

# Visionary World Cup 2025 Rule

July 22<sup>nd</sup> version

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## 1. Rules

- (1) The Visionary World Cup 2025 (hereinafter referred to as “the Competition”) shall be conducted in accordance with Visionary World Cup 2025 Rule (hereinafter referred to as “these Rules”).
- (2) These Rules may be amended by the Organizing Committee as necessary. In such cases, the Organizing Committee will promptly notify all participants.
- (3) Questions regarding these Rules must be submitted to the Organizing Committee by the deadline specified in Rule 3(2)⑥, along with the reason for the inquiry. If the Organizing Committee chooses to respond, it will notify all participants of (i) the content of the question and (ii) the response. However, the Organizing Committee reserves the right to refrain from answering at its discretion.
- (4) Matters not explicitly stated in these Rules may be decided by the Organizing Committee through discussion, if deemed necessary for the smooth operation of the Competition. In such cases, the decision will be communicated to participants.

## 2. Format of the Competition

- (1) The Competition will be held in person.
- (2) Judging may be conducted either in person or online.

## 3. Dates and Venue

- (1) The dates and venue for this competition are as follows.
  - ① Date: September 5th (Fri) to 6th (Sat), 2025
  - ② Venue: In person (Venue: Wellness Hotel Bourou Seikaiha, a facility of Pasona Group, Awaji Island, Hyogo Prefecture)
- (2) The schedule leading up to the competition is as follows  
2025
  - ① June 30 (Mon) Application deadline
  - ② July 4 (Fri) Participant selection and notification
  - ③ July 11 (Fri) Participation fee payment deadline
  - ④ July 15 (Tue), 15:00–16:00 Pre-event briefing session  
Overview of the competition, lecture on negotiation, team confirmation, etc.
  - ⑤ July 22 (Tue) Distribution of the negotiation case and the event guide
  - ⑥ August 8 (Fri), 15:00 Deadline for questions on the case and rules
  - ⑦ Mid to late August Judge briefing session
  - ⑧ September 5 (Fri) – September 6 (Sat) Visionary World Cup 2025 Competition

#### 4. Organizing Committee

- (1) In addition to the matters specified in these Rules, the Organizing Committee shall manage and oversee all aspects of the operation of this Competition.
- (2) Questions and communications with the Organizing Committee must be submitted via email to the Secretariat at: [futuredesign@pasonagroup.co.jp](mailto:futuredesign@pasonagroup.co.jp).
- (3) In principle, all communications from the Organizing Committee will be sent to the email address provided at the time of entry.

#### 5. Case Materials (①Public Information, ②Confidential Information)

- (1) The negotiation scenario for this Competition will consist of the following:
  - ① Public Information: Information provided to all participants (main scenario text)
  - ② Confidential Information: Information provided only to one of the negotiating parties
- (2) The handling of questions regarding the scenario shall be as follows:
  - 1) Questions must be submitted to the Organizing Committee by the designated question deadline.
  - 2) Each question must include a reason.
  - 3) If the Organizing Committee deems it necessary to respond to a question:
    - ① In the case of a question concerning public information, the response will be shared with all participating students.
    - ② In the case of a question concerning confidential information, the response will be shared only with the relevant team.
  - 4) In principle, responses to questions will be provided in the form of changes or corrections to the scenario.
  - 5) The Organizing Committee reserves the right to decline to answer questions at its discretion.
- (3) Confidential information as stated in ② will be handled as follows:
  - 1) Confidential information must not be disclosed to other teams or third parties.
  - 2) Participants must ensure that information contained in the confidential materials or any details about their team's negotiation strategy are not accessible to individuals outside the Competition (this includes posting on websites, blogs, social media platforms, etc.).
  - 3) If, due to intentional or negligent actions, such information is made accessible to non-participants, a penalty of 1 to 3 points may be deducted from the score of the team responsible for the breach.

- (4) The Organizing Committee may update or revise the scenario at any time. In such cases, the Committee will promptly notify all participants.

