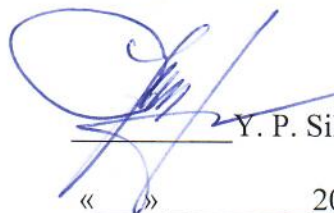





MINISTRY OF SCIENCE AND HIGHER EDUCATION OF THE RUSSIAN FEDERATION
Federal State Budgetary Educational Institution
of Higher Education
"Ural State University of Economics"
(USUE)

"APPROVE"
Rector of USUE


Y. P. Silin
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REGULATION
about the International Competition of Students of Secondary Vocational
Educational Institutions
"International Business Game: Masters of Negotiations: Strategy, Tactics, Success."

Yekaterinburg
2026

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1. General regulations

1.1. These Regulations (hereinafter referred to as the Regulations) govern the procedure for organizing and holding the International Competition for students of secondary vocational educational institutions "International Business Game: Masters of Negotiations: Strategy, Tactics, Success." (hereinafter referred to as the Competition).

1.2. The competition is held within the framework of the Congress of Strategists of the Eurasian Economic Youth Forum (hereinafter EEYF). The Internet address of the EEYF website is www.eurasia-forum.ru

1.3. Competition Organizer:

Federal State Budgetary Educational Institution of Higher Education "Ural State University of Economics" (USUE), USUE College.

1.4. The aim of the Competition is to train participants in the development and implementation of strategies and tactics for the successful solution of a given task, the development of analytical abilities, communication skills, creative thinking, the ability to work with information, the stimulation of teamwork, the application of theoretical knowledge in a real practical situation, increasing motivation for the study of economic disciplines and expanding the circle of communication for potential partnership.

1.5. The main objectives of the Competition:


- developing students' ability to make decisions in standard and non-standard situations and to take responsibility for them;
- developing skills of independent study, teamwork and presentations;
- promoting students' professional self-determination and adaptation of their theoretical knowledge to the specific conditions of operation of commercial organizations;
- identifying the most gifted and talented students and assisting them in their professional orientation and continuing their economic education;
- increasing the prestige of educational organizations of secondary vocational education and specialty in economics;
- developing cooperation with educational organizations implementing educational programs in the direction 38.00.00 "Economics and Management";
- strengthening cooperation with partners;
- creating an effective platform for networking.

2. Conditions of participation in the Competition

2.1. Students of secondary vocational educational institutions studying in the training programs of the major 38.00.00 "Economics and Management" are invited to participate in the Competition.

2.2. Participation in the Competition is individual (correspondence stage) and team (face-to-face – final stage) (up to 4 people).

2.3. There is no registration fee for participation in the Competition. Accommodation expenses for out-of-town participants, meals and transportation costs for participation in the in-person stage of the Competition are paid by the participants themselves or by the sending organizations.

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3. Stages and dates of the Competition

3.1. The Competition is an annual event and is held during the summer semester. The final dates for the Competition, as well as its main stages, are established by the order of the Chairman of the Organizing Committee of the EEYF, the Rector of USUE and are published on the Competition pages of the EEYF website.

3.2. The competition is held in three stages.

3.2.1. **The first stage (until March 20, 2026 inclusive)** – registration of participants and completion of the correspondence – individual stage in the format of online testing. Questions are presented in the form of closed questions of a theoretical nature and solutions to practical problems.

Test completion time: 30 min.

Number of attempts: one.

The link to the test and PIN codes for entry will be provided to the email address of the scientific supervisor specified in the participant's registration card.

Registration of participants: until March 20, 2026.

Testing is available: from March 1 to March 25, 2026 inclusive.

3.2.2. **The second stage (qualifying) (from March 25 to April 1, 2026)** - summing up the results of online testing. Determining the finalists of the Competition.

Based on the results of the qualifying round, 32 finalists from different educational organizations who have scored the highest number of points are determined.

The lists of finalists are posted on the Competition page and information letters about reaching the finals are sent to the finalist participants. If the finalists for any reason cannot take part in the finals in person, by decision of the Competition organizing committee, he (they) are replaced by the participant(s) who took 33rd or subsequent places in numerical order.

The list of finalists of the Competition is published on the EEYF website, on the page of the Congress of Strategists Competition **from April 1 to 10, 2026**.

An expert commission of the Competition is created to conduct an expert evaluation of the works. The decisions of the expert commission are recorded and signed by the chairman, secretary and members of the expert commission (Annexes 2, 3). The expert commission has the right to appoint additional nominations in the Competition.


