition rounds. For the purposes of this rule, rounds begin when a judge enters the room and are not officially over until any grievances are returned from competitors and the judge(s) gives critiques.

B. Rules Pertaining to Individual Competitors

1. Academic Standing

Eligibility for participation requires that competitors be enrolled and in good academic standing in a Juris Doctor (J.D.) or L.L.M. program, during the entire academic school year in which they compete. A written letter of good academic standing from the law school's dean or registrar's office on official school letterhead is required for participation. The letter must describe each participant's degree program and year of matriculation. All competitors are subject to eligibility verification.

2. Local NBLSA Chapter Standing

Each team member must be a National dues paying NBLSA member during the preceding year and the current year that they wish to compete. First year Law students or L.L.M. students must be a National dues paying NBLSA member at least one semester prior to the year they wish to compete. Pursuant to NBLSA Bylaws Article IX, Section B, Subsection 2, members seeking to compete in any NBLSA advocacy competition must be national dues paying members at least one semester prior (July 31, 2020) to the competition year. No retroactive payments will be accepted.

A letter of good standing must be completed by the team member's local NBLSA President, Vice President, or Treasurer and must confirm that s/he has been a NBLSA member in good standing. The letter must also confirm the date the participant became an active BLSA member.

ARTICLE V -- NATIONAL COMPETITION

A. Eligibility to Compete at the National Competition

The NMINC Competition shall include all teams that have submitted completed Registration Packets, including:

Registration Packet Documents
1. Competition Registration Form
2. Competition Fee and Fee Confirmation
3. Academic Letters of Good Academic Standing for each Team Member
4. Letters of Good Standing with BLSA Chapter for each Team Member
5. List of Team Coaches and Team Contact Person(s)

Team members will be notified directly of any additional documentation that is required for registration completion.

B. Location and Date of National Competition

The 2021 Nelson Mandela International Negotiations Competition will take place during the NBLSA's 53rd National Convention from March 3 - 7, 2021. All competitors must register for the NBLSA National Convention to participate. Each team will receive specific information regarding the logistics of the competition and a detailed schedule will be provided to competitors before the competition.

C. Negotiation Problems

Each negotiation problem will consist of: (1) a general fact pattern known by all participants and (2) a set of confidential facts, that layout the guidelines for the negotiations, which will be kept and distributed before each negotiation round.

D. Guidelines for Competition Format

1. National Competition Roster

The NMINC Competition shall include a maximum of forty-two (42) teams comprised of students from law schools across NBLSA's six regions: Mid-Atlantic, Midwest, Northeast, Southern, Southwest and Western regions, and the Black Law Student Association of Canada.

In the case of exigent circumstances, the National Director of NMINC may allow additional teams to participate in the Negotiations Competition, as s/he deems necessary to preserve the integrity of the INC Competition.

2. Competition Rounds

The NMINC Competition shall include two (2) preliminary rounds, one (1) quarterfinal round, one (1) semifinal round and one (1) final round. Each round shall consist of two (2) teams representing opposing sides of a negotiation.

The team with the highest score in the final round shall be declared the NMINC National Champion. The other finalist shall be declared First Runner-up. The third and fourth place winners will be determined by their scores in the semifinal round.

3. Negotiation Session

Each negotiation session will last approximately ninety-five (95) minutes in length. Specifically, each round will consist of five (5) minutes of pre-negotiation introductions, a fifty (50) minute negotiation session, a five (5) minute break/caucus per team (if desirable), a ten (10) minute period for teams to analyze their performance in private, and a twenty (20) minute self-analysis period (10 minutes per team) in the presence of the judges, for a total of eighty (90) minutes in active competition. Each round is followed by ten (10) minutes of judges' comments.

