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S. K. MISRA MEMORIAL INTERNATIONAL MEDIATION AND NEGOTIATION COMPETITION 2.0 *powered by*



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'When the going gets tough, the tough get going'



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Mr. SK Misra was a professor of mathematics in Uttar Pradesh and later joined civil services in Bihar. In 1989 he was promoted into Indian administrative service (IAS) and was a distinguished Bihar cadre officer. After retiring from IAS he dedicated his life to right to information act and was the first secretary of Bihar information commission. In the last years of his life he was mentoring many civil services aspirants who used to take his guidance in Delhi. He left this world in May 2015.



- ! Awarded in the category of Environment, India Business Law Journal 2020
- ! Ranked 37th in the RSG Top 50 India Law Firms, 2019
- ! Included in 50 leading commercial law firms in India, India BusinessLaw Journal (2019 and 2015 Editions, Hong Kong)
- ! Member Law Firm - India, IR Global
- ! Best Environmental Lawyer of the Year, 2013 by Legal Era, In collaboration with CNBC-TV18 and Business Standard News paper
- ! International Visitor's Leadership (IVLP), 2005 (IVLP sponsored by the Government of the United State of America)

Trust Legal, Advocates & Consultants is a boutique law firm based in New Delhi and has affiliate offices in various cities across the India. Trust Legal is a niche law firm which is solely committed to excellence, hard work and being a leader in its practice areas. Our clients trust us with their most important transactions, disputes and projects because of our ability to cut through complexity and mitigate risks. Trust Legal has a team of dynamic and energetic lawyers, each one of them being specialized in a particular area of practice. Our lawyers have multidimensional talent and an individual approach to legal practice. Apart from lawyers, Trust Legal also works in close association with other professionals in the capacity of external consultants for Trust Legal. However the team works as a whole and in close coordination with each other, thus enabling one to enrich the other.

TRUST LEGAL - TEAM



Adv. Sudhir Mishra
Founder & Managing Partner

Mr. Sudhir Mishra is an advocate registered with the Bar Council of Delhi in India and is regarded as one of India's leading lawyers in the fields of environment, healthcare, media and infrastructure. He has represented high net worth individuals, Fortune 500 companies and leading music labels in India in high value claims. He has extensive experience in handling matters related to legal recoveries, land acquisition issues and financial fraud. He has represented various clients in white-collar offences before the Central Bureau of Investigation, Enforcement Directorate and various judicial and quasi-judicial authorities.

Mr. Sameer Shah is the Senior Partner in Trust Legal Ahmedabad office. Mr. Shah is a leading mediation lawyer of the country. He is also the National Head of Mediation/ Maritime/Mining law practice of Trust Legal is our partner in Trust legal Ahmedabad office. He is the Program Director of the Indian Branch of the Chartered Institute of Arbitrators (London) – CI Arb. He has been associated as a Panel Mediator Judge and Mentors with different teams participating in William C. Vis International Commercial Arbitration Moot Competition and International Moot Competition at Shanghai, China. Mr. Shah regularly conducts training courses for CI Arb-India at Mumbai, Delhi, and Chennai for training professionals as Arbitrators. Mr. Shah was invited by the Commission under the Chairmanship of Justice B.N.Srikrishna (Retd.) to suggest reforms in arbitration practice and law in India.



Adv. Sameer Shah
Senior Partner
(World Renowned Mediation Lawyer)



Adv. Petal Chandhok
Partner

Ms. Petal Chandhok is a Partner in Trust Legal. She is routinely involved in matters for real estate and infrastructure companies and advises them on various nuances of corporate law. She has developed considerable expertise in Intellectual Property Rights and healthcare laws. She advises and represents Zee Music, Tata Consultancy Services, Nayati Healthcare, Venkateshwar Hospital, Boston Ivy Healthcare, Healthcare at Home and many other Med Tech companies on a variety of legal issues.



Adv. Ritwika Nanda
Partner

Ms. Ritwika Nanda is a Partner in Trust Legal. She holds an LL.M. degree in International Business Laws from University College London, United Kingdom. She along with Mr. Sudhir Mishra is a part of the Corporate Law Practice wherein advisories on contract negotiations, mergers & acquisitions, joint venture, legal audits are undertaken. Ms. Nanda also has considerable experience in litigation of civil nature before various High Courts, District Courts, Tribunals and Consumer Forums.