3.2.3. **The third stage (final) (April 22-23, 2026)** - will be held in person at USUE **on April 22, 2026**, the award ceremony will be held **on April 24, 2026**.

The third stage will be held between the finalists of the Competition in the format of business battles "International Business Game: Masters of Negotiations: Strategy, Tactics, Success".

The game is team-based, 8 teams of 4 participants are formed from 32 finalists: 4 teams - the role of "Supplier", 4 teams - the role of "Purchaser".

Distribution of participants into teams: by drawing lots: upon entering, the participant draws a table number, a role is determined at the table.

The teams "Purchaser" and "Supplier" must conduct negotiations and secure cooperation for many years.

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Before the start of the business battles, each team receives a card with a task in accordance with the role. The "Purchaser" team also receives an "Additional Information" card, which served as the basis for inviting the partner to the meeting.

Time for preliminary preparation of the task: 30 min.

Then the teams present tasks in the negotiation format: 7-10 min.

Based on the results of the final stage, the winner and prize-winners of the Competition are determined.

4. Registration of participants, requirements for the documentation provided and rules for the design of competition entries

4.1. Registration of participants for the Competition is carried out electronically through a special registration form on the EEYF website www.eurasia-forum.ru.

4.2. To participate in the Competition, the following conditions must be met:

1) the author's application for participation in the Competition (Annex 1) - submitted by filling out the participant's registration form on the EEYF website.

2) passing the online test via the link provided by the organizers within the specified period of time.

4.3. All documents must be submitted **until March 20, 2026**, or another date specified on the Competition page of the EEYF website.

5. Criteria for evaluating competition entries

5.1. Criteria for assessing work at the second (selection) stage.

The participant takes an online test consisting of 20 closed-type questions of a theoretical nature and solutions to practical problems.

One answer - one point.


The maximum number of points is 20.

From among the participants who have passed the test - those who have answered 50% or more questions correctly, lists of students recommended for participation in the final in-person stage are formed, which will be given to the scientific supervisor at the end of the selection stage.

5.2. Criteria for assessing the work during the third (final) stage.

The assessment of the business battles "International Business Game: Masters of Negotiations: Strategy, Tactics, Success" is carried out by an expert commission according to the following criteria:


№	Criterion
1.	Teamwork: Getting to know each other and interacting. Coordinating the actions of team members. Mutual assistance and support for each other.
2.	Developing a negotiation strategy (during discussions): Preparing convincing arguments in favor of your proposal. Preparing responses to possible objections. Developing alternative transaction options.

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3.	Negotiation Strategy: How well has the team developed a strategy to achieve its goals? The ability to analyze the situation and choose appropriate tactics.
4.	Break-even point analysis: Correctness and accuracy of calculating your own and someone else's break-even point. Ability to use this data in negotiations.
5.	Flexibility and adaptability: The ability of the team to adapt to changing negotiation conditions and find compromises.
6.	Communication skills: The level of clarity, confidence and persuasiveness in communicating with the other party.
7.	Listening skills: Actively listening and understanding the needs and interests of the other party.
8.	Financial benefit: Maximizing the profit from the transaction, taking into account the interests of both parties.
9.	Long-term: Ways the team has secured collaboration for the future, including suggestions for further engagement.
10.	Creativity of proposals: Originality and attractiveness of the proposed terms of the transaction.
11.	Negotiation Ethics: Adherence to ethical standards and principles in the negotiation process.
12.	Conflict Management: Ability to resolve disagreements and conflicts during negotiations in a constructive manner.
13.	Strengthening cooperation: Concluding a long-term contract. Creating conditions for positive interaction in the future.
14.	Evaluation of the effectiveness of negotiations: Analysis of the results of negotiations in terms of achieving the set goals. Identification of weaknesses and development of recommendations for their elimination.

Each criterion is assessed from 0 to 2 points. The maximum number of points is 28.

Assessment scheme	2 points	The action was carried out in full accordance with the established requirements.
	1 point	The action has been completed, but below the established requirements (there are minor errors)
	0 points	Action not performed, no result

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6. Awarding of the winners

6.1. Based on the results of the final round, the winning team and the teams that are the prize winners of the Competition are determined. The winner and prize winners are awarded with Diplomas of the 1st, 2nd, 3rd degree, as well as gifts from the partners of the Competition. All participants of the final round receive electronic certificates of the Competition finalists.