A sample negotiation session schedule is represented below:

Sample Negotiations Sessions Schedule	
Time	Activity
00:00 – 00:05	Pre-Negotiation Introductions
00:05 – 01:05	Negotiation. Each side may ask for one 5-minute break/caucus during this 60-minute period.
01:05 – 01:15	Teams prepare for self-analysis while Judges write comments on score sheets.
01:15 – 01:20	(Team A) 5-minute self-analysis
01:20 – 01:25	Judge's comments on Team A
01:25 – 01:30	(Team B) 5- minute self- analysis
01:30 – 01:35	Judge's comments on Team B
01:35 – 01:40	Judges complete comment and score sheets after students leave the room.

a. Pre-Negotiation Introductions

The five (5) minutes allocated for Pre-Negotiation Introductions shall not be used for negotiating the problem. The allocated time is for the teams to provide their actual names and role-playing names (i.e. the name of the character they will represent in the negotiation) and for the judges, at their discretion, to introduce themselves to the competitors during that round. School affiliation shall not be disclosed in ANY manner by the competitors and judges during this session, which includes wearing of any school paraphernalia, whether or not you attend that particular institution. It is not required that the competitors and judges use the entire five (5) minutes allocated to this session.

b. Team Breaks

Each team is permitted to take one break/caucus of no more than five (5) minutes during each negotiation round, by informing the timekeeper verbally. The fifty (50) minute negotiation period will **pause** during any such break. Both teams must leave the room during the break. Teams may use their break as they deem necessary. It may be used as a restroom break or as a regrouping tactic. Teams may only talk amongst themselves during the breaks and may discuss the problem. No team at any time during the negotiation session is allowed to speak with their coach. Neither team may utilize technological devices of any kind during their break.

c. Team Self-Critique

Following the 10-minute preparation for self-analysis, each team will have 10 minutes to analyze their performance during the negotiation in front of the judges. This will take place outside of the presence of the opposing team. The team with the letter designation closest to the beginning of the alphabet will go first in the self-analysis. One team will wait outside of the negotiation room during the opposing team’s self-analysis session.

Students will begin this 10-minute period by providing responses to the following questions for the judges, which the judges will not be expected to prompt:

Self-Critique Questions	
1.	In reflecting on the entire negotiation, if you faced a similar situation tomorrow, what would you do the same and what would you do differently?
2.	How well did your strategy work in relation to the outcome achieved?

The team should also be prepared to answer additional questions from the judges concerning the team's performance. Team members might also use this as an opportunity to explain why they chose a particular negotiation approach or strategy.

The judges may consider for scoring purposes anything said during this self-critique session.

4. Time Keeping

Responsibility rests with the student competitors for adherence to the allotted time periods for negotiating sessions and breaks. One of the judges on each panel and/or a bailiff shall also be selected to keep track of the time. Under no circumstance will a negotiation session last longer than sixty (60) minutes, excluding the self-analysis and feedback sessions. Each negotiation round lasts approximately 1 hour and 35 minutes.

The bailiff or one of the judges on the panel shall start the time for the negotiation session after the pre-negotiation introductions have finished. The bailiff shall stop the negotiation session after fifty (50) minutes has transpired, regardless of where students are in the negotiation process. The bailiff's time is the official time. No individual associated with a competitor or team may act as bailiff in a negotiation session involving such competitor. Decisions by the judges as to elapsed time and as to when the negotiation should end are final and non-reviewable.

Responsibility for timekeeping during the self-analysis periods rests jointly with the competitors and the judges, each having the responsibility to terminate the period at the end of 10 minutes.

5. Odd Number of Teams

In the event that there are an odd number of teams at the start of the first preliminary round of the competition, two teams will receive an additional round at complete random. Their speaker points will be determined from the other round.

The number of teams that will advance to the post-preliminary rounds and the number of post preliminary rounds may change depending on the number of teams competing. If there are 32 or more teams competing in the competition, the NMINC Director at his/her discretion may include a "Sweet 16" round into the competition. The National Director of INC shall inform the teams of the advancement determinations before the preliminary round(s) begin.

6. Supplemental Materials

Teams may use personally prepared notes during the competition rounds. No flip charts may be used. No technological devices may be used, including mobile phones, smart phones, personal digital assistants, and similar electronic communication devices. Electronics of any sort, such as cellphones, iPad devices, iPod devices, tablet devices CANNOT be

used by competitors during negotiations for keeping time during the negotiation. Digital watches and digital timers are allowed, but they cannot make any noise and should be placed in airplane mode, if applicable. If a watch or timer makes any sound, the judge reserves the sole discretion to deduct points from that team's total score.

