**附件二：赛事规则**

**Attachment 2: Competition Rules and Regulations**

**第一章 总则**

**Chapter 1 General Rules**

1.团队组成

（1）每个参赛学校组建一支队伍，每支队伍人数限定在十人：总数十人包括带队老师或者指导老师以及参赛队员。其他人员将无法得到参赛证明和现场旁听的机会。

（2）若同一学校出现多支队伍报名的情况，则按照先到先得的原则，最先报名的队伍将作为正式代表队伍。超额队伍将自动列为候补队伍，仅在正式代表队伍退赛或特殊情况下获得参赛资格。

（3）参赛队员为在读本科生或者在读硕士生。

（4）每支队伍谈判方立场通过抽签确定。

1. Team Composition

(1) Each participating school shall form a team, with the total number of team members limited to ten. This total includes the team leader or instructor and the participating team members. Additional individuals will not be eligible to receive a participation certificate or attend the on-site audit.

(2) If multiple teams from the same school register, the first team to register will be designated as the official representative team on a first-come, first-served basis. Additional teams will automatically be listed as alternate teams and will only qualify for participation if the official team withdraws or under special circumstances.

(3) Participating team members must be either undergraduate or postgraduate students.

(4) The negotiating position of each team will be determined by a drawing of lots.

2.赛制

（1）整个谈判大赛包括两轮：初赛和复赛。每场比赛包含四支参赛队伍，代表案例中的四个谈判角色，不同谈判角色初赛总分最高的4支队伍进入复赛。不同谈判角色复赛分数最高的1支队伍为一等奖/金奖。

（2）初赛包括两场比赛，参赛队伍以相同角色、相同程序与不同六支队伍就同一赛题，进行两次组合的四方谈判。

（3）初赛最终成绩由三部分构成：Opening Statement占10%；第一场比赛占45%；第二场比赛占45%。

（4）复赛包括一场比赛，参赛队伍以与初赛相同角色、相同程序与三支队伍就同一赛题，进行四方谈判。

2. Competition Format

(1) The negotiation competition consists of two rounds: the preliminary round and the semi-final. Each game involves four participating teams, each representing one of the four negotiation roles in the case. The four teams with the highest total scores in the preliminary round across different negotiation roles will advance to the semi-final. The team with the highest score in the semi-final across different negotiation roles will be awarded the first prize/gold prize.

(2) The preliminary round comprises two games. Participating teams will engage in two sets of four-party negotiations on the same topic, maintaining the same roles and procedures, against six different teams.

(3) The final score for the preliminary round is calculated as follows: opening Statement: 10%; First game: 45%; Second game: 45%.

(4) The semi-final consists of one game. In this round, participating teams will conduct four-party negotiations with three other teams on the same topic, maintaining the same roles and procedures as in the preliminary round.

3.规则修订

（1）本规则只能由组委会修订。

（2）如有关于赛事规则的疑问，请按附件四答疑格式向组委会发送邮件。组委会保留在绝对必要的情况下修改规则的权力。

3. Amendment of rules

(1) These rules may only be amended by the organizing committee.

(2) If you have any questions regarding the competition rules, please send an email to the organizing committee according to the Q&A format provided in Appendix 4. The organizing committee reserves the right to amend the rules when deemed absolutely necessary.

**第二章 Opening Statement**

**Chapter 2 Opening Statement**

1.关于Opening Statement

（1）Opening Statement要求各队伍以抽签所得的谈判方立场，结合案例中的材料与谈判内容，完成一份书面报告并按时提交给组委会

（2）各队伍将在后续谈判中以Opening Statement作为谈判立场。

（3）进入复赛的队伍，可在复赛前修改Opening Statement，所提交的内容视为正式材料。

（4）Opening Statement内容在800个英文单词至1000英文单词之间，字体Times New Roman，大小12磅，间距1.5倍。

（5）Opening Statement写作方式可以参考以往案例。

1. About the Opening Statement

(1) Each team is required to complete a written Opening Statement based on the negotiating position assigned by the draw, incorporating the case materials and negotiation content. This statement must be submitted to the organizing committee on time.

(2) The Opening Statement will serve as the negotiating position for subsequent negotiations.

(3) Teams advancing to the semi-finals are allowed to revise their Opening Statement prior to the semi-finals. The revised version, once submitted, will be considered official.

(4) The Opening Statement must be between 800 and 1,000 English words, formatted in Times New Roman font, size 12, with 1.5-line spacing.

(5) The writing style of the Opening Statement may reference previous cases for guidance.

