

**15<sup>th</sup> ICC INTERNATIONAL COMMERCIAL  
MEDIATION COMPETITION**

**COMPETITION RULES**

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**Annexes II, III and IV will be published at a later stage**

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## COMPETITION RULES

### RULE 0.0 DEFINITIONS

The following terms have the corresponding meanings:

“BATNA” refers to the Best Alternative to a Negotiated Agreement, and refers to the best thing a Party can do, without the consent of the other Party, if the Parties fail to reach an agreement.

“Break” refers to a 3-minute period of time that can be requested once by each Competing Team in each Mediation Session and during which the overall time of the Mediation Session continues to run.

“Brief Biography” refers to a Team member’s written biography and includes his/her nationality or nationalities, native language or languages, and a photograph. The Brief Biography can have a maximum of 60 words.

“Caucus” refers to a separate meeting between the Mediator and a Competing Team. During the Caucus the overall time of the Mediation Session continues to run.

“Centre” refers to the ICC International Centre for ADR which is a separate entity from the ICC Court of Arbitration and its Secretariat and oversees the application of the Rules relating to mediation, experts, dispute boards and DOCDEX.

“Coach” refers to the one or two person(s) selected by a Team or the Team’s university to act as that Team’s Coach(es). Coaches are permitted to accompany the Team to the Competition.

“Competing Team” refers to the two students from one Team competing in one specific Mediation Session in the roles of Counsel and Client.

“Competition” refers to the 2019 ICC International Commercial Mediation Competition.

“Confidential Information” refers to the background factual information of the Problem for the exclusive use of a Party and the Judges but not the Mediator.

“Counsel” and “Client” refer to the roles taken respectively by two members of a Team during each Mediation Session; together they are referred to as a Competing Team or as a Party.

“Cross-Caucus” refers to a separate meeting between the Mediator and both Counsels or a separate meeting between the Mediator and both Clients.

“Competition Problems Working Group” refers to the group, selected by the Organising Committee, in charge of drafting the Problems for the Competition.

“Eligible Student” refers to a person who meets the criteria defined in Rule 5.2.

“Final Rounds” refers to the Eighth-Finals, Quarter-Finals, Semi-Finals, and the Final, in which the winner of each Mediation Session progresses to the following round.

“General Information” refers to the background factual information of the Problem for the use by each Party, the Judges, and the Mediator.

“ICC” refers to the International Chamber of Commerce headquartered in Paris.

“ICC Mediation Rules” refer to the Mediation Rules of the ICC in force since 1 January 2014. A copy of the ICC Mediation Rules can be found at <http://www.iccwbo.org/products-and-services/arbitration-and-adr/mediation/rules/>.

“Judge” refers to a Professional selected by the Organising Committee to evaluate and score the Teams’ performance during a Mediation Session in accordance with the Judging Criteria.

“Judging Criteria” refer to the criteria set out in the Score Sheet.

“Law Student” refers to an Eligible Student studying law.

“Mediation” refers to the timeframe of 85 minutes for the actual mediation between the two Competing Teams as described in Rule 2.1.

“Mediation Plan” refers to each Team’s written case analysis referred to in Rule 3.0.

“Mediation Plan Score Sheet” refers to the document in accordance with the sample set out in Annex I.D.

“Mediation Session” refers to the timeframe of 150 minutes (Preliminary Rounds) or 135 minutes (Final Rounds) as described in Rule 2.1

“Mediation Session Supervisor” refers to a person appointed by the Organising Committee to keep time during a Mediation Session and make sure the Rules are followed.

“Mediator” refers to a professional mediator selected by the Organising Committee to take on the role of Mediator during a Mediation.

“Observer” refers to any individual attending a Mediation Session without having an active role in it.

“Organising Committee” refers to a group of staff of the ICC which is in charge of organising and managing the Competition.

“Penalty(ies)” refers to points deducted for any violation of the Rules pursuant to Rule 8.0.

“Preliminary Rounds” refer to the first phase of the Competition, in which Teams are selected for the Final Rounds on the number of wins and the number of points according to Rule 2.15.

“Problem” refers to an official international commercial dispute case distributed by the Organising Committee, as supplemented or corrected by any Problem Clarifications, which Teams will attempt to resolve with the help of the Mediator during the Mediation.

“Problem Clarifications” refer to the official clarifications or corrections of the Competition Problems, as published pursuant to Rule 4.2.

“Problem-Solving Approach” refers to an approach to mediation in which participants ascertain each other’s interests, brainstorm options and seek to create a solution that better meets their interests and needs than their BATNA.

“Professional” refers to an appropriately qualified and experienced Volunteer who is selected by the Organising Committee to act as Mediator and/or Judge in the Competition.

“Prohibited Assistance” refers to advice, instructions, or other communication to a Team that is not in compliance with Rule 2.9.

“Requesting Party” and “Responding Party” refer to the Competing Team which argues on behalf of the Party requesting the mediation and the Party responding to the request for mediation at any given point in the Competition.

“Rules” refer to the Competition Rules.

“Score Sheet” refers to the document in accordance with the sample set out in Annex I.A and Annex I.B.

“Special Award Score Sheet” refers to the document in accordance with the sample set out in Annex I.C.

“Team” refers to a group of 2 to 4 Eligible Students representing one or two universities accepted by the Organising Committee to participate in the Competition.

“Visitor” refers to any individual who does not have any active role in the Competition and has been exceptionally authorised by the Organising Committee to attend the Competition and/or a Mediation Session.

“Volunteer” refers to an individual who has been accepted to attend the Competition to perform a specific role, as Professional, Mediation Session Supervisor or any other logistical duty deemed necessary by the Organising Committee.

## **RULE 1.0 ORGANISATION OF THE COMPETITION**

### ***Rule 1.1 Introduction***

The Competition is an educational event that seeks to encourage the effective use of mediation and the open exchange of ideas, experience and know-how between students and Professionals from different countries, cultures, generations and backgrounds.

Appreciation and respect for cultural diversity should be shown by all participants.

ICC has 100 years of experience in devising rules to govern and facilitate the conduct of international business. These rules include those designed to resolve the conflicts that inevitably arise in business relations. ICC offers a wide range of dispute resolution rules for business disputes, including the ICC Rules of Arbitration, the ICC Mediation Rules, the ICC Expert Rules, and the ICC Dispute Board Rules. Details about the dispute resolution services offered by ICC can be found at <https://iccwbo.org/dispute-resolution-services/>

The ICC Mediation Rules govern all proceedings in which the parties wish to settle their dispute amicably. Pursuant to the ICC Mediation Rules, the parties are free to choose a settlement procedure other than mediation if they wish to do so. However, should they not agree on a different settlement procedure, mediation will be used. All Mediation Sessions during the Competition are conducted pursuant to the ICC Mediation Rules.