No prepared materials may be presented or handed out during the negotiation session or self-analysis to the other team or judges, except as specifically authorized by the fact pattern. Teams will only be awarded points for negotiating within the facts of the problem – no outside research or outside facts can be used to influence the negotiation.

E. Rules for National Competition Administration

1. Team Identification

Each team will be assigned a random letter accompanied by predetermined competitor ID numbers at the close of team registration (Team Identification Letter ___ and Competitor ID ___ for each of the two (2) competitors) by the National Director of NMINC.

Competing team members shall not divulge their school or any other purported school affiliation to other fellow competitors and/or judges in attendance at the National Convention 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. If a judge or a bailiff asks a competing team member what school the team member represents, the student should respond that the rules do not permit the divulging of that information until after the competition. Team members are permitted to divulge their names within the competition.

2. Late Arrival of a Team

If a team fails to appear on time for any round of the Negotiations Competition, that team may be disqualified from the competition at the discretion of the NMINC Director. If the late team may participate, at the discretion of the NMINC Director, 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. Judging Conflicts of Interest

Before the start of any round, after introductions, team members and coaches are required to disclose any relationship or affiliation to the judge(s) of that round, by verbally informing the bailiff. The National Director of NMINC and/or the National NMINC Assistant Director(s) will then make an appropriate substitution. If an undisclosed relationship or affiliation between a competing team and a judge of that team's round is discovered at any time, that team will be subject to disqualification.

Law professors as well as other law school faculty and staff may not judge a negotiation involving schools with which they are affiliated.

4. Changed Circumstances/Refund Policy

In the event of circumstances that directly affect the advancement of any Negotiation Competition team member(s), the National Director of INC is required to give reasonable notice to the team members (or coaches) of the teams directly affected. In addition, any refunds that are requested are at the discretion of the NMINC Director should they decide to honor. This is only considered due to extenuating circumstances.

5. Video and Photography during Competitions

Some, all, or none of the rounds at the National Competition may be videotaped and/or photographed by NBLSA for the exclusive benefit of the Association and any other educational use as determined by the National Board of Directors. Participants and spectators are strictly prohibited from using ANY personal recording devices.

6. Spectators

Spectators may be permitted at the discretion of the National Director of NMINC. Spectators must be submitted in writing to the NMINC Director and approved at least an hour before the competition round. 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, coaches, and others electing to observe the negotiations are discouraged from leaving the room from the beginning of each negotiation session through the end of the judges' comments. Faculty advisers, coaches, and other observers who unavoidably must enter the room late, leave early, or temporarily excuse themselves should do so discreetly and without disruption. Such persons must avoid all communication regarding the competition until the end of the round, which includes both the 80 minutes of active competition and the time reserved for the judges' comments. Such persons are prohibited from using any technological devices during the negotiation session.

7. Negotiations Decorum

Competitors are expected to dress in business attire. All persons participating and/or observing may not wear or have paraphernalia, including lapel pins, writing pens, notebooks, bags, etc., that would identify an affiliation with a group or an organization outside of NBLSA. If a team member or a coach wears or possess anything that identifies their school, it is an automatic disqualification. If a spectator wears or possesses anything that identifies their school, they will no longer be allowed to observe any competitions and judges will be recused from the round.

The NBLSA constitution and bylaws govern the conduct of all participants including students, faculty advisers, team coaches, administrators, and observers. Everyone who participates or observes is expected 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 National Director of NMINC, in consultation with the NMINC Assistant Director(s).

If a team is disqualified for their unprofessional behavior, the National Director of NMINC, at his/her discretion shall send a letter to the team's school Dean reporting the behavior.

ARTICLE VI – SCORING

A. Negotiation Scoring

Each judge will evaluate each team member based on a 100-point scale. Teams will be judged based on the following criteria:

Judging Criteria
1. Apparent preparedness and familiarity with the facts and their position.
2. Teamwork.
3. Flexibility in deviating from plans and adapting a strategy.
4. Relationship with other negotiating teams and ethical conduct.
5. Ability to negotiate the most advantageous settlement for their client(s) given the facts and circumstances provided.
6. Self-critique.

