

FACULTY ANNOUNCEMENT

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NUS Team Came Out Tops in International Law Student Competition

The National University of Singapore's (NUS) Faculty of Law team has beaten 19 other teams from around the world to take the top spot in the International Negotiation Competition (INC), marking the first time that a team from Singapore has won since the competition began in 1998.

The International Negotiation Competition (INC) is an international law student competition in which a team of two law students representing a party or a client negotiates either an international transaction or the resolution of an international dispute with an opposing team.

The NUS law team which represented Singapore comprises fourth year law students Andre Tan Qing Yang, 24, who recently graduated with a Bachelor of Laws from NUS, and Marcus Lim Tao Shien, 25 who is enrolled in a five-year double degree programme in Law and Business.



Andre (left) and Marcus: The first team from Singapore to win the top prize at the International Negotiation Competition.

"We are absolutely thrilled to have won the competition and to bring the INC Shield to Singapore for the first time in the competition's history," said Andre.

"What I like most about the competition is that we got to negotiate and compete with teams from different countries and different cultures. It provided a glimpse of the state of the current legal practice in our globalised world."

Andre and Marcus were picked from a group of 20 NUS law students after two rounds of selection. As winners of INC 2011, Andre and Marcus received certificates and the INC Shield.

The rounds of the INC 2011, hosted by Copenhagen University in Denmark, were held from 27 June to 1 July 2011. Twenty international teams from countries including Singapore, the United States, England, the Netherlands, Russia, India, South Korea and Japan competed for the top place.

About the competition

The aim of the INC is to promote greater interest among law students in legal negotiation, provide a means for law students to practise and improve their negotiating skills in cross-border transactions and disputes, and enable law students to meet other law students and lawyers from other countries. It also allows law students to experience different aspects of international legal negotiations, including differences in negotiating styles, ethical and social norms, and business practices.

The judges of the competition including lawyers and leading professors of law from participating countries evaluated the teams based on apparent preparedness, flexibility in deviating from plans or adapting a strategy, and the outcome of the negotiation as it relates to serving the client's interests.

The teams were also judged on the relationship between negotiating teams, ethics, self-analysis, as well as teamwork.

“Teamwork was a vital feature in this competition. There are a lot of variables that you simply cannot prepare for and ultimately, you will be relying a lot on your partner to help tackle any unexpected 'curve balls' thrown by the opposing team,” said Marcus.

“In particular, when we went up against an extremely strong runner-up in the Irish team, there were many moments when Andre and I took turns to lead the discussion in order to give each other more time to strategise our next step.”

The inaugural INC was held in California, United States in 1998 and NUS has participated every year since 2002. In 2009 and 2010, a joint team comprising students from NUS and SMU represented Singapore in the competition.