Adv. J.R. Prem Navaz
Partner

Mr. J. R. Prem Navaz is the Partner of first Trust Legal expansion at Kochi. He is having 15 years of practice in various Courts and Forums inclusive of Supreme Court, National forums, High Court of Kerala, Tribunals and State Commissions. He was an associate lawyer to Designated Senior Adv. K Rama Kumar from 2008-2010. He was Senior Associate lawyer to Adv. Anil D. Nair, from 2011 to 2014. Senior Legal Research Fellow in the High Court of Kerala from the year 2014 to 2015.



S. K. MISRA MEMORIAL INTERNATIONAL MEDIATION AND NEGOTIATION COMPETITION 2.0

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Author, Unraveling the Kashmir Knot



ADV. SAMEER SHAH

Senior Partner, Trust Legal
(World Renowned Mediation Lawyer)



DR. MD. SALIM

Director, Lloyd Law College



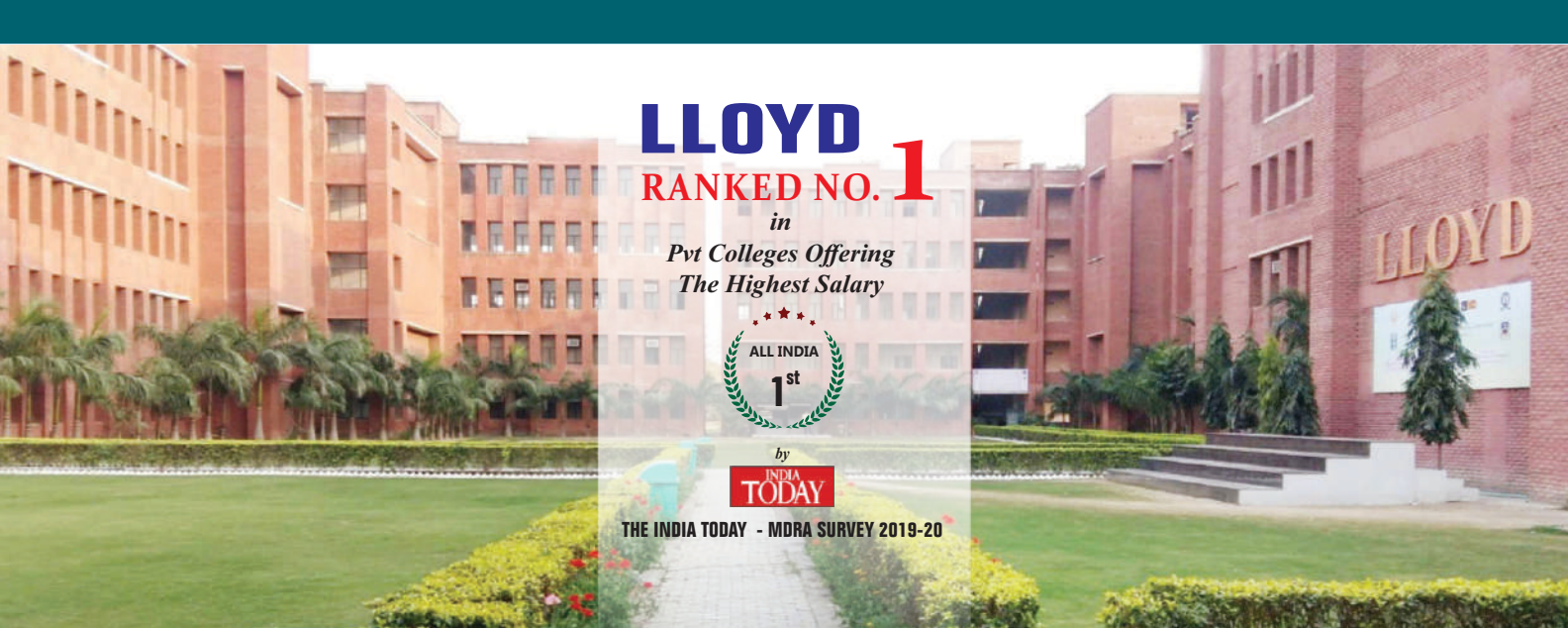
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LLOYD LAW COLLEGE