Each team and team member will receive one score for each round. The judging rubric can be found in *Appendix B: INC Judging Rubric*. Scores will be released after the competition, and competitors will receive communication as to where and what time they can pick up their scores.

B. Determining the Winner of a Negotiation

For the Negotiation Competition, a tabulation committee composed of the National Director of NMINC and the National INC Assistant Director(s), shall determine the scores for each team.

ARTICLE VII – GRIEVANCES

A. Grievance Process

A grievance should only be filed if the aggrieved believes the complaint would change the outcome of the negotiation round. Grievances are generally limited to the following violations of the following scenarios: inappropriate communication during the negotiation round between team members or team members and coaches, unprofessional conduct, and egregious distortion of material facts. The National Director of NMINC will notify teams of any additional grievances.

Teams have a right to file a grievance, based on anything that occurred during a negotiation round, they must do so before the judges' critiques are submitted to the National Director of NMINC and/or the National NMINC Assistant Director(s). So after judge's critiques, if a team has a grievance they must bring it to the attention of the bailiff before leaving the room. Failure to follow this process means that you have waived your right to file a grievance.

If a team chooses to submit a grievance form, the National Director of NMINC and NMINC Assistant Director(s) will assess the situation and determine whether it is necessary to consult with the judges of the round before deciding the matter. If such a consultation is needed, the National Director of NMINC and NMINC Assistant Director(s) will consult with the judges in the presence of the bailiff, after the judges' critique. The bailiff will not participate in the discussion with the judges unless specifically requested to do so; they are only present as observers. The conduct referenced in the grievance will be described to the judges and the nature of the rule violation alleged explained. The judge(s) and or bailiff shall be requested to state whether they were aware of said conduct and whether said conduct had an effect on their decision.

If a hearing needs to take place, the National Director of NMINC will notify both the team that filed the grievance and the team that the grievance was filed against of the time and location of the hearing. Both teams will be provided five (5) minutes to present their arguments. No team member or coach will be heard for longer than ten (10) minutes. After both teams have been heard, based on the comments of the teams, judges (if applicable), and coaches (if applicable), the National Director of NMINC will determine what effect, if any, the alleged misconduct had on the judges' scoring decision. The National Director of NMINC will then determine an appropriate remedy. Please be aware that the National Director of NMINC is the last and FINAL decision maker on any grievance pertaining to the Negotiation Competition.

A competitor or team may file a grievance against the National Director of NMINC if the aggrieved party can allege that the Director has violated his/her duties as described by the National Bylaws. For more information, please look to the National Grievance Policy.

ARTICLE VIII – JUDGES

A. General Rules

The National Director of NMINC and the National NMINC Assistant Director(s) will recruit competent competition judges who may either be law professors, judges, professionals, or practicing attorneys. Judges are not required to have any background in the field of law or negotiations.

B. Role of Judges

Every international 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 student attorneys 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. Judge Training

Judges will be informed during an orientation meeting of the scoring procedure, which shall be in accordance with the criteria outlined in the judging rubric. Judges will also be informed as to the appropriate procedure for each round (i.e., time limits, role of bailiffs, time-keeping, asking questions, etc.). Judges will also be informed that when providing critiques to students, they should strive to educate and inform participants as well as seek to give them advice on improving their performance.

ARTICLE IX – PENALTIES

A. National Director’s Authority to Impose Penalties

The National Director of NMINC, after an investigation and review of all the relevant facts, if necessary, may disqualify teams and assess penalties, as s/he deems necessary and proper.

B. Automatic Penalty Point Deductions

There will be an automatic penalty point deduction of points for teams that arrive late to negotiation rounds. Additionally, there will be an automatic deduction of penalty points for teams that explicitly make statements contrary to confidential facts.

Penalty	Points assessed
Late to negotiation round	First 5 minutes-5pts, 10 minutes- 10pts
Reveals school/affiliation	Automatic Disqualification
Explicit statements contrary to confidential facts	5pts.

