



the future home of  
Le futur site du



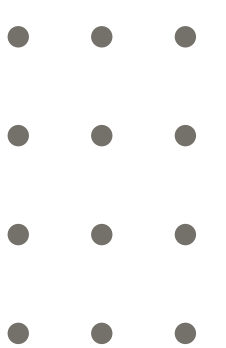
McGILL DOBSON  
CENTRE FOR  
ENTREPRENEURSHIP

BUILDING  
INNOVATIVE  
COMPANIES  
WITH A  
PURPOSE

CENTRE DOBSON  
CENTRE FOR  
ENTREPRENEURSHIP

CREATING  
ENTREPRENEURIAL  
INNOVATION  
CONSCIOUSLY

Montreal  
**Mar 10-11, 2023**



# Desautels Negotiation Competition 2023

Open to all MBA & Management  
students (Masters)







# Why a managerial negotiation competition?

Negotiating is a critical managerial skill. Negotiation holds the key to hiring and leading subordinates, solving conflicts, and getting buy-in from stakeholders. Strong negotiation skills are necessary for managers to build and maintain successful relationships with their teammates in the long term.

## What to expect?

A two-day event focused on testing and challenging students' negotiation skills in a fun and interactive environment. Teams will each participate in several original negotiation simulations involving various managerial contexts (e.g., business deals, salary negotiation, interpersonal conflicts).

The competition is designed to facilitate networking and exchange of ideas between attendees. Social events are scheduled to help participants get to know each other and expand their network beyond their own University.

## What is a negotiation simulation?

Every negotiation involves at least two parties who are asked to overcome a conflict that exists over one or more issues. Prior to every simulation, students are given confidential instructions on the role they will play and the goal they need to achieve. Once preparation is over, students meet with their counterparts and perform the negotiation.

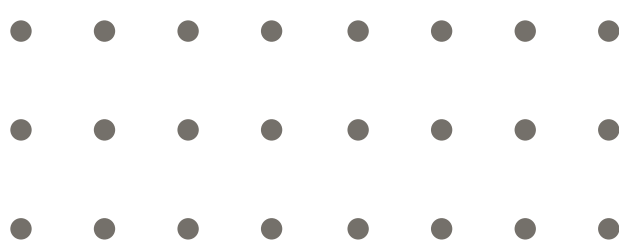
Some simulations include objectively quantifiable outcomes (e.g., an amount of money), while others are more subjective (e.g., repairing a business relationship). All simulations in our competition will reflect real-life conflicts that managers and businesspeople encounter in their work.

**Practice**  
 2 practice simulations  
 will be organized  
 online in the  
 Feb/March 2023 for  
 the participants.

## Who can participate?

The competition is open to all students from MBA and other Master-level management programs. Every team shall be composed of three members and can include one alternate member. (only 3 members can negotiate at a time)

Students from bachelor programs nearing graduation can request to participate in the competition by writing to us at [mdimc.mgmt@mcgill.ca](mailto:mdimc.mgmt@mcgill.ca)







## What are the evaluation criteria?

Teams will be evaluated both quantitatively via objective negotiation outcomes, and qualitatively via expert ratings. Assessments will factor in teams' ability to expand the pie (i.e., their integrative performance) and to get good outcomes for themselves (i.e., their distributive performance).

All teams will participate in three negotiation simulations. At the end of the 3rd round, all ratings will be computed, and a two final teams will be selected to compete for fourth round

## Why participate?

Students who participate in our competition will:

- Compete in a safe yet challenging environment
- Receive feedback from renowned experts
- Challenge their ideas
- Gain in visibility as negotiators
- Grow their professional network
- Cash Prizes and Trophies for winners