Lloyd Law College is a premier educational institution offering legal education since year 2003 in affiliation with CCS University, Meerut, U.P. (state university established in 1965), and approved by the Bar Council of India (Statutory body for professional legal education in India). The College greatly benefits from the mentorship and patronage of Padma Bhushan Late Prof. (Dr.) N.R. Madhava Menon, "The living legend of Law" and the flag bearer of legal education reforms in India. Prof. Menon was a visionary of legal education who was also the designer and architect of the five-year integrated B.A.LL.B. Programme in India and the Founder of the premier legal institutions of the country including the National Law School of India University, Bangalore and the National University of Juridical Sciences, Kolkata. Prof. Menon's relentless efforts in revamping and modernizing the legal education of the country has successfully brought Indian legal education at par with the legal institutions in the developed countries.



Hon'ble Ms. Justice Indira Banerjee, Judge Supreme Court of India awarded the Winners of the 5th Prof. NR Madhava Menon SAARCLAW Mooting Competition - 2020



ADV. SAMEER SHAH

Senior Partner, Trust Legal
(World Renowned Mediation Lawyer)

PROGRAMME DIRECTOR

S. K. Misra Memorial International Mediation
and Negotiation Competition 2.0

Mr. Sameer Shah is the National Head of Mediation, Maritime and Mining Law practice of Trust Legal Advocates and Consultants. He is also the Program Director of the Indian Branch of the Chartered Institute of Arbitrators (London) – CI Arb. Mr. Shah is a leading mediation lawyer of the country and a well-known international arbitrator with over 2 decades of practice. He had completed LL.B. in 1994 from Campus Law Center, University of Delhi, Standing II in the University. Mr. Sameer Shah was invited by the Commission under the Chairmanship of Justice B. N. Srikrishna (Retd.) to suggest reforms in arbitration practice and law in India. His area of practices are Arbitration, Mediation and Conciliation, Civil & Commercial Litigation, Consumer Disputes, Contractual & Commercial Disputes, Corporate Law, Documentation and Advisory, Family & Matrimonial Dispute and Counselling, Immigration Law & Advice and VISA guidance (for Canada), Legal and Financial Due Diligence, Maritime and Shipping Consultancy, Mergers and Acquisitions, Personal law and guidance, Real Estate and Property etc. Lloyd Law College is blessed to have Mr. Sameer Shah as the Program Director for the **S.K Misra Memorial International Mediation and Negotiation Competition 2.0**. His presence in the **1st Edition of this competition** had a great impact on the participating students Mr. Shah addressed the participants and other students in the Workshop conducted by Trust Legal Advocates and Consultants on 27th February 2020. He had given the thorough understanding of mediation and its scope in the near future. His encouraging words boosted the morale of the participants not only for the purpose of this competition but also for their career.

We are fortunate that Mr. Sameer Shah will be delivering his valuable knowledge to the students about the legal profession, especially in relation to the Arbitration and Mediation world. It would be a great learning process for all the participants/students to listen and learn to gain the knowledge from such a world-renowned mediation lawyer.



Adv. Sameer Shah - Taking the Mediation Workshop of Participants in The S. K. Misra Memorial International Mediation and Negotiation Competition 2020