**The Competition assumes that the Parties did not agree on another settlement procedure under the ICC Mediation Rules and accordingly mediation is used.**

The focus of the Competition is to effectively combine the use of the Mediator and collaborative problem-solving skills to successfully present the Parties' interests and progress towards resolution. It is ICC's hope that the Competition will encourage the teaching and learning of an effective use of mediation. ICC wishes to empower tomorrow's business people and legal practitioners to better meet the dispute resolution needs of an increasingly cross-cultural and global market.

### ***Rule 1.2 Language***

The official and only language of the Competition is English.

### ***Rule 1.3 Format***

The Competition consists of four Preliminary Rounds on the second, third, and fourth days of the Competition and four Final Rounds on the fifth, sixth and seventh days of the Competition.

During the Preliminary Rounds, each Team will, in principle, compete at least once per day. Save in exceptional circumstances, every Team will compete on every Problem only once. Depending on the Competition schedule, a Team may participate in two Mediation Sessions, each with a different Problem, in one day. Due to scheduling challenges, Teams consisting of four students may be asked by the Organising Committee to compete twice on the same Problem.

With respect to the Final Rounds, the Teams will compete on the four Problems assigned in this order: the Eighth-Finals on the afternoon of the fifth day, the Quarter-Finals on the morning of the sixth day, the Semi-Finals on the afternoon of the sixth day, and the Final on the afternoon of the seventh day.

A Mediation Session will consist of the Mediator and two Competing Teams, with two Team members (Client and Counsel) on each side representing respectively the Requesting Party and the Responding Party. Additionally, Judges will be present in order to evaluate the teams' performance. There will be two Judges during the Preliminary Rounds, three Judges during the Eighth-finals, Quarter-finals and Semi-finals and five Judges during the Final.

Each university may nominate two to four Eligible Students to participate in a Team. Each Team can be accompanied by a maximum of two Coaches.

## **RULE 2.0 MEDIATION SESSION PROCEDURES**

### ***Rule 2.1 General Procedures***

In advance of the Competition, the Organising Committee will randomly assign Teams for the Preliminary Rounds (as Requesting Party or Responding Party). Every attempt will be made so that no two Teams will compete against each other more than once during the Preliminary Rounds.

In every Mediation, each Team will be represented by two Eligible Students, with one (who must be a Law Student) taking the role of Counsel and the other taking the role of Client. These two students form the Competing Team for that Mediation Session. The students in each Team are to determine amongst themselves who will take which role and they may switch roles from one Mediation Session to the next. The role of Counsel must however always be taken by a Law Student.

***Violation of this rule may result in a Penalty according to Rule 8.0.***

### **RULE 2.1.1 TIMING**

There are two timing systems as illustrated in the tables below:

#### **Preliminary Rounds**

<b><u>Total Time for Mediation Session</u></b>	<b>= 150 min (2 hrs and 30 min)</b>
Time to settle in the room	= 5 min (2 hrs 25 min remaining)
Time for Judges to read and score Mediation Plans	= 15 min (2 hrs 10 min remaining)
Mediation	= 85 min (45 min remaining)
Scoring	= 15 min (30 min remaining)
*Feedback	= 30 min (0 min remaining)

\*Feedback: Twenty minutes of feedback for the Judges and ten minutes for the Mediator.

#### **Final Rounds**

<b><u>Total Time for Mediation Session</u></b>	<b>= 135 min (2 hrs and 15 min)</b>
Time to settle in the room	= 5 min (2 hrs 10 min remaining)
Mediation	= 85 min (45 min remaining)
Scoring	= 15 min (30 min remaining)
*Feedback	= 30 min (0 min remaining)

\*Feedback: Twenty minutes of feedback for the Judges and ten minutes for the Mediator.

There is no feedback after the Final.

The overall time allowance of 85 minutes for the Mediation continues to run during any Caucus, Cross-Caucus or Break.

### **RULE 2.1.2 BREAKS**

Each Competing Team may take one Break of no more than three minutes during the Mediation. If a Competing Team calls for a Break, both Competing Teams together with the Mediation Session Supervisor must leave the room during such Break. The Mediator, Coaches, other members of the Teams not participating orally in the Mediation Session, and all other persons must remain inside the room.

Silence is to be observed by people staying in the room, including the Judges.

**Failure to observe this Rule may result in a Penalty, as stated in Rule 8.0.**

### **RULE 2.1.3 CAUCUSES**

Caucuses between the Mediator and the Parties and/or their advisors can be helpful in mediation.

During each Mediation Session the Mediator and the Competing Teams have the right to call for Caucuses in accordance with the following provisions:

- Each Caucus may last no longer than five minutes;
- During any Caucus the Mediation Session Supervisor and the Competing Team or the members of the Competing Teams not part of the Caucus shall leave the room. The Judges, Coaches, other Team members, and all Observers will remain in the room;
- Caucuses can take place between the Mediator and both members of a Competing Team (a Caucus);
- Caucuses can also take place between the Mediator and either the Counsel from both Competing Teams or the Clients from both Competing Teams (a Cross-Caucus);
- Each Competing Team has the right to call for one Caucus and for one Cross-Caucus during a Mediation;

- The Mediator may call for one Caucus with each of the Competing Teams during a Mediation;
- The Mediator may call for one Cross-Caucus with the Counsel from each Competing Team and one Cross-Caucus with the Clients from each Competing Team during a Mediation;
- Competing Team members who are not participating in a Caucus may talk to each other outside the room during a Caucus.
- During the Caucus the overall time of the Mediation Session continues to run

<b>Summary table of the possible caucuses and breaks</b>				
<b>CAUCUSES</b>				
	<b>Team A</b>	<b>Team B</b>	<b>Duration</b>	<b>Who leaves the room</b>
Caucus requested by Team	1	1	5 min	the Mediation Session Supervisor and the Competing Team not part of the Caucus
Caucus requested by Mediator	1	1	5 min	
<b>CROSSCAUCUSES</b>				
	<b>Both Counsel</b>	<b>Both Clients</b>		
Cross-Caucus requested by Team A	1		5 min	the Mediation Session Supervisor and the members of both Competing Teams not part of the Cross-Caucus
Cross-Caucus requested by Team B	1		5 min	
Cross-Caucus requested by Mediator	1	1	5 min	
<b>BREAKS</b>				
Break requested by a Team	1	1	3 min	both Competing Teams together with the Mediation Session Supervisor

### **RULE 2.1.4 APPROPRIATE USE OF CAUCUSES**

Caucuses can be a useful tool in mediation under specific circumstances. Competing Teams should call for a Caucus when they consider they need input from the Mediator during a Caucus to progress the Mediation. However, students are strongly encouraged to spend the majority of the Mediation in joint session in order to be able to communicate directly with the other Party. A Competing Team's reasonable use and non-use of Caucuses will be evaluated by Judges according to the Score Sheet. Often the decision not to call for a Caucus might be more sensible within the circumstances of the specific Mediation than to call for a Caucus.

A Caucus should not be used to seek clarification of the Competition Rules or any procedural matter. Examples of the appropriate use of a Caucus are when a Competing Team:

- Wishes to clarify an issue or issues within the Problem or otherwise seek advice or guidance from the Mediator;
- Wishes to share with the Mediator facts, concerns, interests, or information that are or might be relevant to the progress of the Mediation to determine how and when it might be best to present such facts or information to the other Competing Team;
- Wants to explore or make an offer/proposal and/or explore with the Mediator how best to present the offer/proposal within the Mediation.