2.提交时限

定于5月10日周六华东政法大学松江校区进行初赛，书状提交截止日期为2025年3月20日下午六点。一周后进行抽签以及分发书状。

2. Submission Deadline

The preliminary round will take place on Saturday, May 10, at the Songjiang campus of East China University of Political Science and Law. The deadline for submitting letters is March 20, 2025 (6 pm). The lottery and distribution of other teams’ Opening Statements will take place one week after the submission deadline.

3.分数

Opening Statement满分为10分，占初赛总分值的10%。

3. Score

The Opening Statement has a maximum score of 10 points, contributing 10% to the total score in the preliminary round.

**第三章 谈判流程**

**Chapter 3 Negotiation Procedure**

1、关于双边谈判

（1）各方进行开场陈述，限时陈述己方谈判立场。各方陈述中每方限时7分钟，共计28分钟，陈述语言为英文。

（2）开场陈述顺序依次为政府、企业、国际组织和社会组织。

（3）开场陈述结束后，四方进行两两谈判，无发言先后顺序要求。这个阶段会有赛场秘书先与各队进行沟通，再组织谈判。

（4）每个两两谈判共计15分钟，组委会不分配谈判双方的发言时间。

（5）整个多方谈判共计45分钟，谈判语言为英文。

（6）本环节中，参赛队伍可以根据前面的环节进行内部讨论，调整谈判策略，参赛队员禁止与包括指导教师在内的旁听人员进行交流。

（7）多方谈判后进行第一次休息，限时10分钟，禁止参赛队伍强制要求评委在场内评判。

1. About Bilateral Negotiation

(1) Each party shall make an opening statement to present its negotiating position within a limited time. Each party is allotted 7 minutes, totaling 28 minutes. The opening statement must be delivered in English.

(2) The order of the opening statements is as follows: government, enterprise, international organization, and social organization.

(3) After the opening statements, the four parties will negotiate in pairs. There is no set order of speaking during this stage. The competition secretary will first communicate with each team and then organize the negotiation.

(4) Each bilateral session lasts for 15 minutes. The organizing committee does not allocate speaking time between the two negotiating parties.

(5) The entire bilateral negotiation lasts for 45 minutes and is conducted in English.

(6) During this stage, participating teams may hold internal discussions and adjust their negotiation strategies based on the outcomes of previous stages. However, communication with the audience, including instructors, is strictly prohibited.

(7) After the bilateral negotiation, a break of 10 minutes will be held. During this time, participating teams are prohibited from pressuring the judges to make on-the-spot judgments.

2.关于自由谈判

（1）各方根据己方的谈判策略寻找其他队伍进行自由谈判，组委会不分配谈判方的发言时间，本轮自由谈判限时30分钟，谈判语言为英文。

（2）自由谈判中，可以双方或者三方进行谈判。

（3）自由谈判时，一支队伍里的成员可以分开行动，同时和不同谈判方队伍里的成员进行谈判。

（4）本环节内，每支队伍最多可发起三次谈判邀请。

（5）本环节各方需要向秘书报备，便于秘书和评委知晓谈判情况并辅助谈判流程。

（6）自由谈判后进行第二次休息，限时10分钟，禁止参赛队伍强制要求评委在场内评判。

2. About Ad-hoc Negotiation

(1) Each party may engage in ad-hoc negotiation with other teams based on its own negotiation strategy. The organizing committee will not allocate speaking time for the negotiating parties. This round of ad-hoc negotiation is limited to 30 minutes and must be conducted in English.

(2) Ad-hoc negotiation can involve two or three parties at a time.

(3) During ad-hoc negotiation, team members may act independently, negotiating simultaneously with members of different teams.

(4) Each team is allowed to initiate up to three negotiation invitations during this stage.

(5) During this stage, all parties must report to the secretary to ensure that the secretary and judges are aware of the negotiation progress and can assist the process as needed.

(6) Following the ad-hoc negotiation, a second break of 10 minutes will be held. Teams are strictly prohibited from pressuring the judges to provide on-the-spot judgments.

3.关于四方谈判环节

（1）各方发言限时8分钟，可以选择一次性用时8分钟，共计32分钟，谈判语言为英文。

（2）发言顺序依次为社会组织、国际组织、企业和政府。

（3）本轮环节属于限时性质的自由发言，各方根据前几轮谈判进展进行四方谈判，追求共识。

（4）本轮结束后将向各方分发决议模版。各方可根据达成的共识，在相关决议上签署确认，或选择不签署并说明理由。

3. About Quadrilateral negotiation

(1) Each party is allocated 8 minutes to speak. They may use their 8 minutes consecutively, totaling 32 minutes. The negotiation language is English.