6.2. Teams - Participants who took 4th and 5th places, as well as winners of additional nominations of the Competition (if there are nominations) are awarded certificates for 4th and 5th place in the Competition, or for winning a nomination.

7. Competition Management

7.1. The Competition is managed by the EEYF Directorate and the Competition Organizing Committee.

7.2. An Organizing Committee approved by the order of the Rector of USUE is formed to organize and conduct the competition. The Organizing Committee shall include:

- Chairman of the Organizing Committee of the EEYF;
- Co-Chairman of the Organizing Committee of the EEYF;
- Members of the Organizing Committee:
- Scientific Director of the Competition;
- Coordinator(s) of the Competition;
- Members of the Expert Commission of the Competition;
- Representatives of the organizations - partners of the Competition;
- Secretary of the Competition.

7.3. The Organizing Committee shall exercise general management over the organization and holding of the Competition.

7.3.1. The Chairman of the Organizing Committee:


- approves the Competition Regulations, signs the order on holding the Competition and the composition of the Competition Organizing Committee, the order on the composition of the expert commission;
- carries out general management of the organization and holding of the EEYF events, within the framework of which the competition is held.

7.3.2. Co-chairman of the organizing committee:

- carries out direct management of the organization and holding of the EEYF, together with the scientific director of the Competition, forms the composition of the expert commission of the Competition.

7.3.3. The Academic Supervisor of the Competition:

- prepares the draft Regulations on the Competition and submits it to the Rector for approval, prepares amendments and additions to it;
- is the co-chair of the expert committee of the Competition;
- selects the composition of the expert committee of the Competition;
- develops and approves with the chairman of the expert committee the assignments for the participants of the Competition.

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7.3.4. Competition Coordinator(s):

- ensures the invitation of members of the Competition expert committee;
- organizes the distribution of information letters to educational, research and scientific organizations of the Russian Federation and foreign countries;
- ensures the operation of a specialized website for the selection round of the Competition;
- organizes the final and the work of the expert committee during the final of the Competition;
- organizes the registration of diplomas and the awarding of winners and prize winners of the Competition;
- prepares a report on the Competition.

7.3.5. The Chairman of the Expert Committee of the Competition is the Director of the EEYF Congress where the Competition is held. The Co-Chairman of the Expert Committee of the Competition is the Scientific Director of the Competition. The Expert Committee includes highly qualified teaching and research workers, leading specialists from among the EEYF organizers, as well as invited experts. More than half of the members of the Expert Committee must be representatives of third-party organizations. The decisions of the Expert Committee are made by open voting, by a simple majority of votes of the members of the Expert Committee present, are recorded, the minutes are signed by the Chairman, Secretary and members of the Expert Committee (Annexes 2, 3).

7.4. Information about the scientific supervisor, coordinator, and the composition of the expert committee of the Competition is published annually on the Competition page of the EEYF website.

8. Coordinates of the Organizing Committee of the Competition

Competition organizer: Ural State University of Economics (USUE)

Address: 620144. Yekaterinburg, March 8/Narodnaya Volya street, 62/45 bldg.


Telephone: (343) 257-91-40, Fax: (343) 257-71-47

Official website of the organizer: www.usue.ru

Official website of the Competition and the Eurasian Economic Youth Forum (EEYF): www.eurasia-forum.ru

The USUE division responsible for holding the Olympiad: USUE College

Contact information for the Competition coordinators is provided on the Competition page of the EEYF website.

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Annex 1

PARTICIPANT'S APPLICATION


About the International competition of students of secondary vocational educational institutions
"International business game: Masters of negotiations: Strategy, Tactics, Success."

Please register my participation in the International Competition of students of secondary vocational educational institutions "International Business Game: Masters of Negotiations: Strategy, Tactics, Success." I provide the following information about myself:

Participant	Surname	
	Name	
	Patronymic	
	Date of Birth	
	Place of study	
	Group, course	
	Speciality	
	Address (country, city)	
	Contact number	
	e-mail	
Scientific director	Surname	
	Name	
	Patronymic	
	Academic degree, title	
	Position	
	Name of the organization	
	Contact number	
	e-mail	

*The application is submitted by filling out the participant registration form on the specialized website of the EEYF

If a team of participants registers, one of the team members registers as the "team captain" and attaches a file with the competition work (poster) to the registration form. All other team members register as "team members", indicating the name of their team in the subject of the work. To complete the registration, team members attach a file with the team name and a list of team members.