### ***Rule 2.2 Judging Criteria***

The Judging Criteria are applied to the performance of both the Counsel and Client in the Competing Team and are set out in the Score Sheet annexed to the Competition Rules. There is no requirement to reach a resolution or a settlement or reward for this.

### ***Rule 2.3 Mediators and Judges***

In each Mediation Session one Professional will serve as the Mediator and two Professionals will serve as the Judges during the Preliminary Rounds. There will be three Judges in the Eighth-finals, Quarter-finals and Semi-finals and five Judges in the

Final. The Judges will evaluate and score the performance of the Teams according to the Judging Criteria and Score Sheet.

The Organising Committee is responsible for selecting the Mediators and Judges and for allocating them to Mediation Sessions in each round of the Competition. Every attempt will be made for the Teams to face a different Mediator and different Judges in each round; however, due to limited availabilities this might not always be possible.

The Organising Committee will make its best efforts to ensure that the Mediators and Judges are neutral, independent, and impartial towards the Teams they are judging.

### ***Rule 2.4 Timekeeping***

Responsibility for timekeeping rests with the Mediation Session Supervisor during the Mediation Sessions. The Mediation Session Supervisor's decision on timekeeping is final.

If no Mediation Session Supervisor is available for a Mediation Session, the Judges are in charge of timekeeping.

**Failure to adhere to time limits may result in a Penalty**, as stated in Rule 8.0.

### ***Rule 2.5 Governing Law***

The Problems may refer to real or fictional places. However, and unless a Problem explicitly indicates otherwise, for purposes of the Competition it is assumed that there is no governing law and that the jurisdiction applies general principles of uniform international commercial law.

### ***Rule 2.6 Handout***

Teams may present during each Mediation only **one** handout, limited to one A4 sheet of paper (one-sided), which can include any kind of content (pictures, diagrams, graphic representations, drawings, text or other). Copies of this handout shall be given to the other Competing Team, the Mediator and the Judges when first produced by a Competing Team. Competing Teams are permitted to write on this handout during the course of the Mediation. Competing Teams are prohibited from using for general presentation or presentation to the Mediator any other objects, handouts, exhibits or

papers prepared in advance including video, computers, or other technology and displays.

**Failure to observe this Rule may result in a Penalty, as stated in Rule 8.0.**

### ***Rule 2.7 Admitted Material during the Mediation Session***

For the Mediation Session each Competing Team may bring and use its own prepared notes for its own use and may, if need be, make its own notes during the Mediation Session. All notes must be written on paper. Each Competing Team may also bring and use a calculator and a watch (or equivalent: stopwatch, timer, etc.) if it wishes to do so.

**Use of any other electronic devices, such as mobile phones of any type or any other electronic devices, such as tablets, laptops, etc. and in particular any artefact capable of recording information is not permitted in the room where the Mediation Session takes place. Photographing during the Mediation Session is also forbidden. This applies to Teams, Coaches, Professionals, Observers and Visitors.**

Only Judges and the Mediator having an active role in the session and the Organising Committee constitute an exception to this Rule, to the extent that is necessary for performing their duties for the Competition.

**Failure to observe this Rule may result in a Penalty or disqualification, as stated in Rule 8.0.**

### ***Rule 2.8 Permissible Assistance to Teams***

The Coach(es) may advise and assist their Team in its planning and preparation for the Competition, including in advance of the Final Rounds.

### ***Rule 2.9 Prohibited Assistance***

No person associated with a Competing Team, including the Coach(es), may give advice, assistance or instructions to, or communicate or attempt to communicate with any of the participants, and in particular with the two students forming the Competing Team, in any way, during the Mediation. **Violation of this Rule, regardless of the**

**substance thereof, and regardless of whether initiated by a participant or by any other person, may result in disqualification from the Competition of the whole Team with which the person is associated, as stated in Rule 8.0.** Harmless error will not be a defence to a complaint based on violation of this Rule.

### ***Rule 2.10 Observing***

(a) Any person who is not a Team member, Coach, Mediator or Judge will not be permitted to attend the Competition including Mediation Sessions, unless specifically invited by the Organising Committee.

(b) The Organising Committee has total discretion in deciding whether a Volunteer or a Visitor can be accepted to attend the Competition or a specific Mediation Session, and in taking the necessary actions to ensure all participants act in a fair and unbiased way during the Competition. To this end, Volunteers and Visitors will be asked to sign a statement of independence from the Competing Teams ahead of the Competition.

(c) During the Preliminary Rounds, Teams and Coaches may only attend the Mediation Sessions in which their Team is competing. Attending any other Mediation Session in the Preliminary Rounds is strictly forbidden.

(d) Any person associated with a Competing Team, including the Coach(es) should choose seats, space allowing, from which they cannot be seen by the Competing Team associated with them. The Mediation Session Supervisor will make sure this rule is observed and will have the final word on whether the seats chosen are acceptable or not.

(e) During the Final Rounds, if space allows, the Teams and their Coaches which have not qualified for the Final Round in question may attend all Mediation Sessions in that Final Round unless otherwise prohibited by the Organising Committee (which will organise access to the Mediation Sessions).

(f) Teams and Coaches which qualified for the Final Round in question may only attend the Mediation Session in which their Team is competing.

(g) The Organising Committee ensures, as a minimum, that all the rooms in which the Mediation Sessions are scheduled have sufficient capacity to host the two Competing Teams, the Judges, the Mediator and the Mediation Session Supervisor.

h) The Organising Committee will make every effort to ensure that the rooms can also host the other members of the two Teams competing, as well as their Coaches, although this may not be possible at all times. If this is the case, the following order of priority is suggested, but the Teams may ultimately choose at their own discretion which Team member(s) and/or Coach(es) will attend the session, as long as parity between the two Teams competing is respected:

1. Coaches
2. Other student members of the Team who are not competing.

(i) In case of limited space in the room, the Coaches and other members of the Team competing in that Mediation Session have the priority over any other person, for example, over any Observer or Visitor who may wish to attend.

(j) The organisation of the space and the definition of the number of chairs cannot be changed by the Teams, Judges, Mediator or Observers unless decided by the Mediation Session Supervisor with the consent of the Organising Committee.

(k) Coaches, Team members, Volunteers and Visitors will not be allowed to enter or leave the room whilst the Mediation Session is in progress.

(l) Audio or video recording is strictly forbidden during the Mediation Session. This applies to all persons attending.

**Failure to comply with this Rule may result in a disqualification as defined under Rule 8.0.**

### ***Rule 2.11 Judges' Scoring***

At the beginning of the Mediation Session in the Preliminary Rounds, the Judges will be granted fifteen minutes to read and score the Competing Teams' Mediation Plans using the Mediation Plan Score Sheet.