## **6. Entry & Match Structure**

- (1) Those wishing to participate must submit an entry through the designated application form. If the number of applicants exceeds the capacity (approximately 30 people), the Organizing Committee will select participants based on various factors, taking into account the information provided in the form (including preferred language).
- (2) Each team will be assigned one of the parties outlined in the scenario. Matches will be conducted on a team-vs-team basis.
- (3) Each team will be assigned to an English-language match or a Japanese-language match.
- (4) Team composition and match pairings will be determined by the Organizing Committee based on the contents of the application form. Participants may also apply as a pre-formed team (e.g., from the same university).
- (5) In principle, each team will consist of 2 to 3 members. However, exceptions may be made at the discretion of the Organizing Committee.
- (6) Negotiation or information exchange with other teams prior to the match day is strictly prohibited. Information exchange with teams other than your designated opponent is also strictly prohibited on the day of the match.

## **7. Competition Day Schedule**

- (1) The Competition will be conducted according to the following schedule:

9/5(Fri) Pre-event Lecture and Negotiation Preparation

14:30~15:15 Pre-event Lecture

15:15~17:30 Negotiation Preparation

17:30~17:45 Briefing & determination of self-evaluation order by the secretariat  
(order decided by rock-paper-scissors for each match)

9/6(Sat) Negotiation Day

9:40~10:10 Each team presents their negotiation plan to the judges (10 minutes x 3 teams)

10:10~11:40 Negotiation (90 minutes)

※Whether to take a break during negotiation will be decided between teams

11:40~11:55 Break and preparation for self-evaluation (15 minutes)

11:55~12:55 Self-evaluation presentations & judge Q&A (20 minutes x 3 teams)

12:55~13:10 Judge feedback (15 minutes)

## (2) Self-Evaluation and Judge Q&A

In the absence of the opposing team, each team will give an explanation to the judges regarding their performance as a team, based on the “Self-Evaluation Points” listed below (approximately 10 minutes). Following that, the judges will ask questions (approximately 10 minutes, total of 20 minutes). The explanation to the judges may be given by a representative or divided among the team members.

「Self-Evaluation Points」

- ① Were the team’s negotiation objectives achieved?
- ② Did the negotiation strategy function as planned?
- ③ If you were to negotiate under the same conditions tomorrow, what would you do the same and what would you do differently?
- ④ What were the strengths and weaknesses of the opposing team’s negotiation?

## (3) Judge Feedback

Feedback will be provided by the judges in the presence of all teams. In giving comments, judges will take into account the limited time and the simulated nature of the competition rather than real-world negotiation conditions.

## 8. Supporting Documents

- (1) Each team may use materials to support their arguments. However, the use of recorded videos is not allowed, regardless of who created them.
- (2) The opposing team may request additional time to review any presented materials if necessary.
- (3) Each team must prepare name tags and table nameplates that clearly indicate each participant’s name and role in the negotiation. Name tags should be business card-sized and placed in a name tag holder. Table nameplates should be made by folding an A4-sized sheet of paper.
- (4) Judges may prohibit the use of materials if they determine that it would interfere with the progress of the competition or for other reasonable grounds.

## 9. Facility Use & Health Measures

- (1) Participants must follow the instructions of the Organizing Committee when using the venue’s facilities.
- (2) The use of whiteboards, projectors, and classroom arrangements in the match rooms must be coordinated between the competing teams on the day of the event. Teams are expected to cooperate and share these resources fairly. Participants are also permitted to bring and use their own projectors.

( 3 ) Individuals with symptoms suggestive of an infectious disease, such as fever or cough, are not permitted to participate in or observe the event.