DEFINITIONS

1. **“BATNA”** shall refer to the Best Alternative to a Negotiated Agreement and refers to the best thing a Party can do, without the consent of the other Party, if the Parties fail to reach an agreement.
2. **“CAUCUS”** shall refer to a separate meeting between the Mediator and a Team. During the Caucus, the overall time of the Mediation Session continues to run.
3. **“CLARIFICATIONS”** shall refer to procedural order(s) and/or any clarification(s) issued by the Organizing Committee.
4. **“CLIENT”** shall refer to a participant from a Negotiating Team who plays the role of the Client in the Mediation Session.
5. **“COMPETITION”** shall refer to S. K. Misra Memorial International Mediation and Negotiation Competition 2.0.
6. **“CONFIDENTIAL INFORMATION”** shall refer to the confidential elements to be considered in determining the strategy and tactics of the Negotiators Teams in a given Mediation Session. The Confidential Information is for exclusive use of each team and shall not be disclosed to the opposing team.
7. **“COUNSEL”** shall refer to a participant appointed to act as the Legal Counsel in a Mediation Session.
8. **“IST”** shall refer to Indian Standard Time.
9. **“MEDIATION PROBLEMS”** shall refer to the official problems for the Competition released by the Organizing Committee.
10. **“MEDIATION PLAN”** shall refer to written case analysis as mentioned in Annexure 'A' of the Brochure.
11. **“MEDIATION SESSION”** shall refer to a session during which the Teams will simulate a mediation procedure pursuant to rules.
12. **“ORGANIZING COMMITTEE ”** shall refer to the Organizers of the given Mediation and Negotiation Competition.
13. **“PRELIMINARY ROUNDS”** refers to the Oral Rounds in the International Round which will determine which teams shall advance to the Quarter Final Rounds.
14. **“REQUESTING PARTY”** is the party to which the Competition has assigned the role of the party which has requested the negotiation.
15. **“REQUEST FOR CLARIFICATIONS”** shall refer to an official request to clarify the problems submitted by a Team within the time stipulated.
16. **“RESPONDING PARTY”** is the party to which the Competition has assigned the role of the party which has to respond to the request for the negotiation.
17. **“RULES”** shall refer to the Official Rules of the Competition and shall be applicable to any supplementary Rules published by the Organizing Committee.
18. **“TEAM”** shall refer to teams participating in the said Competition.



ABOUT THE COMPETITION

After the grand success of its First Edition, Lloyd Law College is going to organize its 2nd Edition of S.K. Misra Memorial International Mediation and Negotiation Competition 2021 powered by BW Legal World and Trust Legal (Advocates & Consultants). This time the Competition will be International Level with Law students from all across the world. Due to the risk associated with novel Corona Virus (COVID-19) outbreak, this Competition will be organized in Online Mode only.

Mediation has gained wide popularity in the recent time and has been increasingly adopted as the preferable mode of Dispute Resolution. The technological advancement and its wide applicability has brought the legal world to explore all the possible aspects. The Objective of this Competition is to promote the use of Mediation among young generations of professional with a mindset equipped to effectively resolve the disputes. This Educational Event will seek to encourage the effective use of Mediation and open exchange of ideas, experience and know-hows between students of different universities, cultures, generations and backgrounds.

GENERAL INFORMATION

All the below mentioned Rules and Regulations will be considered as the General Information for the S.K. Misra Memorial International Mediation and Negotiation Competition 2.0 (referred as 'this competition').

i. General Format:

- a. This Competition will comprise of total 5 rounds:
 - Preliminary Rounds (2)
 - Quarter Final Round (1)
 - Semi Final (1)
 - Final Round (1)
- b. Each Participating team shall comprise of 3 members:
 - One Neutral Mediator
 - One Client
 - One Counsel
- c. Four Teams per University are allowed to participate.
- d. There will be Separate Problems for different rounds with different Confidential Information in each round.

ii. Eligibility & Participation

- a. This Competition is open for all registered Teams. There is no team cap.
- b. Each Participant must be a current Undergraduate Student of their respective institution. In exceptional circumstances, the Organizing Committee may grant eligibility to institutions with Degree programs in International Relations, provided that adequate instructions in International Law will be available to all members of the team.

iii. Registration Process:

Any Interested team across the world can register for this Competition according to the procedure laid down here under:

- a. The Team shall confirm their Registration on or before 15th January 2021 through this : Google Form Link: <https://forms.gle/wnyzUp9tV1a1KZSc7>
- b. Registration Fees for Indian Students is Rs. 3000/- and for any International Team is USD 50.



c. Kindly Note that once the payment is made, it is non-refundable in any circumstances.

iv. Team Identification and Anonymity Rule:

- a. After Registration, each Participating team will be provided with a Team Code which will serve as their Unique Identification Number (UIN). All Communications must be made in reference to this UIN.
- b. None of the Teams are suppose to reveal their Institution Name or any other details to other teams or the judges. All communication must be made in regard to the UIN.

v. Language:

The Official Language of this Competition will be English.

vi. Dress Code:

The Dress Code for this Competition is strictly formals. Any Violation of the Dress code will lead to disqualification of the participating team from the Oral Rounds.