Only the Judges, the Mediator, the Mediation Session Supervisor and first-time Judges attending their compulsory observation session are permitted to stay in the room while the Judges carry out such reading and scoring: **everyone else must leave.**

Following the Mediation, the Teams, Coaches, and Observers shall leave the room and the Judges will score the performance of each Competing Team in accordance with the instructions set out in Annex IV by completing the Mediation Score Sheet.

During the Preliminary Rounds, Judges shall also score the performance of all Competing Teams for the Special Awards by completing the Special Award Score Sheet.

Judges must check that the Score Sheets are correctly filled in and that their calculations are correct before handing them to the Mediation Session Supervisor.

In case of doubt or miscalculations, the Organising Committee has complete discretion in interpreting and/or correcting the Score Sheets without consulting the Judge concerned, unless it has an impact on the outcome of that Round (Win or Lose).

The Mediation Session Supervisor and the Mediator may remain in the room with the Judges while they are scoring.

Thereafter, the Teams, Coaches, and Observers will be invited to re-enter the room.

### ***Rule 2.12 Judges' and Mediators' Feedback***

Each of the Judges will then provide feedback to each Competing Team, for no more than 10 minutes each in the preliminary Rounds and no more than 7 minutes each in the Final Rounds (other than in the Final). Feedback will be based on each Competing Team's performance in the Mediation.

The Judge's feedback must be **consistent** with the **Judges' feedback guidelines** in Annex IV.C.

**Judges must not reveal to any Team the results of their individual determinations and any Team's scores. During their feedback, Judges may refer to the Confidential Information relating to the Problem that was discussed during the**

**Mediation only to the extent that such Confidential Information was disclosed therein by a Competing Team.**

If a Judge decides to impose a Penalty on a Competing Team, or to recommend a Penalty to the Organising Committee, according to the procedure laid out in 8.0 below, he or she should inform the concerned Competing Team accordingly during the feedback. The Judge should explicitly indicate the Rule violated but shall not indicate the number of points subtracted.

After the Judges' feedback, the Mediator has 10 minutes to provide feedback to the Competing Teams.

For more detail on feedback procedures, please see Annex III.E and Annex IV.C.

### ***Rule 2.13 Communication between Participants***

The Competition is an educational event that seeks to encourage the open exchange of ideas, experience and know-how between students and Professionals from different countries, cultures, generations and backgrounds.

Accordingly, exchange and dialogue between Judges and Mediators with Teams outside the Mediation Session is permitted and indeed encouraged (including regarding the Mediation Plans), subject always to the third paragraph of Rule 2.12, and to the principles of independence, impartiality and neutrality.

Professionals are invited to share their insights with students about a particular Mediation Session or their practice in general.

Nevertheless, Professionals are under a duty of confidentiality and must not reveal to any Team its or any other Teams' scores for a particular Mediation Session or the content of any Confidential Information, with the only exception of references to the Confidential Information during their feedback, in accordance with the third paragraph of Rule 2.12.

Teams are also under a duty of confidentiality and must not reveal the Confidential Information outside the Mediation.

During the Mediation, only the two Competing Teams, the Mediator, the Mediation Session Supervisor and a member of the Organising Committee (if any) are allowed to speak, whereas anybody else present in the room must observe silence.

### ***Rule 2.14 Winning the Preliminary Rounds***

The Team with the greatest number of points will be the winner of that round in the Preliminary Rounds.

Points attributed in the Special Awards Score Sheets only count for the attribution of the Special Awards, and do not influence the result of the round, nor progression in the Competition.

### ***Rule 2.15 Ranking and Selection of Teams for the Final Rounds***

Teams will be ranked and selected for the Final Rounds by the Organising Committee based on the following criteria, in decreasing order of importance:

- total number of Score Sheets designating a “Win”;
- total number of overall points;
- lowest total of the differentials between the number of points scored in each Mediation Session.

The first 16 teams at the end of the Preliminary Rounds will be admitted to the Eighth Finals.

In the Eighth Finals, the Teams will be paired according to their ranking at the end of the Preliminary Rounds (top rank against lowest rank and so on). For the following Final Rounds, the Teams will be paired according to their ranking in the immediately preceding Final Round. In the case of a tie, lots will be drawn.

### ***Rule 2.16 Scores and Ranking Provided to the Teams***

After the end of the Competition, each Team shall receive its Score Sheets. Teams may also ask the Organising Committee for their individual ranking by email.

## **RULE 3.0**                      **MEDIATION PLAN**

Each Team shall provide a Mediation Plan for each Mediation Session in which it competes during the Preliminary Rounds, according to the Instructions for Participants in Annex II.C.

The Mediation Plan must clearly indicate the name of the Team's university as well as the names of each of the members of the Team. The Brief Biographies of each Team member must be attached to the Mediation Plan.

The Mediation Plan must be no more than 2 pages in 12-point, Arial font, 1.5 spacing and will not be accepted by the Organising Committee if it does not comply with this.

**For further guidance on how to structure the Mediation Plan, please refer to the "Instructions for Participants" (Annex II.C).**

### ***Rule 3.1 Submission of Mediation Plans for Scoring***

The Mediation Plans for all Preliminary Rounds' Problems must be submitted to the Organising Committee by email to [iccmediationcompetition@iccwbo.org](mailto:iccmediationcompetition@iccwbo.org) at the latest on **19 January 2020**. Mediation Plans for the Preliminary Rounds will not be accepted after this date.

Teams will not be permitted to modify their Mediation Plans after submission to the Organising Committee.

### ***Rule 3.2 Submission of Mediation Plans for the Judges***

Each Competing Team must submit two copies on paper of its Mediation Plan to the Mediation Session Supervisor at the beginning of each Mediation Session during the Preliminary Rounds. The Mediation Session Supervisor is in charge of submitting the Mediation Plans to the Judges.

Any Team not submitting a Mediation Plan will fail to obtain any points for the Mediation Plan, pursuant to the Score Sheet (Annex I.A).

During the Competition, the Organising Committee does not provide printing or copying facilities.

### ***Rule 3.3 Scoring of the Mediation Plans***

The Mediation Plans will be scored by the Judges at the beginning of the Mediation Session during the Preliminary Rounds. The score received for a Mediation Plan will count towards that Team's overall score in the specific Mediation Session for a maximum of four points. The Mediation Plans will be scored on the basis of the Mediation Plan Score Sheet as provided in Annex I.D.

## **RULE 4.0 COMPETITION PROBLEMS**

### ***Rule 4.1 Problems***

Each Problem will consist of General Information for all Parties and separate Confidential Information for the Requesting Party and the Responding Party.

Judges shall receive copies of the General Information and the Confidential Information for each Party and shall read these prior to any Mediation Sessions. Mediators shall receive the copies of the General Information and shall read this only. For logistical reasons, Mediators might also receive copies of the Confidential Information but they shall not read them.

