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Boston College Law School

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Negotiation Competition Finals October 19

10/20/04--Boston College Law School held the finals of its internal Negotiation Competition on Tuesday, October 19, at 7:00 pm. in East Wing room 120. Jane Harper and Becky Mata (Team 30) and Seth Orkand and Emily Bajcsi (Team 29) were the winners, and will advance to represent the Law School in the regional competition sponsored by the American Bar Association.

The judges, Martin L. Aronson, Ericka B. Gray, and Nelson G. Ross, lauded all the participants for their excellent negotiation skills. Mr. Ross, a 1964 graduate of the law school and the head of the Employment and Labor Law Department at Ropes & Gray, commended the first-year students for performances that were easily the equal of negotiators in actual practice.

The Negotiation Competition features two-person teams negotiating on behalf of fictitious clients. To get to the Finals, each team advances through four single-elimination rounds. In the competition, each team is given general information and confidential information that is unique to their client. Negotiations last forty minutes and are followed by a short period during which teams evaluate their own performances and answer questions from the judges.

View a photogallery from the competition