RULES FOR MEDIATION PROCESS

The following Rules would be considered as Official Rules of the S.K. Misra Memorial International Mediation and Negotiation Competition 2.0 (referred as 'This competition'). The Participants are supposed to strictly adhere to the Official Rules of the Competition. Any Violation can lead to penalty or disqualification of the team from this competition.

i. Mediation Problem:

- a. Each Mediation Problem will consist of General Information for all the parties.
- b. There shall be a total of 5 Rounds in this Competition. There shall be different problems in each round.
- c. The Mediation problem for all the rounds will be sent to the teams via mail on or by 31st January 2021.
- d. The Mediation Problem shall be self-contained and teams shall be prohibited from deviating from the facts provided in the problem in any manner possible, including the Background Story, the misrepresentation of facts, or the creation of new facts. However, teams may reasonably interpret the problem in order to reasonable conclusions.

ii. Confidential Information:

- a. The Confidential Information for all rounds will be released via mail (30 minutes before the Competition).
- b. The Teams are prohibited from disclosing the Confidential Information to their Mediator or other party during or before the competition.
- c. The Mediators shall have no access to the Confidential Information of any of the parties before or during the competition.
- d. The Violation of this rule may lead to Disqualification of the whole Team from the competition.

iii. Clarification and Interpretation of the Problem:

- a. Each team may submit to the Organizing Committee on or before 10th February 2021 a maximum of one written question for clarification or interpretation of the General Information per problem.



- b. All Clarifications must be sent with a Subject Line of 'CLARIFICATION || TEAM CODE' at ladrc@lloydcollege.edu.in
- c. All Clarifications will be released on or before 20th February 2021.

iv. Designation Of Role Of Members:

- a. The Team shall before the competition fix the role of each member of the team as a Client, Counsel and Mediator.
- b. The Role of the Team Members shall be fixed throughout the Competition and in no case it can be switched.
- c. Any Violation can lead to penalties.

v. Timing:

- a. The Timing of the Rounds is designated in the following manner:

Sl. No.	ROUNDS	SESSION TIME	CAUCUS TIME	FEEDBACK TIME	TOTAL TIME
1.	Preliminary Rounds	45 minutes	15 minutes	15 minutes	75 minutes (1 hour 15 minutes).
2.	Quarter Final Rounds	45 minutes	15 minutes	15 minutes	75 minutes (1 hour 15 minutes).
3.	Semi Final Rounds	60 minutes	15 minutes	15 minutes	90 minutes (1 hour 30 minutes).
4.	Final Rounds	75 minutes	15 minutes	15 minutes	105 minutes (1 hour 45 minutes).

- b. The Participants are supposed to strictly adhere to the timings.
- c. During the competition, if the party is in need of more time than allotted, they may ask from the judges for same. It's up to the discretion of the judges.
- d. However, the Feedback Timing may increase as per the judges.

vi. Caucus:

- a. During each Mediation Session, the Mediator as well as the parties are allowed to call for caucus.
- b. The Competing Team should call for caucus when they believe that they need input from the Mediators or there is some Confidential Information which they are not comfortable in sharing during the Joint Session. A reasonable use of caucus from the parties will be evaluated. A Caucus must not be used for any clarification related to the Preliminary Rounds.
- c. Each team will be allotted 7.5 minutes for a caucus in each round. Thus, the whole caucus for both the parties will last will last for not more than 15 minutes.
- d. There is no provision for Cross-caucus.

vii. Mediation Plan:

- a. Each Team shall submit a Mediation Plan on or before 26th February 2021 for the Preliminary



Rounds.

- b. The Mediation Plan must clearly indicate the Team Code provided to the team after their confirmation of Registration.
- c. Each Mediation Plan must not be more than 2 pages.
- d. Each Team needs to prepare the Mediation Plan from both the sides i.e., Requesting as well as Responding Party.
- e. All content in Mediation Plan should follow the following guidelines:
 - Font Size-12
 - Font- Times New Roman
 - Spacing- 1.5
- f. Any violation of the specified guidelines will lead to penalty.
- g. Each Team will submit the Mediation Plan via Email to ladrc@lloydcollege.edu.in by 26th February 2021 with the following Subject Line: 'MEDIATION PLAN SUBMISSION || TEAM CODE'.
- h. No Modification in the Mediation Plan will be allowed after submissions.
- i. The Mediation Plan shall be scored prior to the Preliminary Rounds by the Judges and would be evaluated along with the Preliminary Rounds Scores for further qualification.
- j. The Format of the Mediation Plan is attached as 'Annexure A' to this Rule Book.