Eight Problems will be sent to all Teams before the start of the Competition. All Teams will receive General and Confidential Information for the four Preliminary Rounds in advance. General Information for the Eighth-Final, Quarter-Final, Semi-Final and Final will also be sent in advance. However, Confidential Information and assignment of roles for each of the Final Rounds will be provided at the end of the Preliminary Rounds, Eighth-Finals, Quarter-Finals, and Semi-Finals.

Teams, Coaches, Professionals, members of the Organising Committee and anyone else who knows the Confidential Information may not directly or indirectly disclose any Confidential Information to any other person, save that disclosure by Teams during a Mediation and comments on such disclosures by Judges during their feedback are permitted, in accordance with the third paragraph of Rule 2.12.

**Non-compliance with this Rule by a person associated with a Team may lead to disqualification of the Team concerned in accordance with Rule 8.0.**

### ***Rule 4.2 Clarifications and Interpretation of the Problems***

Every effort will be made to ensure that Problems are clear. Each Team may submit to the Organising Committee on or before **24 November 2019** a maximum of one written question for clarification or interpretation of either the General Information or the Confidential Information per Problem by the Competition Problems Working Group to [iccmediationcompetition@iccwbo.org](mailto:iccmediationcompetition@iccwbo.org).

Clarifications can be requested only for ambiguity or possible errors, not to request additional information, as the Problems are self-contained.

These questions shall relate only to the Problems: the Competition Problems Working Group will have complete discretion in answering them.

### ***Rule 4.3 Staying within the Record***

The Problems are self-contained and include all relevant facts. It is strictly forbidden for Teams to:

- deviate from the facts,
- create their own background story,
- misrepresent facts,
- create new facts or
- deny facts contained in their Confidential Information

However, the facts of the Problems are subject to reasonable interpretation and Teams may draw reasonable conclusions from them. Parties are also free to indicate at any time during the Mediation Session that they do not wish to disclose certain information (yet) or that they do not have certain information.

Teams are discouraged from carrying out research. If, however, they nevertheless decide to do so, any information presented should be limited to the strict minimum necessary to advance the Mediation and to find creative solutions to the Problem, whilst staying within the Problem's facts.

Whether a Team is deemed to have respected this Rule is a matter entirely within the discretion of the Judges.

**Failure to stay within the record may result in a Penalty in accordance with Rule 8.0.**

### ***Rule 4.4 Ethics***

Mediation is conducted by the parties and their lawyers in good faith.

The fundamental ethical behaviour and professional obligations of a lawyer representing a client apply to mediation. Competing Teams, Coaches and all participants in the Competition are expected to demonstrate the same standards of ethical behaviour required of practising lawyers.

Lying is unethical and is forbidden in all circumstances in the Competition.

This means Teams must:

- stick to the facts provided in the General and the Confidential Information. Making up facts is going outside the record and will be sanctioned according to Rule 4.3.
- behave with integrity – Teams do not need to reveal everything, but everything Teams say should be true, including any information from the Confidential Information. Failure to behave with integrity will lead to loss of points on the relevant Score Sheet categories.

## **RULE 5.0 PARTICIPATION AND ELIGIBILITY**

### ***Rule 5.1 Participating Universities***

- a) The Organising Committee does not accept individual applications from students, but only applications from universities.
- b) Any university may apply.

- c) Each university may nominate only one Team, consisting of a minimum of two and a maximum of four Eligible Students.
- d) Each university can choose at its own discretion which students to select to be part of the Team that is going to represent it, as long as the selected students are all Eligible Students according to Rule 5.2.
- e) Only a Law Student may take the role of Counsel. Accordingly, at least one member of each Team must be a Law Student.
- f) Two universities may apply together to bring one joint Team to the Competition.

### ***Rule 5.2 Eligible Students***

The Competition is an educational event aiming to offer unique learning and training opportunities to students during their university studies and prior to their professional careers.

Bearing in mind the above, Eligible Students must meet the following criteria:

- (a) The Competition is open to full-time students (excluding post-graduate doctorate students) registered at a university during the academic period during which the Competition is held.
- (b) The Competition is open to students who do not yet have full-time work experience (except internships) in law, business or otherwise.
- (c) Team members do not have to be of the same nationality as that of their universities.
- (d) In order to enable as many Eligible Students as possible to participate in the Competition each year, **each student is entitled to participate in the Competition only once.**

#### Special provision regarding Law Students:

Students who are entitled to practise law in any jurisdiction, by having passed a bar exam or otherwise, are as a matter of principle NOT Eligible Students. However, students who have gained their qualification to practise law **automatically** with the completion of their **undergraduate** law studies (i.e. without a further bar exam or similar) and who certify that they have not yet practised as a lawyer (i.e. provided legal advice

or services to clients) are Eligible Students provided they are currently registered in a law school.

**Any Team that breaches this Rule 5.2 will be disqualified from the Competition. If only one member of the Team breaches Article 5.2(a), 5.2(b), 5.2(c) or 5.3(d), it is in the discretion of the Organising Committee to disqualify the whole Team or only that member. If the Team is subsequently left with fewer than two students, the whole Team will be disqualified.**

### ***Rule 5.3 Attendance***

Each Team may be accompanied at the Competition by a maximum of two Coaches. Additional persons and students who are not members of a Team may NOT accompany a Team to the Competition.

**It is at the discretion of the Organising Committee to disqualify the whole Team, should Rule 5.3 not be followed.**

## **RULE 6.0 TEAM APPLICATION AND REGISTRATION**

### ***Rule 6.1 Application Process***

The Organising Committee will initiate two application periods.

The first application period will run from around mid-July 2019 until late August 2019. The second application period will run from early September 2019 until around early-October 2019. The exact dates of each application period and the modalities on how to apply will be published on <https://iccwbo.org/dispute-resolution-services/professional-development/international-commercial-mediation-competition/>, on Facebook: ICC Mediation and on Twitter: @ICCMediation.

Each university wishing to participate must apply online within one of the two application periods described above.

The Organising Committee will inform universities of their acceptance or non-acceptance in late August 2019 (first application period) or mid-October 2019 (second application period), in accordance with the schedule published online.

Subsequently, each university that has been accepted must provide the Organising Committee (within the time limit indicated) with the names, contact details, and Brief Biography of each Team member. A template will be made available by the Organising Committee.

When applying, each university must declare that the Rules have been read and understood by each of its Team members and its Coach(es). When submitting the details of the Team members, each Team must declare that all Team members are Eligible Students under Rule 5.2.

### ***Rule 6.2 Selection Criteria***

The Organising Committee will decide at its discretion which universities are accepted to participate in the Competition.

For the 2020 Competition the Organising Committee will accept a maximum of 66 Teams.

The Organising Committee may put in place agreements with national or regional pre-moots, whose winner will automatically be accepted to participate in the Competition. Teams selected through this means are counted in the total 66 Teams.

Apart from such reserved places for winners, participation and ranking in a pre-moot have no positive or negative effect on and do not preclude the direct application to participate in the Competition.

During each application period, the Organising Committee will accept a maximum of 33 Teams.

In each application period 10 places are reserved for universities that have not yet participated in the Competition.