C. Failure to Submit Registration Letters

Failure to submit a verification form for NBLSA membership and financial status or a letter of good standing from a team’s school registrar office or dean shall result in disqualification since only dues paying and active members of NBLSA can participate in this competition.

ARTICLE X – AWARDS

There shall be an award given to the National winning team (the NMIINC National First Place Team), which will be the team that wins the final round.

There shall be an award given to the National second place team (the NMINC National Second Place Team), which will be the team with the lower total score in the final round.

There shall be an award given to the National third place team (the NMINC National Third Place Team), which will be the team with the third highest score in the semifinal round.

There shall be an award given to the National Best Negotiator, which will be the student advocate with the highest individual average score from the preliminary rounds.

There shall be an award given to the National Best Negotiator of the First Preliminary Round, which will be the student advocate with the highest individual average score from the first preliminary round.

There shall be an award given to the National Best Negotiator of the Second Preliminary Round, which will be the student advocate with the highest individual average score from the second preliminary round.

ARTICLE XI -- INTERPRETATION OF RULES

A. Official Interpretations

All official interpretations of these Rules are the responsibility of the National Director of NMINC, unless expressly provided for herein. Requests for official interpretations of these Rules shall be submitted in writing to the National Director of NMINC.

Teams are responsible for abiding by all of the rules herein. Teams that breach the aforementioned rules are subject to disqualification or a deduction in points, as determined by the National Director of NMINC. Teams may not rely on judges, bailiffs, National Officers (except the National Parliamentarian), or any other party for interpretation of these rules.

B. Submission of Requests

Teams may submit requests for interpretation of the Rules or the settlement of grievances. Submissions should be emailed to inc@nblsa.org and cc: inc.specialist@nblsa.org. All answers to questions regarding interpretations of the rules will be distributed to participants as expeditiously as possible after receipt of the question.

C. Integration of Disseminated Information

For the purposes of these Rules, The National NMINC Director reserves the right to alter, delete, or change the rules as necessary, subject to approval by National Executive Board. Each competitor will be given proper notice of any changes made.

D. Questions, Comments and Concerns

All questions, comments and concerns regarding the NMINC shall be directed to the National Director of NMINC via email at inc@nblsa.org and cc: inc.specialist@nblsa.org. Larger NBLSA or membership concerns, please direct to the National Vice Chair at vice-chair@nblsa.org.

APPENDIX A: NBLSA NMINC SCORING PROCEDURE

The following scoring procedure describes how the NBLSA NMINC will score competitors and determine advancing teams during the competition.

Preliminary Round Scoring

The individual scores for each of the six (6) criteria listed in the judging rubric, which are described in more detail in Appendix B of the NBLSA INC Rules & Guidelines, will be added together to provide each competitor with a final score for that competition round. The highest score attainable in an individual round for each competitor is 100 points.

The final score for each competitor on an INC team will be added together to yield a Total Team Score (“TTS”). If the round contains more than one judge, then the TTS from each judge will be averaged together to yield one team score for that round. The team with the highest TTS for each round will be declared the winner of that round.

The TTS for each team will also be compared to the opposing team's TTS in each round to determine the Margin of Victory ("MOV"). The MOV measures the point value by which the winning team's TTS exceeds the losing team's TTS in each round. After the preliminary rounds, each team's MOV in each preliminary round will be averaged ((MOV round 1 + MOV round 2)/(2)) to yield an Average Margin of Victory ("AMOV"). After the preliminary rounds, each team's TTS in each preliminary round will be averaged ((TTS round 1+ TTS round 2)/(2)) to yield an Average Total Team Score ("ATTS").

