

INC SCHEDULE

Friday – 21/05
10h – 10:30h Italian Time

Opening Ceremony [<https://meet.google.com/bct-ptfb-jjh>]

Friday 21/05
11:30h to 13:30h Italian Time

Round 1 [links to the meetings will be sent the day before the event]

Friday 21/05
15h to 17h Italian Time

Round 1 [links to the meetings will be sent the day before the event]

Friday – 21/05
18h – 19:30h Italian Time

Masterclass on Negotiation [<https://meet.google.com/bct-ptfb-jjh>]

Saturday 22/05
13:30h to 15:30h Italian Time

Round 2 [links to the meetings will be sent the day before the event]

Saturday 22/05
16h to 18h Italian Time

Round 2 [links to the meetings will be sent the day before the event]

Saturday – 22/05
19h to 19:30h Italian Time

Closing Ceremony, Results and Awards [<https://meet.google.com/bct-ptfb-jjh>]

PAIRINGS

Round 1 - Mr. Klaus Kerner Smith and the Expedition Team

	ROOM A	ROOM B	ROOM C
Round 1 Friday 21/05 11h to 13h Italian Time	TUSCIA V. CASSINO	LUISS 1 v. LUMSA 1	LUISS 2. v. TRENTO 2

	ROOM D	ROOM E	ROOM F	ROOM G
Round 1 Friday 21/05 15h to 17h Italian Time	BERGAMO 1 v. TRENTO 1	BERGAMO 2 v. LUMSA 2	SALERNO v. PADOVA	BOCCONI v. OSLO UNI

Round 2 - Greek Government Division of Antiquities and the Thera Expedition Group

	ROOM A	ROOM B	ROOM C
Round 2 Saturday 22/05 13:30h to 15:30h Italian Time	OSLO UNI v. LUISS 1	SALERNO v. LUMSA 1	BERGAMO 1 v. PADOVA

	ROOM D	ROOM E	ROOM F	ROOM G
Round 2 Saturday 22/05 16h to 18h Italian Time	BERGAMO 2 v. LUISS 2	TRENTO 1 v. LUMSA 2	TRENTO 2 v. TUSCIA	CASSINO v. BOCCONI

JUDGES ALLOCATION

Round 1 - Mr. Klaus Kerner Smith and the Expedition Team

	ROOM A	ROOM B	ROOM C
Round 1 Friday 21/05 11h to 13h Italian Time	Roberto Pirozzi Carmelo Fontana Bianca Carter	Denise Campagna Camile Costa Federica Cinquetti	Angela Addressi Maja Antoniou Camille Malecot

	ROOM D	ROOM E	ROOM F	ROOM G
Round 1 Friday 21/05 15h to 17h Italian Time	Michael Granne Camile Costa Selva Korkmazcan	Agnieszka Regiec Keld Jensen Gokberk Tekin	Gennaro d'Andria Jean-Luc Delli Arzu Ongur	Roar Thun Waegger Annamaria Di Legge Sofia Giannopoulou

Round 2 - Greek Government Division of Antiquities and the Thera Expedition Group

	ROOM A	ROOM B	ROOM C
Round 2 Saturday 22/05 13:30h to 15:30h Italian Time	Gennaro d'Andria Valerio Bruno Roberto Pirozzi	Michael Rummelhoff Gokberk Tekin AJ Jawad	Roar Thun Wægger Margherita Feleppa Maja Antoniou

	ROOM D	ROOM E	ROOM F	ROOM G
Round 2 Saturday 22/05 16h to 18h Italian Time	Keld Jensen Roberto Pirozzi Denise Campagna	Mikkel Gudsoe Annamaria Di Legge Selva Korkmazcan	Alessandro Pellegrini Lucas Lanzrein Trenton Hanifin	Lucas Marques Arzu Ongur Margherita Feleppa

TECHNICAL INFORMATION – READ CAREFULLY

§ Platform to be used in the online Italian Negotiation Competition 2021

For the purposes of the Italian Negotiation Competition 2021, we will be using the Google Meet platform; therefore, **we kindly request you to set up a valid Google account.**

You will be sent different links, which will bring you to different “rooms”.

Specifically, there will be a general link [<https://meet.google.com/bct-ptfb-jjh>] which will be accessible to ALL the people involved in the Competition and will be used for **1)** the Opening Ceremony; **2)** the Masterclass on Negotiation; and **3)** the Closing Ceremony.