SCORING AND EVALUATION

The Following criteria will be followed throughout this Competition for Scoring and Evaluation. However, in any kind of difficulties, the decision will lie in the hands of the Organizing Committee.

i. Judging Criteria:

- a. The Score Sheet and Judging Criteria for the Mediation Plan as well as Oral Rounds are attached in the Rule Book as ANNEXURE 'B'.
- b. The Judges would be duly briefed with the Judging Criteria prior to the Competition.
- c. The Scoring of the Mediator and the Negotiators (Client-Counsel) will be done separately as mentioned in the attached scoresheet.
- d. The Final Decision will always be in the hands of Respective Judges and the Organizing Committee.

ii. Advanced Rounds and Announcement of Break-outs:

- a. During the Preliminary Rounds, each team shall compete at least once per round.
- b. Top 8 teams with two wins and highest scores will qualify for Quarter Final Rounds.
- c. Similarly, for the Semi-Finals as well as for Finals, the teams need to knock-out the other team in Quarter-Final Round and Semi-Final Round respectively.
- d. Thus, throughout the Competition, one team needs to knock-out the other team by achieving greater score.
- e. In case of Tie between the parties, the Rules mentioned in subsequent clause would be followed.
- f. The Quarter-Final Match-up will be determined using the following systems:
 - 1st Ranked Team v. 5th Ranked Team
 - 2nd Ranked Team v. 6th Ranked Team
 - 3rd Ranked Team v. 7th Ranked Team
 - 4th Ranked Team v. 8th Ranked Team
- g. The Semi-Finals Match-up will be determined using the following system:
 - 1st Ranked Team v. 3rd Ranked Team
 - 2nd Ranked Team v. 4th Ranked Team
- h. The Final Match-up will be determined using the following system:
 - 1st Ranked Team v. 2nd Ranked Team

iii. Penalty:

- a. Mediation Plan exceeding the maximum length shall result in a penalty of Five (5) marks.
- b. Failure to use any other guidelines for Mediation Plan shall lead to penalty of One (1) Mark each.
- c. A Penalty of 0.5 marks will be given in case of violation of any of the above-mentioned rules and regulations.

iv. Tie-Breaker:

The Case of Tie-between two teams in the Scores, the following criteria will be used as a Tie-Breaker:

- **Preliminary Rounds-** In case of Tie between the teams in Preliminary Rounds, the team scoring the Highest Marks in both the Preliminary Rounds will be allowed to proceed to the Quarters.
- **Quarter Final Rounds-** In case of Tie between the teams in the Quarter Final Rounds, the teams scoring Highest Marks in the Preliminary Round will be allowed to proceed further.
- **Semi-Final Rounds-** In case of Tie between the Teams in the Semi-Final Rounds, the team scoring Highest in the Quarter-Final Rounds will be allowed to proceed further.



AWARDS:

- **Final Rounds:** In case of tie between the Teams in the Final Rounds, the decision will lie solely in the hands of Respective Judges.

In order to encourage the Enthusiasm and Appreciate the efforts of the Students, we have kept Awards in various categories. They are:

a. Winner Team (Best Negotiators):

The Team scoring the Highest Marks in the Final Rounds will be declared as the winner of this Competition (Best Negotiators) and will be rewarded with following incentives:

- Certificate of Winner to each participant of the winning team.
- Cash Prize of USD 500.
- Confirmed Internship of One Month.

b. Runner-Up (Negotiators):

The Team other than the winning team who made to the Finals will be declared as the Runner-up of this competition and will be rewarded with the following incentives:

- Certificate of Runner-up to Each participant of the winning team.
- Cash Prize of USD 300.
- Confirmed Internship of One Month.

c. Best Individual Mediator:

The Mediator scoring the Highest Marks in the Final Rounds will be declared as the winner of this Competition (Best Mediator) and will be rewarded with following incentives:

- Certificate of Best Individual Mediator
- Cash Prize of USD 180.
- Confirmed Internship of One Month.

d. Runner-Up (2nd Best Mediator):

The Team other than the Best Mediator who made to the Finals will be declared as the Runner-up (2nd Best Mediator) of this competition and will be rewarded with the following incentives:

- Certificate of Runner-up to Each participant of the winning team.
- Cash Prize of USD 100.
- Confirmed Internship of One Month.

e. Best Performer in the Preliminary Rounds:

The Participating Team with the highest average score at the end of the Preliminary Rounds shall be adjudged as the Best Team in Preliminary Rounds and will be rewarded with the following incentives:

- A Certificate of Appreciation.
- Cash Prize of USD 60.
- Confirmed Internship of One Month.

f. Best Final Speaker:

The Participant scoring the highest marks individually in the Final Rounds will be adjudged as the Best Final Oralist and will be rewarded with the following incentives:



- A Certificate of Appreciation.
- Cash Prize of USD 60.
- Confirmed Internship of One Month.

g. Best Mediation Plan:

The Team with the highest Mediation Plan Score shall be awarded with the Best Mediation Plan and will be rewarded with the following incentives:

- A Certificate of Appreciation.
- Cash Prize of USD 60.
- Confirmed Internship of One Month.

h. Overall Best Team:

The Team with the Total Highest Score of the Mediation Plan as well as Preliminary Rounds shall be awarded with the Overall Best Team and will be rewarded with the following incentives:

- A Certificate of Appreciation.
- Cash Prize of USD 60.
- Confirmed Internship of One Month.

MISCELLANEOUS

- a. Any request or query related to the organization and administration of the competition will be directed to the Organizing Committee at ladrc@lloydcollege.edu.in. No team shall approach any of the Judges or Panelists directly.
- b. The Complete Guidelines related to Online Mode will be sent to the participants via mail after receiving the Registration.
- c. All the registered team is bound to abide by the Rules.
- d. Any Decision of the Organizing Committee in organization, execution, competition and administration of the competition is final and not subject to appeal.
- e. The Organizing Committee reserves the right to add detailed regulations at any time if they are deemed necessary.





ANNEXURE 'A': MEDIATION PLAN

The Mediation Plan is the written strategy adopted by the parties. Each Team needs to prepare the Mediation Plan from the both sides i.e., Requesting as well as Responding Party. The Mediation Plan for the Preliminary Rounds must not be more than 2 pages in Times New Roman Font, 12-Font Size and 1.5 spacing. Any deviation from this format will not be accepted. All the Mediation Plans will be scored individually and the highest scoring team will be rewarded with the Best Mediation Plan at the end of the Competition.

The Headings under the Mediation Plan should be as mentioned below:

- 1. Mediation Strategy:** The Competing Party's Strategy with its goal and objectives and its likely success for achieving a good outcome should be mentioned.
- 2. Division of Roles and Responsibilities between Client and Counsel:** Explain the division of roles and responsibilities between the Client and Counsel during the Mediation. Also, explain briefly why the Competing Party chose that particular responsibility sharing by reference to the problem.
- 3. The Competing Party's Underlying Interests:** Mention briefly the interests that the Competing Party has planned to advance in the Mediation session with reference to the problem.
- 4. The Competing Party's BATNA:** Mention about the Best Alternative to Negotiated Agreement of the Competing Party.
- 5. The Other Party's likely Underlying Interest:** Describe what could be the likely underlying interest of the other party with reference to the problem.
- 6. The Other Party's likely BATNA:** Describe what could likely be the Best Alternative to the Negotiated Agreement from the other party.

Note: Mediation Plans are not required for the Quarter-Final, Semi-Finals and Final Rounds.





