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BC Law Wins ABA Negotiations Competition

Boston College Law School

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BC Law Wins ABA Negotiations Competition

2010 NEWS ARCHIVE

11/15/10

Newton, MA--A Boston College Law School team took first place at the American Bar Association's Regional Negotiation Competition, held last weekend at Harvard Law School.

A total of 16 teams competed, with two of the teams, made up of Nancy Frigo and Irina Sivachenko, and Chris Floyd and Sameer Sheikh, representing BC Law. BC Law is the only law school to send first-year students to the competition, a tradition that has served the School well. BC has won Regionals with first-year students competing against second- and third-year students for three of the past four years.

"Nancy and Irina were amazingly nimble negotiators in the first two rounds," said Professor Paul Tremblay, team advisor. "And Chris and Sameer were brilliant. [Having] received their instructions only late in the evening on Saturday...they devised a fabulous strategy and negotiated with impressive skill and creativity. We have some pretty special students here."

Floyd and Sheikh advanced to finals and were awarded first place on Sunday, reserving them a spot in Nationals at the ABA's Midyear Meeting in Atlanta in February.

The Negotiation Competition is an opportunity for students to explore a variety of negotiation styles and to hone their strategic and communication skills. In each round of competition, two teams are presented with an issue to work out on behalf of theoretical clients. The teams compete under tight time constraints and are tested at their ability to quickly assess the interests of their client and adversary as well as showcase effective communication.