As per the **two negotiation rounds**, which are divided into as many rooms as the “matches” (A, B, C, D, E, F, G), the judges and the teams “sitting in” the specific room will be provided with **three additional links** the day before the event starts: the first link will divert you into the main room (*i.e.* where the negotiation round takes place), whereas the other two links will be used by the teams and the judges as breakout rooms (*i.e.* pre-negotiation sessions and reflection) (**SEE BELOW**).

It goes without saying that when a judge will be involved in more than one match, she will receive as many links as the matches she will be judging.

TECHNICAL INFORMATION – READ CAREFULLY

**EVERYONE IN THE ROOM 10
MINUTES BEFORE!!!
THE ROUND BEGINS**

TEAM 1



TEAM 2



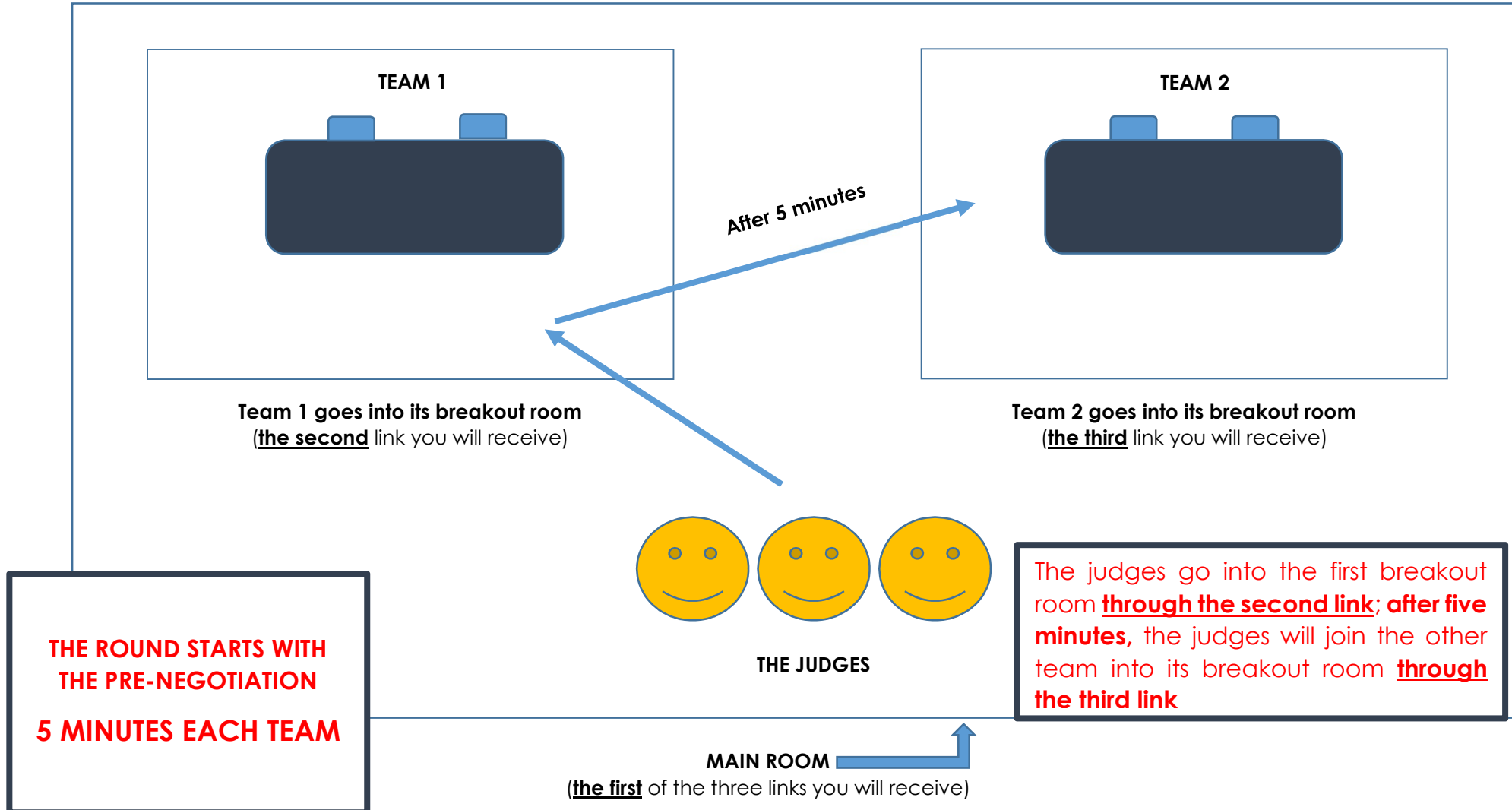
THE JUDGES

MAIN ROOM



(the first of the three links you will receive)