ANNEXURE 'B': SCORE SHEET

For Client-Counsel (Individual Basis)

Sl.No.	Particulars	A	B	C	D	E
THE INTERESTS (25 Points)						
a	Opening Statements (conveying one's perspective and interests)					
b	Advancement of own interest during the competition.					
c	Division of Roles and Responsibilities between Client and Counsel					
d	Gathering of Information from other party.					
e	Efforts to Collaborate with other party.					
	Total					
NEGOTIATOR'S SKILLS (25 Points)						
a	Effective Preparation					
b	Creating an atmosphere for joint and private session					
c	Skills to understand other party's interest					
d	Use of Neutral Body Language and Behavior					
e	Effective Use of Joint Session					
	Total					
COMMUNICATION SKILLS (25 Points)						
a	Appropriate and Useful Opening Statements					
b	Acknowledgement of Interest, feelings and views.					
c	Neutral Language					
d	Highlighting the Key Points of Discussion					
e	Diffusing Conflicts					
	Total					
EFFECTIVE PROBLEM-SOLVING SKILLS (25 Points)						
a	Asking Appropriate and Timely Questions for Clarifications					
b	Assisting other party to separate interest from positions.					
c	Focusing on Matter-Dispute and linking to the interest of the parties.					
d	Creating Innovative Options					
e	Reality-Check					
	Total					



MEDIATION SESSION (25 Points)					
a.	Overall Effective Use of Mediation Process				
b.	Monitoring Progress and demonstrating flexibility in adjusting process to the needs and Circumstances.				
c.	Demonstrating Effective-use of Procedural options and process to help reach optimal outcomes.				
d.	Supporting Mediation Process by Facts Summarization, Identifying Key Information, interests, opportunities and impediments.				
e.	Taking active steps to prevent Mediation from stalling down and encouraging Resolution Process.				
Total					
Minus Penalty (if any)					
Grand Total					
Scoring Scale:					
(A) Between 1 to 5		(B) Between 5 to 10		(C) Between 10 to 15	
(D) Between 15 to 20		(E) Between 20 to 25			



For Mediator (Individual)



Sl.No.	Particulars	A	B	C	D	E
OPENING REMARKS & COMMUNICATION SKILLS (25 Points)						
a.	Effective preparation					
b.	Creating an atmosphere of trust & setting the mood for the first conference					
c.	Delivering an effective opening statement - explaining process and principles					
d.	Use of open and neutral body language and behavior					
e.	Confirming neutrality, authority and voluntariness					
	Total					
QUALITIES OF A GOOD MEDIATOR (25 Points)						
a.	Setting guidelines and creating an Agenda for the session					
b.	Identifying and acknowledging interests, views and feelings					
c.	Employing neutral language consistently					
d.	Summarizing, reframing and confirming when needed					
e.	Putting off fires at the table					
	Total					
EFFECTIVE USE OF CAUCUS AND HANDLING IMPASS (25 Points)						
a.	Asking timely and appropriate close ended / open ended questions					
b.	Assisting the parties to separate interests from positions					
c.	Reality check / Fact check with parties					
d.	Encouraging creative options to resolve conflict					
e.	Timing and reason for calling for a Caucus					
	Total					
MEDIATION SESSION (25 Points)						
a.	Maintaining decorum and holding control of the mediation process					
b.	Monitoring progress and demonstrating flexibility in adjusting process to the circumstances and needs					
c.	Ability to extract confidential information from parties with aim to take the negotiation forward					
d.	Supporting mediation process by summarizing facts, identifying key information, interests, opportunities and impediments					
e.	Taking active steps to prevent the mediation from stalling and to encourage progress towards resolution					
	Total					
Minus Penalty (if any)						
Grand Total						
Scoring Scale: (A) Between 1 to 5 (B) Between 5 to 10 (C) Between 10 to 15 (D) Between 15 to 20 (E) Between 20 to 25						



EVENT ITINERARY

Sl. No.	Event	Date
1.	Release of Invitation for Registration	12 th December 2020
2.	Last date of Registration	15 th January 2021
3.	Release of Mediation Problems (All Rounds).	31 st January 2021
4.	Last date to seek clarification	10 th February 2021
5.	Release of Clarifications	20 th February 2021
6.	Last Date to submit Mediation Plan	26 th February 2021
7.	Event Day 1: Workshop organized by Trust Legal Advocates & Consultants, Preliminary Round 1	5 th March 2021
8.	Event Day 2: Preliminary Round 2, Quarter Finals	6 th March 2021
9.	Event Day 3: Semi-Final Round, Final Round	7 th March 2021
10.	Valedictory Ceremony	7 th March 2021



ORGANISING COMMITTEE



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