

Negotiation competition

Where law *unlocks* potential

About this programme

Become a master negotiator! Test your legal and negotiation skills at the Czech-wide Negotiation Competition 2026, organised in cooperation with ELSA Czech Republic. This simulated legal and business negotiation will take place between the Czech technology company SoftWorks Digital s.r.o. and the Swedish manufacturing company Nordic Components AB. Will you negotiate the best terms for your client?

First round assignment:

SoftWorks and Nordic entered into a contract for the development and implementation of software. After the system was launched, a malfunction occurred that caused orders to be confirmed with incorrect prices or to disappear, resulting in financial losses, delivery delays, and damage to Nordic's reputation, including on social media. Nordic is seeking damages, costs, compensation for damage to its reputation, and a formal apology, while SoftWorks is contesting these claims on the basis of the statute of limitations, limitation of contractual liability, and alleged unauthorized interference with the system by Nordic.

The dispute has been ongoing for five years, with the first judgment overturned by the court of appeal and the case returning for further proceedings. The service agreement remains in force, which Nordic is keen to fulfil, while SoftWorks is facing pressure from its parent company to reach a swift and final settlement. SoftWorks therefore intends to initiate settlement negotiations to definitively resolve all claims between the parties.

Tips for entrants:

- focus on the balance of the contract – no party should be disadvantaged;
- emphasise the essential terms – general provisions aren't part of the assessment; and
- keep the proposal to a maximum of five pages.

Key dates and application:

- Submit the application form and your draft contract agreement by 22 March 2026 to [ELSA Czech Republic](#).

Czech national final:

The four best teams from the competition's first round will join us to negotiate their contract agreements against a DLA Piper partner on **15 April 2026** at DLA Piper's Prague office. Find more information and the competition rules [here](#).

This competition is a great opportunity to develop your negotiation tactics and demonstrate your knowledge of contract law. You'll develop valuable experience for your CV, and could win a prize:

- 1st place: CZK12,000
- 2nd place: CZK8,000
- 3rd place: CZK4,000
- best negotiator: CZK3,000

Ready to take on the challenge? Apply now to explore how we can unlock your potential, together.

Am I eligible?

You'll need to be a strong Czech speaker, reader and writer. Also:

- You'll be a current law student in any year of study at any Czech university.
- You'll need to team up with another student to apply jointly.

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