## **10. Evaluation & Judges**

- ( 1 ) In principle, each match will be judged by three judges.
- ( 2 ) Judging may take place either in person or online.
- ( 3 ) Judges will be selected by the Organizing Committee.
- ( 4 ) Judges may ask participants any questions they deem necessary for the judging process at any time.
- ( 5 ) The individual scores and evaluations given by each judge will not be disclosed.
- ( 6 ) If any participant engages in behavior during the competition that significantly deviates from the etiquette expected of professionals in diplomacy or business, points may be deducted at the discretion of the Organizing Committee.
- ( 7 ) Each team's score will be calculated by subtracting any deductions from the total of all judges' scores.
- ( 8 ) Each judge will conduct their evaluation independently. However, this does not preclude judges from exchanging opinions during the judging process.

## **11. Awards**

- ( 1 ) Awards will be given to the top-ranking teams and individuals with the highest scores.
  - ① English matches: Top 1 team and Top 3 individuals
  - ② Japanese matches: Top 1 team and Top 3 individuals
- ( 2 ) In the event that two or more teams or individuals receive the same score, they will be awarded the same rank.
- ( 3 ) Award recipients will also receive supplementary prizes.

## **12. Prohibited Conduct**

The following actions are prohibited:

- ① Communicating or negotiating with other teams regarding the competition cases prior to the event, regardless of the method used (including face-to-face meetings, phone calls, emails, or any other means).
- ② Communicating with individuals other than team members regarding the competition problems during a round, using electronic devices or other means (communication among team members using electronic devices is permitted).
- ③ Violating the Rules.

- ④ Failing to follow the instructions of the Organizing Committee.
- ⑤ Failing to follow the instructions of the judges.
- ⑥ Committing acts that violate copyrights or other laws.
- ⑦ Interfering the smooth operation of the competition.
- ⑧ Behaving in a manner that violates standard etiquette.
- ⑨ Giving drinks, snacks, or any other gifts to judges during the competition period.

### **13. Rule Violations**

If the Organizing Committee determines that a team has violated these rules (including teams that have received a warning), the Organizing Committee may deduct points as it deems necessary or may exclude the team from receiving an award.

### **14. Appeals**

- (1) Appeals regarding violations of the Rules by other teams must be submitted to the Organizing Committee by the team representative within 10 minutes after the end of the round. The Organizing Committee will make a decision after hearing from the representative of the team against whom the complaint has been made.
- (2) Notwithstanding the above, if an urgent response is deemed necessary, a team representative may request the judges to confirm the Rules and address the opposing team's actions, even if negotiations are in progress. If the judges deem this request to be valid, they may either issue instructions at their own discretion or consult with the Organizing Committee to decide on an appropriate response.
- (3) Decisions made by the Organizing Committee under paragraph 1 and by the judges under paragraph 2 are final and may not be appealed.

### **15. Pamphlets, Video Recording, Publicity & Information Handling**

- (1) Participants, judges, and management staff agree that their names, affiliations, photographs, video recordings, etc. may be published in brochures, official websites, promotional materials, and other materials necessary for the operation of the competition. These materials may be created by the Organizing Committee, Secretariat, organizers (including co-organizers), and sponsors. Personal information will be collected and used (including joint use) in accordance with the privacy policies within this scope.
- (2) Participants, judges, and staff acknowledge and consent that the competition may be recorded and that such recordings may be used for future educational, research, training, and promotional purposes.

- ( 3 ) The Organizing Committee will determine whether visitors to the competition can observe the competition and the conditions for such observation. Visitors must comply with these Rules.

#### **16. Participation Fees**

- ( 1 ) The participation fee for this event is 5,000 yen per person.
- ( 2 ) The fee includes meals, accommodation, and transportation from JR Shin-Kobe Station to the venue for the two days of the competition.

\* Participants are responsible for their own transportation costs from their home to JR Shin-Kobe Station.

- ( 3 ) In addition to those stipulated in these rules, any other expenses related to participation in this event shall be borne by the individual participant.
- ( 4 ) The participation fee must be paid in advance via bank transfer. If payment is not confirmed by the pre-event briefing on July 15, the participant will not be allowed to take part in the event.