

# 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 2025, organised in cooperation with ELSA Czech Republic.

This simulated legal and business negotiation will be between the German company SAEL GmbH and the Czech company PADL Technologies s.r.o. Will you negotiate the best terms for your client?

## First round assignment:

You'll prepare a draft contract agreement regulating key aspects of delivering an AI application. You'll find a balanced solution that considers data protection, licensing arrangements and the parties' liability.

The AI application automates PADL's internal processes, including customer support and administrative tasks. Your draft should include key contractual provisions such as:

- liability for damages when using the application;
- licensing terms and protection of AI deliverables;
- SAEL's rights to use PADL data for further development; and
- terms and conditions for using the knowhow gained from using the application.

## 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 23 March 2025 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 **16 April 2025** 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

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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