Preliminary Scoring Example

Team A Scores:

Qualifying Round 1: A: 42 v. G: 38 (MOV = +4)

Qualifying Round 2: A: 18 v. E: 30 (MOV = -12)

$$[AMOV = ((4-12)/2) = -4]$$

$$[ATTS = ((42+18)/2) = 30]$$

Preliminary Rounds Team Record/ AMOV/TTS

Team A: 1-1 (win-loss); -4, 30

Advancing to Qualifying Rounds

After the Preliminary Rounds, every INC team will have a final record (e.g. 2-0; 1-1; 0-2), a MOV score for each of the two preliminary rounds, and a TTS for each of the preliminary rounds. The teams will be ranked based on their overall record with AMOV as the first tie breaker and average TTS for the Preliminary Rounds as the second tie breaker to determine the advancing teams for the Quarterfinal Round. Each Qualifying Round will have an odd number of judges (i.e. 3 judges, or 5 judges, etc.). The teams will be seeded in the Quarterfinal Round based upon the Preliminary Round ranking. (i.e. the teams with the higher ranking will compete against teams with a lower ranking)

Example Team Ranking

<u>Ranking</u>	<u>Team ID</u>	<u>Overall Record (ballots won)</u>	<u>Average MOV</u>	<u>Average TTS</u>
1.	E	2-0	+20	93
2.	D	2-0	+8	85
3.	F	2-0	+5.5	87
4.	H	1-1	+4	84
5.	G	1-1	+4	83
6.	I	1-1	-1	79
7.	A	1-1	-4	79
8.	C	0-2	-5	80
9.	J	0-2	-5	74
10.	B	0-2	-20.5	67

Quarterfinal Round

Eight INC Teams will advance to the Quarterfinal Round. Teams will compete as follows:

1	versus	8
2		7
3		6
4		5

For example, the highest ranked team of the advancing eight INC teams (Hypothetical Team 1) will compete against the lowest ranked team of the advancing eight INC teams (Hypothetical Team 8).

The four teams that win the majority of the ballots in each Quarterfinal Round will advance to the Semifinal Round. For example, in a round with three judges, the team that is ranked first by the majority of the judges (2 judges) will advance. The judge cannot give both teams an identical score. The team with the highest TTS will be declared the winner on each judge's ballot sheet.

Semifinal Round

Teams will be seeded in the Semifinal Round based upon their TTS from the Quarterfinal Round. In the event that two teams from the Quarterfinal Round share an identical TTS,

they will be distinguished by comparing the MOV from the Quarterfinal Round. Teams will compete as follows:

1		4
2	versus	3

For example, the highest ranked team of the advancing four INC teams (Hypothetical Team 1) will compete against the lowest ranked team of the advancing four INC teams (Hypothetical Team 4).

The two INC teams that have the highest TTS in their Semifinal Round will advance to the Final Round. The two losing Semifinal Round teams will compete against one another in the Third Place Round.

Final Round

The INC team with the highest TTS in the Final Round will be declared the NMINC Champion. The losing team in the Final Round will be declared the NMINC National Second Place Team.

APPENDIX B: NBSA INC JUDGING RUBRIC

NBSA INC Competitor Scoring Criteria

Preparedness and Familiarity	A1/A2/Points Available/B1/B2
Demonstrates clear understanding of general facts	/ /5/ /
Demonstrates clear understanding of confidential facts	/ /5/ /
	/ /10/ /

Teamwork	
Works well with teammate	/ /10/ /
Able to adjust based on the statements of teammate	/ /10/ /
Total	/ /20/ /

Flexibility	
Creative or willing to “add-value” to the negotiation	/ /10/ /
Accounts for confidential facts of others in creating a solution	/ /15/ /
Total	/ /25/ /

Relationship with other teams	
Approaches negotiation in a professional manner	/ /5/ /
Shows respect for other negotiating parties	/ /5/ /
Total	/ /10/ /

Settlement Advantageous for Client

Based on confidential facts, was able to negotiate to meet the needs of client	/ /15/ /
Met client needs while meeting needs of other negotiating parties	/ /10/ /
Total	/25

Self- Critique

Able to clearly articulate strategy	/ /5/ /
Implemented the articulated strategy or made changes where necessary	/ /5/ /
Total	/ /10/ /

Total Score / /100/ /

Automatic Deductions

Explicitly makes statements contrary to confidential facts	-5
Not on-time for round	-5
# of Deductions Assigned to Team _____	
# of Deductions Assigned to Team _____	

Total Deductions /-10

Total Deductions for Team _____
Total Deductions for Team _____

FINAL SCORE ____ -/_____