Should places for universities applying for the first time not be filled at the end of each of the application periods, remaining places will be offered to returning universities.

Universities that have not participated during the two last Competitions (2019 and 2018) will be considered as not having previously participated in the Competition.

Within the two above categories the Organising Committee will select universities based on the following criteria in no particular order:

- preference will be given to universities which have an alternative dispute resolution curriculum (special focus on mediation is an advantage);
- performance in previous ICC Mediation Competitions (if applicable);
- representation of cultural and regional diversity amongst the selected universities.

In the event that the above selection criteria are insufficient to make a selection between two universities, the Organising Committee will make a selection at its discretion.

### ***Rule 6.3 Registration Fee***

Upon acceptance of the Team by the Organising Committee, each university must pay the full registration fee within the time limit as indicated by the Organising Committee. 50% of the registration fee will be refunded if notice of cancellation is received in writing before 10 November 2019. No refund will be made for cancellations received after this date.

Please note that ICC reserves the right to cancel this event or to make minor alterations to the content and timing of the programme. In the unlikely event of cancellation, paying participants will be offered a full refund. ICC will not, however, be held responsible for any related expense incurred by the participants.

**Non-payment of the Registration Fee within the time limit communicated by the Organising Committee may lead to disqualification in accordance with Rule 8.0.**

### ***Rule 6.4 Travel, Costs and Visas***

When applying, participants must ensure that they have sufficient funding to cover their travel and stay in Paris, and they are responsible to make their own travel arrangements and hotel reservations.

Each Team must ensure that all Team members are entitled to travel to Paris for the Competition and, if necessary, apply for a visa in a timely manner.

The Organising Committee can assist selected teams and professionals by providing an invitation letter to support visa applications until 15 December 2019.

All teams will be required to officially declare that they have sufficient funding and that they have a valid visa (if applicable) to travel to Paris by 15 December 2019, or withdraw from the Competition.

**Failure to observe this Rule may result in the disqualification of the Team in accordance with Rule 8.0.**

### ***Rule 6.5 Team Contact***

Each Team must designate to the Organising Committee a Team Contact. Notice to the Team Contact constitutes notice to all Team members.

## **RULE 7.0 JUDGES AND MEDIATORS**

### ***Rule 7.1 Application and Selection***

Trained and experienced mediators or mediation trainers from all around the world are invited to apply to participate as Professionals in the Competition.

An online application system will be put in place by the Organising Committee to receive applications. Details on the application process and the deadlines will be published on <https://iccwbo.org/dispute-resolution-services/professional-development/international-commercial-mediation-competition/mediation-competition-application-process/>

ICC will select at its discretion the Professionals to participate in the 2020 Competition.

The Organising Committee will select Professionals based on the following criteria (in no particular order):

- mediation qualification
- mediation accreditation
- experience in commercial mediation
- other relevant dispute resolution experience and professional background
- availability
- English language skills
- cross-cultural experience
- performance in previous editions of the Competition

### ***Rule 7.2 Statement of Independence***

Once selected, all Judges and Mediators shall provide to the Organising Committee a Statement of Independence declaring their neutrality, impartiality, and independence to judge and/ or mediate any of the Teams in the Competition and disclosing any relationships with any Team's university, a Team member, a Coach or a person affiliated with a Team.

The Organising Committee can disqualify a Judge from judging or a Mediator from mediating a round if the Organising Committee considers that she or he has a relationship with a Team member and/or any Team's university, a Coach or a person affiliated with a Team which threatens his/her neutrality, impartiality and independence.

### ***Rule 7.3 Respect***

All Professionals in the Competition are reminded to be particularly vigilant in avoiding doing anything (including making any comments) that may be perceived as inappropriate and/or insensitive to differences in culture, gender, age, national origin, race, religion, and ethnicity.

### ***Rule 7.4 Training, Assistance and Support to Students***

Coaches may not act as Judges or Mediators in any Mediation Session.

Judges and Mediators may not act as Coaches at any time in relation to the Competition.

Judges and Mediators may train Teams with or without a Coach in preparing for the Competition, if the following restrictions are respected:

Such training:

- can only take place before the current Competition Problems are communicated to the Teams, which is when the Competition is deemed to have commenced;
- cannot in any way relate to current Competition Problems;
- automatically disqualifies a Professional from judging or mediating that Team in the Competition.

Any training or assistance by Judges and Mediators after the disclosure of the General Information of the Problems to the Teams must be notified to and authorised in writing by the Organising Committee.

No training or assistance by Judges and Mediators is allowed during the Competition.

**Failure to observe this Rule may result in the disqualification of the Team and the Professional in accordance with Rule 8.0.**

### ***Rule 7.5 Confidential Information***

Judges and Mediators must keep the contents of the Confidential Information strictly secret from Teams, apart from the disclosure allowed during the feedback in accordance with the third paragraph of Rule 2.12. All Judges, Mediators and other competition

participants must be aware that **disclosure of Confidential Information to a Team may result in the disqualification of the whole Team pursuant to Rule 8.0.**

## **RULE 8.0 PENALTIES AND DISQUALIFICATION**

If a violation of the Rules is considered to have been committed, a number of Penalty Points and/or the disqualification of a Team or one or more of its members may be imposed.

A maximum three-points reduction may be imposed for any violation of any of Rules 2.1, 2.4, 2.6, 2.7 or 4.3.

Disqualification from the Competition may be imposed for any violation of any of Rules 2.7, 2.9, 2.10, 4.1, 5.3, 6.4, 7.4 or 7.5.

Disqualification will be imposed for any violation of Rule 5.2 or 6.3.

A breach of any Rule other than those referred to above will not result in a Penalty or Disqualification.

According to the Rule breached, Penalty Points may be imposed by the Judges directly in the score sheet and/or by the Organising Committee. Further details are provided in the table below.

Disqualification may only be imposed by the Organising Committee, at its own discretion, upon its own initiative or a recommendation from one or more Judges.

The Organising Committee reserves the right to take the final decision as on whether and how a sanction is imposed in any circumstance.