## PRIZES !

- **1ST PLACE: \$5,000**
- **2ND PLACE: \$2,500**
- **3RD PLACE: \$1,500**

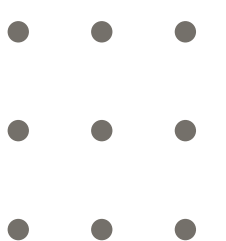
## REGISTRATIONS

**Registrations via email:** [mcca.mgmt@mcgill.ca](mailto:mcca.mgmt@mcgill.ca)

### Registration fees:

- Earlybird (till 22nd Feb 2023): 180 CAD (3 members team)/ 250 CAD with alternate member
- Normal: 250 CAD for 3 member team/300 CAD with alternate

# Registrations will close on 1 March 2023 or earlier as tickets last.  
# 1 team per university is allowed.



## Schedule

### Day #1

09:00 - 09:30: Greetings and Breakfast  
 09:30 - 10:00: Kickoff  
 10:00 - 12:00: Simulation #1  
 12:00 - 14:00: Lunch  
 14:00 - 16:00: Simulation #2  
 16:00 - 17:30: Guest Speaker & Networking Event

### Day #2

09:00 - 09:30: Greetings and Breakfast  
 09:30 - 10:00: Kickoff  
 10:00 - 12:00: Simulation #3  
 12:00 - 14:00: Lunch  
 14:00 - 16:00: Simulation #4  
 17:00 - 18:00: Awards Ceremony



## Venue

**DESAUTELS FACULTY OF MANAGEMENT, MCGILL UNIVERSITY**  
**1001 SHERBROOKE ST W, MONTREAL, QUEBEC H3A 1G5**

Nearest Airport: Montréal-Pierre Elliott Trudeau International Airport (18 Kms)

Nearest Train station: Gare Centrale- 895 Rue De La Gauchetière O, Montreal, Quebec H3B 4G1 (1.2 Kms)

Nearest Metro station: Peel (Green line) (200 mtrs.), McGill (Green line) (500 mtrs.)

## Accommodations

Participants are expected to make their own accommodations for living in Montreal. However, there are plenty of options for Hotels and Airbnb nearby Desautels that you can find.

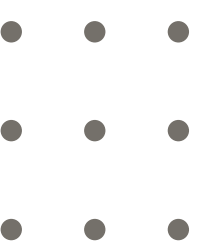
## Food

Breakfast, Lunch and evening drinks will be provided on both days. We will communicate closer to event date to confirm your food preferences.

## Organizers

The competition is an initiative by the **McGill Case Competition Association** (MCCA) and **Professor Jean-Nicolas (JN) Reyt** of Desautels Faculty of Management, McGill University.

- MCCA promotes Desautels's participation in case competitions across the globe and organizes top-notch competitions at Desautels.
- JN Reyt is an Associate Professor of Management at McGill University, where he teaches negotiation. He runs the Master Negotiators Lab, a series of open events for students and alumni to challenge their negotiation skills. He was named "Professor of the Year" in 2021 by McGill's Management Undergraduate Society and received an "Innovation in Teaching" award in 2022 from the Desautels Faculty of Management.



## Contacts & Queries

MCCA: [mcca.mgmt@mcgill.ca](mailto:mcca.mgmt@mcgill.ca)

Gautam Taneja: +1-438-924-4101; [gautam.taneja@mail.mcgill.ca](mailto:gautam.taneja@mail.mcgill.ca)

Mohit Goyal: +1-438-927-7945; [mohit.goyal@mail.mcgill.ca](mailto:mohit.goyal@mail.mcgill.ca)

Prof. Jean-Nicolas Reyt: [jean-nicolas.reyt@mcgill.ca](mailto:jean-nicolas.reyt@mcgill.ca)



**\$9000**

**IN PRIZES**

# **DESAUTELS NEGOTIATION COMPETITION**

---

**OPEN TO ALL  
MBA STUDENTS**

**MARCH 10-11, 2023  
MONTREAL**

Register via email:  
**[mcca.mgmt@mcgill.ca](mailto:mcca.mgmt@mcgill.ca)**

