



**AI Musanna College of Technology**  
**Department of Business Studies**  
**Inter-Collegiate Business Meet 2018**



**NEGOTIATION GAME RULES:**

1. Each team will be given virtual money.
2. Each team must buy at least **FIVE** Scrambled words with virtual money.
3. Accounting and Finance Terminology will be given as scrambled words.
4. The price of scrambled word is based on the word length. (Low price for lengthy words)
5. The earning points of scrambled words are based on the word length. (High Points for lengthy words)
6. There are **FIVE** categories of words based on length.
7. The teams can choose the category of words according to their strategy and budget.
8. The assigned scrambled words need to be decoded within specified duration.
9. The team with unsolved word will not be awarded any points.
10. The teams will be awarded points for unused virtual money.
11. The top three teams will move to Stage-II (Smart Bull Bidding Game) of the event.
12. Points and prices of the game will be provided at the beginning of the negotiation game