## Summary of sanctions

Rule	Sanction	Who imposes it?
2.1 General Procedures <ul style="list-style-type: none"> <li>• Law students taking the role as Counsel (2.1)</li> <li>• 2.1.2 number and duration of breaks and caucuses</li> </ul>	Penalty	Judge (in score sheet)
2.4 Timekeeping <ul style="list-style-type: none"> <li>• Failure to comply with time limits</li> </ul>	Penalty	Judge (in score sheet)
2.6 Handout <ul style="list-style-type: none"> <li>• Presenting more than one handout or one handout not complying with the Rules</li> </ul>	Penalty	Judge (in score sheet)
2.7 Admitted Material during the Mediation Session <ul style="list-style-type: none"> <li>• Using electronic devices, recording or taking pictures during the session</li> </ul>	Penalty	Judge (in score sheet)
	Potential disqualification for very serious violations of this rule	OC (after report from MSS and/or Judges)
4.3 Staying within the Record <ul style="list-style-type: none"> <li>• Deviating from facts, misrepresentation, creation of new facts, lying</li> </ul>	Penalty	Judge (in score sheet)
2.9 Prohibited Assistance <ul style="list-style-type: none"> <li>• Communicating with the Competing team during the session</li> </ul>	Potential disqualification	OC (after report from MSS and/or Judges)
2.10 Observing <ul style="list-style-type: none"> <li>• Observing another session while still in the Competition</li> <li>• Bringing unauthorised Observers</li> <li>• Changing the room set-up without authorisation from OC</li> <li>• Entering the room when the mediation is in progress</li> <li>• Video recording</li> </ul>	Potential disqualification	OC (after report from MSS and/or Judges)

4.1 Problems <ul style="list-style-type: none"> <li>Disclosing confidential information</li> </ul>	Potential disqualification	OC
5.2 Eligibility <ul style="list-style-type: none"> <li>Failure to comply with eligibility criteria by one or more team members</li> </ul>	Disqualification (partial or total)	OC
5.3 Attendance <ul style="list-style-type: none"> <li>Teams being accompanied by non-team members</li> </ul>	Potential disqualification	OC
6.3 Registration Fee <ul style="list-style-type: none"> <li>Failure to pay the registration fee within the time limits set by the OC</li> </ul>	Disqualification	OC
Rule 6.4 Travel, Costs and Visas <ul style="list-style-type: none"> <li>Failure to declare that Team Members have funding and visas to attend the Competition within the time limit indicated</li> </ul>	Potential disqualification	OC
7.4 Training, Assistance and Support to Students <ul style="list-style-type: none"> <li>Judges and/or Mediators acting as Coaches during the Competition (with or without disclosure of confidential information)</li> </ul>	Potential disqualification	OC
7.5 Confidential Information <ul style="list-style-type: none"> <li>Disclosing Confidential Information</li> </ul>	Potential disqualification	OC

## RULE 9.0 AWARDS

The Organising Committee shall make arrangements for appropriate recognition of Teams that achieve 1st Place (David Plant 1st Prize), 2nd Place, and 3rd Place *ex-aequo* for the two Runner-up positions in the Competition.

The Organising Committee shall also award the following Special Awards for the Teams obtaining the highest number of points in the Special Awards Score Sheets during the Preliminary Rounds in the following categories:

- Distinction in the Mediation Plan

- Distinction in the Opening Statement
- Distinction in the Mediation Advocacy
- Distinction in Team Work between Counsel and Client
- Distinction in the Acknowledgement of Cultural Differences
- Distinction in Relationship Building with the Other Team
- Distinction as Public Speaker
- Distinction in Creative Solution Generation
- Distinction in Interaction with the Mediator
- Distinction for the Performance of a Team from a University Participating in the Competition for the First Time

In the event of equal points, each Team shall receive a Special Award.

Special Awards may be awarded only to Teams that are not proceeding to the Final Rounds.

Each Team may be awarded a maximum of one Special Award.

Furthermore, after the Competition, the Organising Committee will issue a formal Certificate of Participation in the Competition (save in the case of disqualification) to all Team members.

## **RULE 10.0 ICC ORGANISING COMMITTEE**

### ***Rule 10.1 Power to Take Additional Measures***

The Organising Committee may take such other measures as are required for the orderly conduct of the Competition.

### ***Rule 10.2 Interpretation of Rules***

The Organising Committee's interpretation as to the implementation of the Rules is final and conclusive.

## ANNEX I. Score Sheets

### A. Mediation Score Sheet – Preliminary Rounds

Your full name \_\_\_\_\_

Name of Competing Team \_\_\_\_\_

Mark the appropriate round by checking the box with X

#### Preliminary Rounds

Friday, 7 February  Morning  Afternoon

Saturday, 8 February  Morning  Afternoon

Sunday, 9 February  Morning  Afternoon

### Total Points

Please make sure to mark all three sections:

1. Mediation Plan

2. Mediation Session

3. Special Award  
(for Preliminary Rounds only)

Please double check your calculation

Total Mediation Plan	/ 4
Total Mediation Session	/ 46
Penalty Points	
<b>FINAL SCORE</b>	<b>/ 50</b>

Please now indicate whether this Competing Team won or lost:  **Won**  **Lost**

If the Competing Team on this Score Sheet has the higher number of points, this Competing Team has **won**. If the Competing Team on this Score Sheet has the lower number of points, this Competing Team has **lost**. There must be a difference of at least 1 point between the two Competing Teams. Accordingly, you cannot give the same number of points to both Competing Teams.

Signature \_\_\_\_\_

## ***Mediation Score Sheet – Preliminary Rounds***

*Please tick one box for each criterion*

<b>The Mediation Session: <u>Your Interests</u></b>	<b>Excellent</b>	<b>Very Good</b>	<b>Good</b>	<b>Satisfactory</b>	<b>Poor</b>
<p><b>Opening Statement of Your Perspective and Interests</b></p> <p>Presentation of events giving rise to the dispute and relevant legal considerations. Conveying your interests. Showing willingness to collaborate.</p>	<input type="checkbox"/> 6 points	<input type="checkbox"/> 4 points	<input type="checkbox"/> 3 points	<input type="checkbox"/> 2 points	<input type="checkbox"/> 0 points
<p><b>Advancing Your Interests</b></p> <p>Ability to advance your business and other interests throughout the Mediation consistent with your Confidential Information, while recognising the interests of the other Party and without sacrificing your interests. Flexibility in adapting to the unexpected, while still advancing your interests. Awareness, and, where appropriate, assertion of your BATNA.</p>	<input type="checkbox"/> 8 points	<input type="checkbox"/> 6 points	<input type="checkbox"/> 4 points	<input type="checkbox"/> 2 points	<input type="checkbox"/> 0 points
<p><b>Team Work: Counsel &amp; Client</b></p> <p>Working together as a team, effectively communicating with each other, sharing responsibility appropriately and providing mutual backup.</p>	<input type="checkbox"/> 6 points	<input type="checkbox"/> 4 points	<input type="checkbox"/> 3 points	<input type="checkbox"/> 2 points	<input type="checkbox"/> 0 points

**Sub – total**                 / 20

## **Mediation Score Sheet – Preliminary Rounds**

Please tick one box for each criterion

<b>The Mediation Session: <u>Working with the other Party</u></b>	<b>Excellent</b>	<b>Very Good</b>	<b>Good</b>	<b>Satisfactory</b>	<b>Poor</b>
<b>Information Gathering and Ascertaining the Other Party's Interests</b>  Seeking relevant information and to understand the other Party's interests. Demonstration of active listening skills.	<input type="checkbox"/> 6 points	<input type="checkbox"/> 4 points	<input type="checkbox"/> 3 points	<input type="checkbox"/> 2 points	<input type="checkbox"/> 0 points
<b>Seeking to Collaborate with the Other Party</b>  Taking initiatives to build a problem-solving relationship with the other Party. Making appropriate strategic decisions on what to disclose or not.	<input type="checkbox"/> 6 points	<input type="checkbox"/> 4 points	<input type="checkbox"/> 3 points	<input type="checkbox"/> 2 points	<input type="checkbox"/> 0 points
<b>Working Together to Develop Options</b>  Generation of a range of options designed to meet your own and the other Party's interests, without premature evaluation.	<input type="checkbox"/> 6 points	<input type="checkbox"/> 4 points	<input type="checkbox"/> 3 points	<input type="checkbox"/> 2 points	<input type="checkbox"/> 0 points

