

# LAWBILITY

## Swiss Contract Negotiation Competition 2014/2015 Report to the Committee of the INC

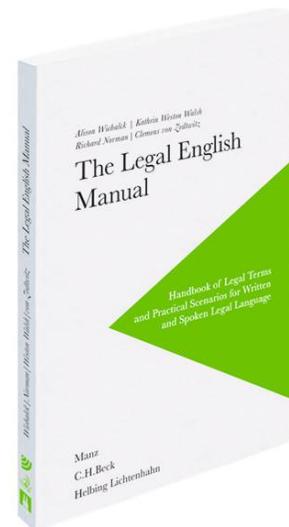


Team Switzerland: Andra Toma and Andri Halter

Our journey started in October 2014 at the Multicheck Assessment Center in Zurich. The E-Assessment organized by Lawbility aimed at evaluating the lawyering skills of the participants. Applicants were asked to compete various exercises in the course of two

hours. The outcome of the Lawyer Career Assessment revealed information about the participants' verbal intelligence, memory retention, achievement motivation, and ability to withstand stress. The applicants with the best results in the Assessment participated in a seminar held at the University of Lucerne.

Prior to the seminar all candidates received study materials and one case similar to the cases used in the international competition. The seminar was a great learning experience for all participants! Ms. Kathrin Weston Walsh, Lawbility Legal English Director, showed us how to successfully prepare a pre-negotiation and effectively address the most important points in conducting a contract negotiation meeting. In the afternoon, Ms. Amy Jost, Lawbility Legal Language Coach, worked with us on our language skills. Everything we covered in the seminar was of great use for us later in the Swiss Competition. At the end of the seminar eight participants were selected to attend the Swiss Competition in Zurich. That was the moment the team "Andra and Andri" was born.



The Legal English Manual: Study guide to legal terms as a part of our preparation.

Two weeks before the finals, we received two cases to prepare. Both cases had their difficulties, ranging from ethical issues to deal-breakers to different factors and parameters which depended on each other. We first analysed the cases on our own and then sat together several times to discuss the results. This approach helped us to see all the aspects of the cases and to develop a solid strategy for the negotiation. In the course of these meetings, we tried to learn the facts by heart in order to gain flexibility for the upcoming finals. The intense preparation period also helped us to get to know each other better and work out each other's strengths and weaknesses.



Swiss Negotiation Competition at Wenger & Vieli in Zurich: Two teams in the middle of a negotiation.

The finals were held at the Swiss law firm Wenger & Vieli in Zurich. Four teams competed against each other whilst the judges – all of them legal professionals and practicing lawyers, bankers or businessmen – evaluated the teams. In the end, we were able to convince the judges of our qualities and we won the competition. We were selected to represent Switzerland in the **International Negotiation Competition** in 2015 in Dublin.

In the course of the Swiss competition program we have made new friends from all over Switzerland, enlarged our network, and learned a lot about ourselves and negotiating in general. It has been a great experience so far. We are truly grateful for this opportunity and thus are very much looking forward to the international finals in Dublin!

**Andra Toma and Andri Halter**

*Winners of the Swiss Negotiation Competition 2014 / 2015*