**International Negotiation Competition Q & A**

**Question:** On pg 4 of the general information provided - the paragraph starting with "we are also getting reports..." contains the sentence "TIA must be substituting lower quality wine..." - should it not be "TVW must be substituting lower quality wine" instead since it is TIA who is sending this email?

**Answer:** Yes.

**Question:** Are teams going to be penalized/negatively marked for stating something totally opposite to what is stated in the confidential information when questioned by the other team particularly? I'm assuming that teams cannot lie/go against as to what is stated in the confidential information.

**Answer:** You may NOT say anything that contradicts your confidential information, nor may you add anything self-serving that materially improves your position in the negotiation.

**Question:** I did have a query regarding the rules/procedures - from what I understand we are not allowed to carry any pre-prepared material with us inside the rooms. However, what do we do if we need to show certain research/articles/reports/statutes etc to the judges to qualify and substantiate our statements and claims during the negotiation? Can we submit such research in a file to the judges before the round starts or can we show them the same during the post-negotiation session?

**Answer:** You may not show anything to the judges at any time. If you are relying on outside materials during the negotiation, you will have to find a way to make that clear during the negotiation by explaining it. Our goal with this rule is to make sure the focus is on negotiating skill, and not which team can come up with the most, best, or prettiest supporting documentation.

**Round One General Info:**

**Question:** What does "full year" mean? Is it a calendar year?

**Answer:** "Full year" means 12 months from the beginning of the contract.

**Question:** When did the contract start?
Answer: The contract started three years ago from the date of this negotiation and has two years remaining from the date of this negotiation.

Question: How is the wine marked? "Temecula Valley Wineries", "Temecula" or something like this?

Answer: Both parties can assume that, as stated in one of the emails, "you should know that we are in full compliance with the origin and other labeling requirements of California law." Labeling is not intended to be an issue. In general, that means that the label indicates the name of the winery ("Temecula Valley Wineries"), the type (variety) of wine, the state of origin (California), the year, the alcoholic content, volume in ml, and the area of origin, "Temecula Valley."

Question: Do the parties have the samples of the tendered wine?

Answer: With regard to whether the parties have samples of the tendered wine, that information is not provided as General Information for Both Parties.