(2) The order of speaking will follow this sequence: social organization, international organization, enterprise, and government.

(3) This round allows free speech within the allotted time. The parties will engage in four-party negotiations, building on the progress of the previous rounds, and strive to reach a consensus.

(4) After this round, a resolution template will be distributed to all parties. Each party may choose to sign the resolution to confirm their agreement based on the consensus reached, or they may choose not to sign and provide reasons for their decision.

4.关于谈判方组成

（1）根据抽签组成的队伍为一轮谈判的四个谈判方。

（2）每个谈判方在每场比赛中组成的上场人数不超过三名。

4. About the Composition of the Negotiating Parties

(1) The teams assigned through the drawing of lots will represent the four negotiating parties in each round of negotiations.

(2) Each negotiating party may have no more than three players on the field during a game.

5.评分标准

（1）评委在比赛中与参赛队伍不交流，也不发问，负责现场观察比赛情况。

（2）三名评委在比赛结束后根据评分表进行评分，每位评委给每支参赛队伍打一个团体分，并且给每名参赛队员打分。

5. Scoring Criteria

(1) Judges will not communicate with the participating teams or ask questions during the game. They are responsible for observing the game on-site.

(2) After the game, the three judges will evaluate and score based on the scoring sheet. Each judge will provide a group score for each participating team and individual scores for every player. The three players being scored may belong to the same team.

6.赛场纪律

（1）比赛期间禁止参赛队伍使用笔记本电脑、手机等电子设备，在特殊情况下，比如，参赛队员存在生理障碍等，组委会可以作出例外规定。

（2）除工作人员外，在场人员包括带队老师、指导老师、评委、参赛队员均不得携带任何明示或者暗示所在学校的标识。

（3）破坏秩序者将被警告、驱逐出赛场以及酌情扣分。

（4）登记的本场非参赛人员将在赛场内有专属区域。

6. Competition Discipline

(1) Participating teams are prohibited from using electronic devices such as laptops and mobile phones during the competition. Exceptions may be made by the organizing committee under special circumstances, such as when a participant has a physical disability.

(2) On-site personnel, including team leaders, instructors, judges, and participating team members, are not allowed to carry any logos or symbols that explicitly or implicitly indicate their school, except for designated staff.

(3) Individuals who disrupt order will be subject to warnings, removal from the competition venue, and point deductions as deemed appropriate.

(4) Registered non-participants will be provided with their own dedicated area within the venue.

**第四章 奖项与证书**

**Chapter 4 Awards and Certificates**

1.闭幕式将公布以下奖项：

（1）团队奖项，包括但不限于团体金奖、团体银奖和团队铜奖。

（2）若干单项（个人）奖项，包括最佳教练、最佳书状、最佳法律辩论奖、最佳公共演说奖、最佳外交风采奖。

1. The following awards will be announced during the closing ceremony:

(1) **Team Awards:** These include, but are not limited to, the Gold Best Team Award, Silver Team Award, and Bronze Team Award.

(2) **Individual Awards:** Several individual awards will be presented, including Best Coach Award, Best Opening Statement Award, Law Advocacy Award, Public Speaking Award, and Diplomacy Award.

2.闭幕式结束的三天内，组委会将公布入选支持单位的实习名单。

2. Within three days after the closing ceremony, the organizing committee will announce the list of candidates selected for internships at the supporting partners.

3.证书

每个参赛队伍都将收到参赛证书。

3. Certificates

Each participating team will receive a certificate of participation.

**第五章 组委会办公室及联系人**

**Chapter 5 Committee Office and Contact Person**

1.本届组委会办公室地址

上海市普陀区新会路468号中环现代大厦19楼，上海汇愿律师事务所。

1.Committee Office Address

Hui Yuan Law Firm, 19th Floor, Central Modern Building, No.468, Xinhui Road, Putuo District, Shanghai, China.

2.工作人员：彭纪贺，电话号码：15765531555。

Staff: Peng Jihe, phone number:15765531555.

**第六章 其他**

**Chapter 6 Others**

1.本次比赛不收取任何费用，路费和食宿由参赛队伍自理。

1. This competition does not charge any fees. Travel expenses, food and accommodation are borne by the participating teams.

2.闭幕式后，组委会提供晚宴。

2. After the closing ceremony, the organizing committee will host a dinner.