<b>The Mediation Session: <u>Working with the Mediator</u></b>	<b>Excellent</b>	<b>Very Good</b>	<b>Good</b>	<b>Satisfactory</b>	<b>Poor</b>
<b>Making Good Use of the Mediator</b>  Appropriate use of the Mediator's assistance and response to the Mediator's interventions. Generally, working with the Mediator in a constructive way.	<input type="checkbox"/> 8 points	<input type="checkbox"/> 6 points	<input type="checkbox"/> 4 points	<input type="checkbox"/> 2 points	<input type="checkbox"/> 0 points

**Sub – total**                 / 26

## **B. Mediation Score Sheet – Final Rounds**

Your full name \_\_\_\_\_

Name of Competing Team \_\_\_\_\_

*Mark the appropriate round by checking the box with X*

### **Eighth Finals**

Monday, 10 February  Afternoon

### **Quarter Finals**

Tuesday, 11 February  Morning

### **Semi Finals**

Tuesday, 11 February  Afternoon

### **Final**

Wednesday, 12 February  Afternoon

## **Total Points**

*Please double check your calculation*

Total Mediation Session	/ 46
Penalty Points	
<b>FINAL SCORE</b>	<b>/ 46</b>

*Please now indicate whether this Competing Team won or lost:*  **Won**  **Lost**

If the Competing Team on this Score Sheet has the higher number of points, this Competing Team has **won**. If the Competing Team on this Score Sheet has the lower number of points, this Competing Team has **lost**. There must be a difference of at least 1 point between the two Competing Teams. Accordingly, you cannot give the same number of points to both Competing Teams.

Signature \_\_\_\_\_

## **Mediation Score Sheet – Final Rounds**

Please tick one box for each criterion

<b>The Mediation Session: <u>Your Interests</u></b>	<b>Excellent</b>	<b>Very Good</b>	<b>Good</b>	<b>Satisfactory</b>	<b>Poor</b>
<p><b>Opening Statement of Your Perspective and Interests</b></p> <p>Presentation of events giving rise to the dispute and relevant legal considerations. Conveying your interests. Showing willingness to collaborate.</p>	<input type="checkbox"/> 6 points	<input type="checkbox"/> 4 points	<input type="checkbox"/> 3 points	<input type="checkbox"/> 2 points	<input type="checkbox"/> 0 points
<p><b>Advancing Your Interests</b></p> <p>Ability to advance your business and other interests throughout the Mediation consistent with your Confidential Information, while recognising the interests of the other Party and without sacrificing your interests. Flexibility in adapting to the unexpected, while still advancing your interests. Awareness and assertion of your BATNA where necessary, and where appropriate assertion of your BATNA.</p>	<input type="checkbox"/> 8 points	<input type="checkbox"/> 6 points	<input type="checkbox"/> 4 points	<input type="checkbox"/> 2 points	<input type="checkbox"/> 0 points
<p><b>Team Work: Counsel &amp; Client</b></p> <p>Working together as a team, effectively communicating with each other, sharing responsibility appropriately and providing mutual backup.</p>	<input type="checkbox"/> 6 points	<input type="checkbox"/> 4 points	<input type="checkbox"/> 3 points	<input type="checkbox"/> 2 points	<input type="checkbox"/> 0 points

**Sub – total**                 / 20

## *Mediation Score Sheet – Final Rounds*

Please tick one box for each criterion

<b>The Mediation Session: <u>Working with the other Party</u></b>	<b>Excellent</b>	<b>Very Good</b>	<b>Good</b>	<b>Satisfactory</b>	<b>Poor</b>
<b>Information Gathering and Ascertaining the Other Party's Interests</b>  Seeking relevant information and to understand the other Party's interests. Demonstration of active listening skills.	<input type="checkbox"/> 6 points	<input type="checkbox"/> 4 points	<input type="checkbox"/> 3 points	<input type="checkbox"/> 2 points	<input type="checkbox"/> 0 points
<b>Seeking to Collaborate with the Other Party</b>  Taking initiatives to build a problem-solving relationship with the other Party. Making appropriate strategic decisions on what to disclose or not.	<input type="checkbox"/> 6 points	<input type="checkbox"/> 4 points	<input type="checkbox"/> 3 points	<input type="checkbox"/> 2 points	<input type="checkbox"/> 0 points
<b>Working Together to Develop Options</b>  Generation of a range of options designed to meet your own and the other Party's interests, without premature evaluation.	<input type="checkbox"/> 6 points	<input type="checkbox"/> 4 points	<input type="checkbox"/> 3 points	<input type="checkbox"/> 2 points	<input type="checkbox"/> 0 points

<b>The Mediation Session: <u>Working with the Mediator</u></b>	<b>Excellent</b>	<b>Very Good</b>	<b>Good</b>	<b>Satisfactory</b>	<b>Poor</b>
<b>Making Good Use of the Mediator</b>  Appropriate use of the Mediator's assistance and response to the Mediator's interventions. Generally, working with the Mediator in a constructive way.	<input type="checkbox"/> 8 points	<input type="checkbox"/> 6 points	<input type="checkbox"/> 4 points	<input type="checkbox"/> 2 points	<input type="checkbox"/> 0 points

**Sub – total**      \_\_\_\_\_ / 26

### **C. Special Award Score Sheet – Preliminary Rounds**

*Please evaluate both Competing Teams on all the categories. Points attributed in this Special Award Score Sheet only count for the attribution of Special Awards and do not affect the result of the round, nor the progression of the Team in future rounds. The two Teams can be scored independently and there is no requirement to give a different number of points to each of them.*

Your full name \_\_\_\_\_

Name of Competing Team \_\_\_\_\_

	<b>3 points This Team showed excellent skills in this area.</b>	<b>2 points This Team showed very good skills in this area.</b>	<b>1 point This Team showed above average skills in this area.</b>	<b>0 points This Team showed average skills in this area</b>
<b>Distinction in the Mediation Plan</b>				
<b>Distinction in the Opening Statement</b>				
<b>Distinction in the Mediation Advocacy</b>				
<b>Distinction in the Team Work between Counsel and Client</b>				
<b>Distinction in the Acknowledgement of Cultural Differences</b>				
<b>Distinction in Relationship Building with the Other Team</b>				
<b>Distinction as Public Speaker</b>				
<b>Distinction in Creative Solution Generation</b>				
<b>Distinction in Interaction with the Mediator</b>				
<b>Distinction for the performance of a Team from a University Participating in the Competition for the First Time (reference is to a list</b>				

<b>of first-time participating universities identified by the Organising Committee) (If applicable)</b>				
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