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Annex 2

PROTOCOL OF THE MEETING OF THE EXPERT COMMISSION

International competition of students of secondary vocational educational institutions
"International business game: Masters of negotiations: Strategy, Tactics, Success."

№ ____ 1 ____

Yekaterinburg

Composition of the expert committee:

Chairman of the expert commission:

FULL NAME _____ – position _____

Co-chairman of the expert committee:

FULL NAME _____ – position _____

Members of the expert commission:

FULL NAME _____ – position _____

Agenda of the meeting of the expert commission:

Determination of the finalists of the International Competition of students of educational organizations of secondary vocational education "International Business Game: Masters of Negotiations: Strategy, Tactics, Success." within the framework of the selection stage.

Based on the results of the first stage of the International Competition of Students of Secondary Vocational Educational Institutions "International Business Game: Masters of Negotiations: Strategy, Tactics, Success." _____ participants were admitted to the expert evaluation.

After evaluating the results of the selection round of participants, the commission decided:

1. Establish the following participant ratings:

Table 1 – Participant ratings

№	Full name	Name of educational organization	Number of points scored

In accordance with the points scored, bring the following participants to the final of the International Business Game: Masters of Negotiations: Strategy, Tactics, Success.

Table 2 – Competition Finalists

№	Full name	Name of educational organization	Number of points scored

Chairman of the expert commission

_____/ Full name
Signature

Co-chairman of the expert committee


_____/ Full name
Signature

Member of the expert committee

_____/ Full name
Signature

Secretary

_____/ Full name
Signature

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Annex 3

PROTOCOL OF THE MEETING OF THE EXPERT COMMISSION

on determining the winners and prize-winners of the International Competition for students of secondary vocational educational institutions "International Business Game: Masters of Negotiations: Strategy, Tactics, Success."

№ 2

Yekaterinburg

Composition of the expert committee:

Chairman of the expert commission:

FULL NAME – position

Co-chairman of the expert committee:

FULL NAME – position

Members of the expert commission:

FULL NAME – position

Agenda of the meeting of the expert commission:

Determination of the winners and prize-winners of the International Competition of students of secondary vocational educational institutions "International Business Game: Masters of Negotiations: Strategy, Tactics, Success." within the framework of the final (final) stage.

Based on the results of the second (qualifying) stage of the International Competition of students of secondary vocational educational organizations "International Business Game: Masters of Negotiations: Strategy, Tactics, Success." _____ participants were admitted to the final.

After evaluating the results of the final stage, the commission decided:

1. Establish the following ratings for the participating teams:

Table 1 – Ratings for the participating teams

Team number	Full name of the team member	Name of educational organization	The number of points scored by the team

2. In accordance with the points scored, assign the following award documents to each participant of the final (final) stage of the competition


Table 2 – Award documents of participants

№	Full name	Name of educational organization	Type of award document

3. To declare the winner of the International Business Game: Masters of Negotiations: Strategy, Tactics, Success." the team consisting of:

(Full name)

(Full name)

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(Full name)

(Full name)

To recognize the winner (2nd place) of the International Competition of students of secondary vocational educational institutions "International Business Game: Masters of Negotiations: Strategy, Tactics, Success." team consisting of:

(Full name)

(Full name)

(Full name)

(Full name)

(Full name)

To recognize the winner (3rd place) of the International Competition of students of secondary vocational educational institutions "International Business Game: Masters of Negotiations: Strategy, Tactics, Success." team consisting of:

(Full name)

(Full name)

(Full name)

(Full name)

(Full name)

Chairman of the expert commission

_____ / Full name
Signature

Co-chairman of the expert committee

_____ / Full name
Signature

Member of the expert committee

_____ / Full name
Signature

Secretary

_____ / Full name
Signature

The draft Regulation introduces
scientific director of the competition,
Deputy Director of the USUE college
for Academic Affairs


_____ L.N. Cheganova

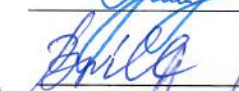
Agreed:
Vice-Rector for Social Work
and Youth Policy,
Co-Chairman of the EEYF


_____ R.V. Krasnov

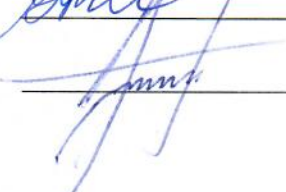
Vice-Rector for Research


_____ V.E. Kovalev


Head of the Legal Department


_____ M.I. Brill

Head of MSRR


_____ V.A. Blaginin

Head of International Cooperation
Department


_____ O. A. Bazhenova