

Warsaw Negotiation Round 2026

Terms and Conditions

Invitation

This is an official invitation for negotiators from all around the world to take part in the Warsaw Negotiation Round 2026. We are greatly honoured to host this event and bring together the best representatives of that art, promote it and continue the tradition of negotiating in Warsaw. This is the 17th edition of the tournament, and we hope to reach even more students from the international arena and encourage them to enroll to the event we are organizing.

§ 1 General information

1. These regulations outline the rules of participation in the Warsaw Negotiation Round, hereinafter referred to as "WNR".
2. The main organizer of the WNR is the Students' Scientific Association "Negocjator" operating at the Warsaw School of Economics, 162 Niepodległości Avenue, 02-554 Warsaw, Poland.
3. The head coordinators responsible for the organisation of the WNR are Małgorzata Wójcik and Hanna Kinalska. The entire organizing committee is composed of members of Students' Scientific Association "Negocjator".
4. Warsaw Negotiation Round 2026 takes place from Friday, May 8th 2026 until Sunday, May 10th 2026. This includes the opening ceremony, the negotiation rounds and the closing gala. During this period, participants are required to attend all organized events. Failure to participate in these events may result in the exclusion of the team from the tournament.

§ 2 Rules of Participation

1. Persons applying for the tournament must have the right to reside in Poland;
2. The finalists of the WNR are the 12 teams that successfully participated in the qualification process.
3. Each team consists of two or three members, with two of them being students of the same university. In exceptional cases teams consisting of students from different universities are allowed to participate, but they should represent one of these universities. A team can represent an external organization which

team members are all members of, however it ought to be consulted with and approved by the organizers;

4. The WNR participants should be students of higher education institutions.
5. Individuals who are not students, yet have obtained an undergraduate or graduate degree within a year before the start of the tournament can also be admitted to participate;
6. To participate in the WNR a team should fill out the form, which will be available in January, and apply by sending a letter of intent and CV of all participants to the email address: participants@warsawnegotiations.com until the deadline communicated by the organizers;
7. The WNR organizer will select a group of teams accepted to take part in the qualifications based on the following factors:
 - a. education and work experience of the Participants;
 - b. motivation to participate in the Tournament;
 - c. university rankings (based on The Times World University Ranking);
 - d. cultural diversity of the Participants.
8. The decision on the teams selected to take part in qualification process will be communicated shortly after the end of enrollment process, but not after the 8th of February 2026;
9. There are two additional events connected to Warsaw Negotiation Round:
 - a. Madrid Negotiation Round, held at the IE University in Madrid, organized in March 2026
 - b. Amsterdam Negotiation Round, held at the University of Amsterdam, organized in February 2026
10. According to the organizers resolutions winners of Madrid Negotiation Round and Amsterdam Negotiation Round are granted a place in the finals of Warsaw Negotiation Round;
11. Winner of the Students Negotiation Tournament (pol. Studencki Turniej Negocjacyjny) organized by the Scientific Students' Association "Negocjator" is granted a place in the finals of Warsaw Negotiation Round;
12. The qualification process to WNR 2026 will be held in an online form on February 21st, participation consists of taking part in one negotiation round which all members of a team are obliged to be present at;
13. The participation in the online elimination process is charged with elimination fee in the amount of 50€;
14. The organizer will announce the 9 teams selected as the finalists of the Warsaw Negotiation Round by taking part in the qualification process in the first week of March 2026;
15. All participants agree to the processing of their personal data for the purpose of completing the application and all required documents;
16. The organizer is not responsible for any problems regarding the application process which are beyond the organizer's control;

17. All late applications will not be taken into consideration by the organizer and will mean that the team resigns from the Tournament;
18. The organizer will send comments to the applications in case of incompleteness.
19. The costs of participation in the WNR 2026:
 - a. The entry fee paid by teams qualified equals 649 euro. This amount must be transferred to the organizer within the specified time and in the specified manner, of which the organizer will inform in due time in an appropriate correspondence. Absence of payment by the specified date will result in an elimination of the team from WNR. The participation fee covers the team's accommodation and alimentation (3 meals per day, 1 meal on Friday) on site. The organizers are not responsible for covering the costs of flights of the participants.
 - b. The winners of the Student Negotiation Tournament are obliged to cover the costs of accommodation, with the organiser covering only the cost of alimentation.

§ 3 Rules of the Tournament

1. The WNR consists of 4 negotiation rounds, in which all the teams take part.
2. The scoring of each round is made up of points for the scenario and those given by the jury, consisting of negotiation experts, by the organizer;
3. Each round includes solving negotiation problems included in negotiation scenarios developed by current or former members of Students' Scientific Association "Negotiator";
4. The Jury will evaluate the style and negotiating ethics of each team. The Jury will consist of: experts in negotiation and communication, special guests of the Tournament and the creator of the negotiation scenario. The exact number of experts will be published on the official social media platforms of the Tournament; The locations of each round will be presented on the official social media platforms of WNR before the start of the Tournament.
5. Each negotiation round will be conducted according to the rules of a certain round, that addresses:
 - a. Instructions of the negotiation round
 - b. Rules of pointing the scenario aspects
 - c. Timing of parts of the round
 - d. Actions prohibited during the negotiations
 - e. Possible penalties in case of not obliging to the rules

6. The rules sheet will be prepared before each round and accessible by the participants during the whole duration of a certain round.
7. The Tournament winner will be determined by the jury after the last round.
8. All additional team members: coaches, trainers, etc. are required to comply with the regulations, in particular:
 - a. Are not allowed to take part in both negotiations and preparations for negotiations;
 - b. May contact their Teams only during their free time;
 - c. A team must inform the Organiser of any additional team members and settle the conditions of their presence at the tournament.

§ 4 Obligations of the Participants

1. All Participants are obliged to follow the WNR Regulations;
2. All Participants are required to be present at every event organized during the Tournament, including: negotiation rounds, opening ceremony, final banquet and others included in the Tournament schedule;
3. Participants are forbidden to show their scripts to their opponents;
4. The main coordinators of the WNR reserve the right to deduct points from the scores of the teams that do not comply with the aforementioned rules as well as exclude the team or some of its members from the course of the competition.

§ 5 Final Provisions

1. Participation in the WNR means acceptance of the Terms and Conditions;
2. All disputes will be settled during the tournament by the main coordinators of WNR;
3. WNR organizer reserves the right to process personal data needed for the organization of the Tournament after prior approval of the Participants;
4. Acceptance of the right to process personal data is required to participate in WNR 2026.
5. The organizer reserves the right to change the Terms and Conditions before the tournament and in case of unusual circumstances without prior notice.