

TRANSACTIONAL NEGOTIATION TEAM (TNT)



The Transactional Negotiation Team (TNT) is an intramural competition that offers students the opportunity to negotiate a complex business deal in front of practicing attorneys.

Think “moot court” for deal lawyers.

How Do I Sign Up?

TNT is a 2-unit, pass/fail course offered in the spring. Generally, day students may participate in their 3L spring. Evening students are welcome, and may participate in their 3E or 4E spring. Sign up is through the regular spring semester registration process. Auditions apply only if maximum registration capacity (16 students) is exceeded.

You must take Business Planning prior to joining the TNT and Business Associations is a pre-requisite to Business Planning. There are no exceptions to these pre-requisites.

What do we negotiate?

TNT students negotiate a complex business problem, often involving the sale of a company. Students learn about deal structures and negotiation strategy. Students also draft a transaction document presenting their client’s proposal for completing the transaction, then review and respond to drafts prepared by the students representing the other side of the prospective deal.

How does the tournament work?

All TNT members engage in at least five one-on-one negotiation sessions with their peers. The tournament involves eight rounds in total (elimination rounds begin in session five).

Guest attorneys, including law firm partners and associates, TNT alumni and in-house counsel, act as judges and determine who progresses in the tournament. Guest attorneys provide live feedback to students on their negotiation style and substantive understanding of the deal.

What are the TNT Finals?

The final round of negotiation takes place in mid-April. Finalists negotiate in front of an audience and a panel of guest attorneys who deliver feedback. A celebratory reception follows and students are welcome to attend.

Questions about the Transactional Negotiation Team should be directed to Professor Treviño at shannon.trevino@lls.edu or 213.736.1066.