TECHNICAL INFORMATION – READ CAREFULLY



TECHNICAL INFORMATION – READ CAREFULLY

The judges and the teams go back into the main room via the **first link**

TEAM 1



TEAM 2



THE JUDGES

During the pauses, both teams leave the main room and go into their respective breakout room



Teams can respectively ask for pauses (during the pauses, the 45 minutes keep running):

2 pauses of 3 minutes; or

1 pause of 5 minutes

**THE ROUND CONTINUES
WITH THE NEGOTIATION
45 MINUTES**

MAIN ROOM



(**the first** of the three links you will receive)

TECHNICAL INFORMATION – READ CAREFULLY

TEAM 1



Team 1 goes into its breakout room
(the second link you will receive)

Teams go into
their respective
breakout rooms;
they have **10
minutes** in total
for the
preparation of
the **REFLECTION**

TEAM 2



Team 2 goes into its breakout room
(the third link you will receive)

END OF THE NEGOTIATION
~~45 MINUTES~~



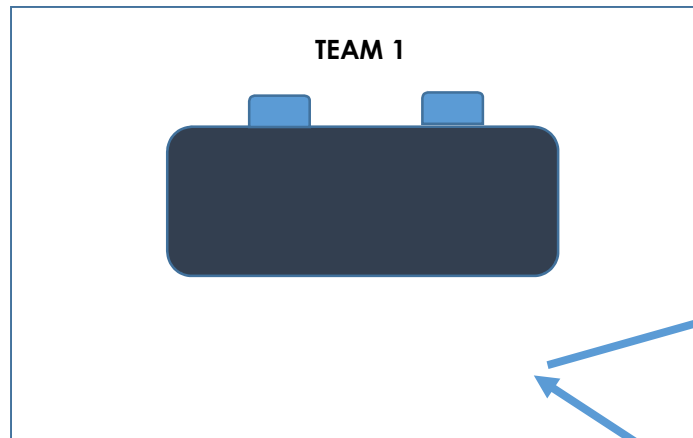
In the meantime, the judges remain
into the main room, where they fill in
the scoresheet via Google Form (SEE
BELOW).

MAIN ROOM

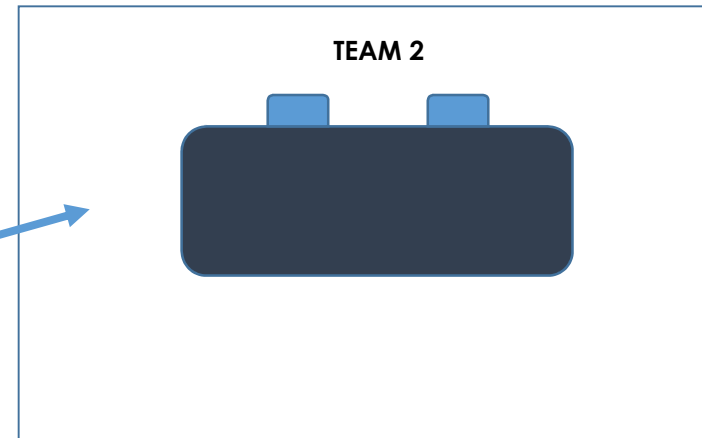
(the first of the three links you will receive)



TECHNICAL INFORMATION – READ CAREFULLY



Team 1 goes into its breakout room
(the second link you will receive)



Team 2 goes into its breakout room
(the third link you will receive)

