

Visionary World Cup 2026 Rule

August 6 version

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1. Rules

- (1) The Visionary World Cup 2026 (hereinafter referred to as “the Competition”) shall be conducted in accordance with Visionary World Cup 2026 Rule (hereinafter referred to as “the Rules”).
- (2) The Rules may be amended by the Steering Committee as necessary. In such cases, the Steering Committee will promptly notify all participants.
- (3) All questions regarding the Rules must be submitted to the Steering Committee by the designated <Question Deadline>. Each question must include a reason. When responding to questions, the Steering Committee will notify all participants, not only the person who submitted the question, of: ① the content of the question, and ② the response to the question. However, the Steering Committee reserves the right, at its discretion, not to provide a response.
- (4) Matters not explicitly stated in the Rules may be decided by the Steering Committee through discussion, if deemed necessary for the smooth operation of the Competition. In such cases, the decision will be communicated to participants.

2. Competition Format

- (1) The Competition will, in principle, be conducted in person. However, it may be switched to an online format due to circumstances such as severe weather or natural disasters. In such cases, participants and judges will be notified in principle at least two days prior to the event. If the Competition is held online, further details regarding the format will be provided separately.

3. Date and Venue

- (1) The dates and venue for the Competition are as follows.
 - ① Date: August 30th (Sun) to 31st (Mon), 2026
 - ② Venue: In person (Venue: Wellness Hotel Bourou Seikaiha, a facility of Pasona Group, Awaji Island, Hyogo Prefecture)
 - ※If the Competition is held online, further details regarding the format will be provided separately.
- (2) The schedule leading up to the Competition is as follows
2026
 - ① May 27 (Wed), 18:00 Information Session
 - ② June 19 (Fri) <Application Deadline>
 - ③ June 24 (Wed) <Participant Selection and Notification>
 - ④ July 3 (Fri) <Participation Fee Payment Deadline>

- ⑤ July 8 (Wed), 18:00 Pre-Event Briefing for Participants
※Includes Competition overview, negotiation lecture, and team assignments
- ⑥ July 15 (Wed) <Distribution of Negotiation Case Materials And D-day Handbook>
- ⑦ August 14 (Fri), 15:00 <Deadline for Questions regarding the Negotiation Case Materials and the Rules>
- ⑧ August 19 (Wed), 18:00 (Judges Briefing Session)
- ⑨ August 21 (Fri) <Deadline for Responses to Questions>
- ⑩ August 30 (Sun) - 31 (Mon) Visionary World Cup 2026 Competition Day

4. Steering Committee

- (1) In addition to the matters specified in the Rules, the Steering Committee shall manage and oversee all aspects of the operation of this Competition.
- (2) Questions and communications with the Steering Committee must be submitted via email to the Secretariat at: futuredesign@pasonagroup.co.jp.
- (3) In principle, all communications from the Steering 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 Case Materials 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) <Question Deadline> Questions must be submitted to the Steering Committee by the designated deadline.
 - 2) Each question must include a reason.
 - 3) If the Steering Committee determines that a response to a question is necessary, it will be communicated as follows:
 - ① Questions regarding Public Information: to all participants
 - ② Questions regarding Confidential Information: to all teams corresponding to the relevant party
 - 4) In principle, responses to questions will be provided in the form of changes or corrections to the scenario.

- 5) The Steering 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, opposing parties, 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.
- (※) As any disclosure of Confidential Information may have a significant impact on the implementation and operation of the Competition, participants are requested to exercise the utmost care.
- (4) The Steering Committee may update or revise the scenario at any time. In such cases, the Committee will promptly notify all participants.

6. Entry & Match Format

- (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 Steering 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 Steering 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 Steering Committee.
- (6) Team members may freely hold discussions within their team prior to the Competition Day. However, negotiations or information exchange with other teams before the Competition Day are strictly prohibited.

7. Competition Day Schedule

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

8/30(Sun) 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)

(You can use your free time after dinner, bathing, etc., to prepare for negotiations.)

8/31(Mon) Negotiation D-Day

(The time before the start can be used for preparing for negotiations.)

9:20~9:40 Each team presents their negotiation plan to the judges (10 minutes x 2 teams)

9:40~11:40 Negotiation (120 minutes)

※ Breaks during the negotiation may be arranged freely between the two teams

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

11:55~12:35 Self-evaluation session & Q&A with judges (20 minutes x 2 teams)

12:35~12:50 Judge feedback (15 minutes)

(End)

(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. During the feedback session, consideration will be given to the fact that the Competition setting differs from real-world negotiations and that time is limited.

8. Materials, Nameplates, etc.

- (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/Safety Measures

- (1) Participants must follow the instructions of the Steering 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 Competition in person. In such cases, participation in an online format will be allowed; however, the relevant team must prepare the necessary equipment.

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 Steering 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 standards of conduct expected of individuals involved in diplomacy or business, points may be deducted at the discretion of the Steering Committee.
- (7) Each team's final score shall be calculated by subtracting any deductions under (6) from the total score awarded by the judges.

(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 presented to the top-scoring team and top three individuals with the highest scores.
- (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.
- (4) The Steering Committee may, at its discretion, present special awards.

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 Case materials of the Competition, by electronic devices or any other means, is prohibited (communication among team members using electronic devices or other means is permitted).
- ③ Violating the Rules.
- ④ Failing to follow the instructions of the Steering 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.
- ⑩ Participants may use generative AI only during the preparation period before the competition. The use of generative AI during negotiation sessions or breaks is prohibited.

13. Rule Violations

If the Steering Committee determines that a team has violated the Rules (including teams that have received a warning), the Steering 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 Steering Committee by the team representative within 10 minutes after the end of the round. The Steering 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 Steering Committee to decide on an appropriate response.
- (3) Decisions made by the Steering Committee under paragraph 1 and by the judges under paragraph 2 are final and may not be appealed.

15. Consent for Use of Personal Information and Portrait

- (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 Steering 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 Steering Committee will determine whether visitors to the Competition can observe the Competition and the conditions for such observation. Visitors must comply with the Rules.

16. Participation Fees

- (1) The participation fee for the Competition 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 the Rules, any other expenses related to participation in the Competition 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 8, the participant will not be allowed to take part in the Competition.

(End)