

This document summarizes key changes to the CNNC competition format, rules and scoring, as reflected in the CNNC 2020 Rules, Version 4.1 on the CNNC website. If you have comments on the document or find errors or inconsistencies in it, please let us know at cnc@unb.ca.

Combined Document

What was previously in two unindexed documents is now in a single document with a table of contents and an appendix. The rules portion of the document—Rules 1–16—is at pp 1–12. The judging standards—including ranking sheets, scoring sheets and comment sheets for both two-party and multi-party rounds—are in Appendix A at pp 13–29.

Team Identification

We have removed the requirement that names and school affiliations of the competitors be concealed. Random assignment of a letter designation (i.e., A, B, C, D) is still the primary method of identifying the teams to all competition judges during the competition. Judges are to evaluate competitors' performance according to the standards and criteria provided to them and are expected to judge the teams without regard to their school affiliations. This is subject to the rule, which remains unchanged, that no member of the faculty, administration, or staff of the host school may act as a judge for a team from that person's school.

See Rules 4 and 8 for more information.

Pre-Negotiation Analysis

Teams now have an opportunity to present a pre-negotiation analysis in the presence of the judges. The focus of this 5-minute analysis is to explain the following to the judging panel:

1. What are your client's main interests and goals for the negotiation?
2. What is your overall negotiation strategy and why?

Judges may not ask questions or make comments during the pre-negotiation analysis; however, for scoring purposes, the judges may consider anything that is said during that time.

The addition of the pre-negotiation analysis does not affect the overall active negotiation time during each round. The post-negotiation analysis has been reduced to 5 minutes for each team, which preserves the total analysis time of 80 minutes of active competition during Rounds 1 and 2 and 120 minutes of active competition during Round 3.

See Rule 6 for more information.

Multi-Party Scoring

Changes have been made to how teams are ranked during the multi-party negotiation. Teams who compete against each other are ranked in order of effectiveness in the negotiation session with a score of 1.00 being given to the most effective team, a score of 1.33 to the next most effective team, a score of 1.67 to the next most effective team, and a score of 2.00 to the next most effective team. The purpose of this scoring mechanism is to ensure that the final round, with four teams, has the same weight in the final calculation of results as each of the first two rounds, with two teams.

See Rule 7 for more information.

Scoring Sheet: Reflection

The "Reflection" category on the Scoring Sheet was broadened to include the pre-negotiation analysis. The criterion changes from "how accurate was the team in identifying the effectiveness of its strategy and performance" to "how effective was the team in planning, anticipating challenges and assessing its own strategy."

See Appendix A for more information on judging standards.

International Competition

Language has been revised regarding the International Negotiation Competition and the possibility for a second Canadian team to participate in it under certain circumstances (i.e., based on the number of other countries who participate). The decision is made by the INC only a short time before the competition. If Canada is permitted to send a second team, the next-highest-ranking team from the CNNC will be able to compete as the second Canadian team.

See Rule 12 for more information.