After 5 minutes




**REFLECTION BEGINS
5 MINUTES EACH TEAM**

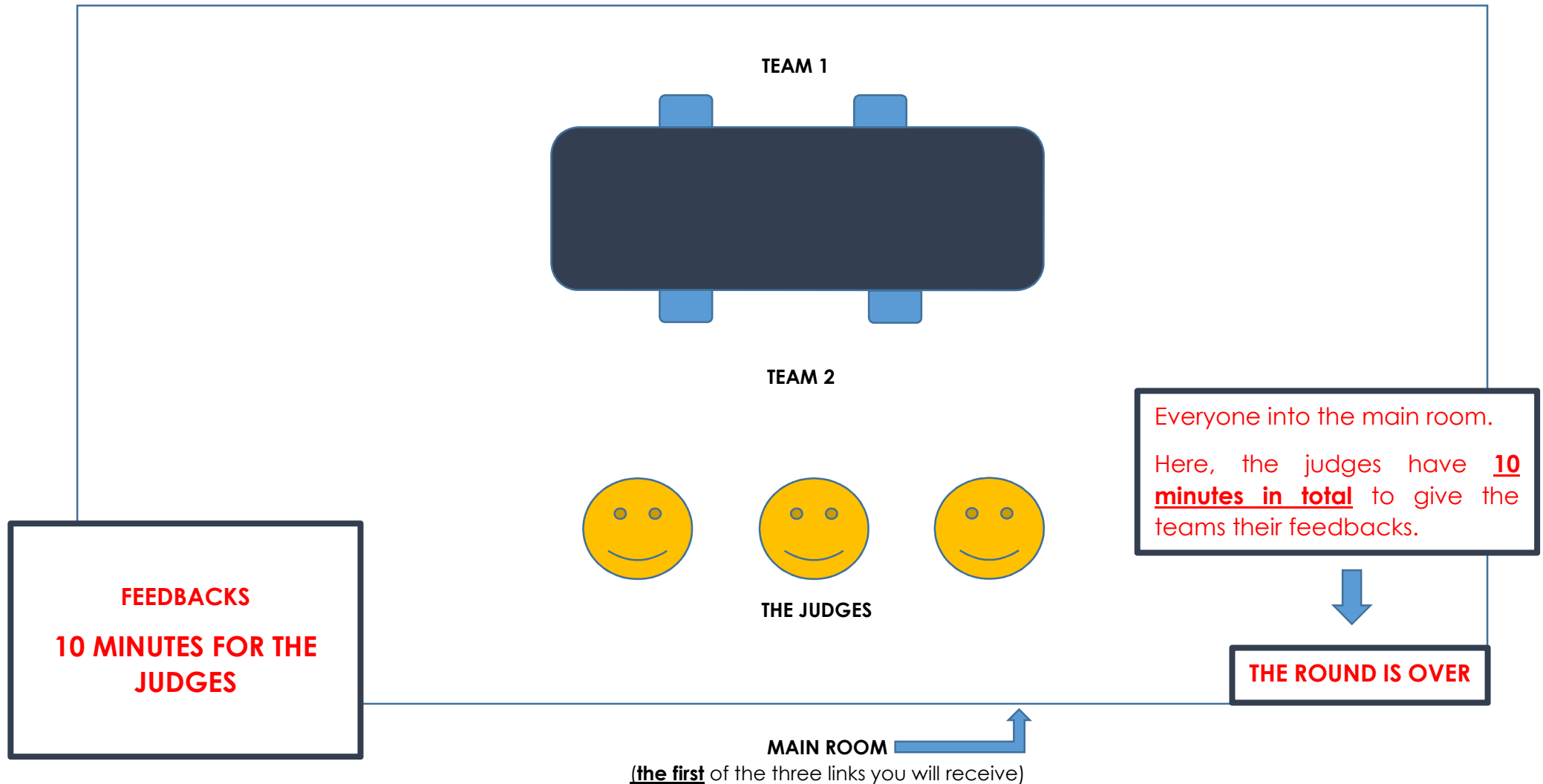
The judges will go into the first breakout room **through the second link**; after five minutes they join the other team into its breakout room **through the third link**

MAIN ROOM

(the first of the three links you will receive)



TECHNICAL INFORMATION – READ CAREFULLY



INFORMATION FOR THE JUDGES - SCORESHEETS

As per the scoresheets, we prepared 2 documents you will be able to fill in online via Google Form.

The following is the link for the scoresheet prepared for the first round of negotiation [<https://forms.gle/dgXwXGxHvzzKTZZq9>].

The following is the link for the scoresheet prepared for the second round of negotiation [<https://forms.gle/rv7TYZ2UJq3gimw57>].

Therefore, if you will be judging just one of the two rounds, please check the judges' allocation hereinabove and fill in the proper scoresheet accordingly.

Score Sheet (First Round 21/05/2021)

*Campo obbligatorio

Email *

Il tuo indirizzo email

You Full Name *

La tua risposta

Your Google Meet Room *

- ☐ Room A
- ☐ Room B
- ☐ Room C
- ☐ Room D
- ☐ Room E
- ☐ Room F
- ☐ Room G

<https://forms.gle/dgXwXGxHvzzKTZZq9>

Score Sheet (Second Round 22/05/2021)

*Campo obbligatorio

Email *

Il tuo indirizzo email

You Full Name *

La tua risposta

Your Google Meet Room *

- ☐ Room A
- ☐ Room B
- ☐ Room C
- ☐ Room D
- ☐ Room E
- ☐ Room F
- ☐ Room G

<https://forms.gle/rv7TYZ2UJq3gimw57>