



MANIPAL UNIVERSITY  
JAIPUR



# INTERNATIONAL NEGOTIATION COMPETITION

19<sup>th</sup> – 20<sup>th</sup> November 2022

*Organized by:*

**FACULTY OF LAW**

**MANIPAL UNIVERSITY JAIPUR**

*in collaboration with*

**INDIAN INSTITUTE OF ARBITRATION & MEDIATION**



**and**

**MOHIT KHANDELWAL & ASSOCIATES**





[Mail : lawsummit.muj@gmail.com](mailto:lawsummit.muj@gmail.com)  
**ABOUT THE ORGANIZERS**

### **About Manipal University Jaipur**

Manipal University Jaipur (MUJ) was launched in 2011 on an invitation from the Government of Rajasthan, as a self-financed State University. MUJ has redefined academic excellence in the region, with the Manipal way of learning; one that inspires students of all disciplines to learn and

innovate through hands-on practical experience. The multi-

disciplinary university offers career-oriented courses at all levels, i.e., UG, PG, and doctoral, and across diverse streams, including Engineering, Architecture, Planning, Fashion Design, Interior Design, Fine Arts, Hospitality, Humanities, Journalism and Mass Communication, Basic Sciences, Law, Commerce, Computer Applications, Management, etc. Some PG programs are also available in the research mode.

MUJ boasts of best-in-class infrastructure, including state-of-the-art research facilities and a modern, digital library. In line with Manipal University's legacy of providing quality education to its students, the campus uses the latest in technology to impart education.

### **About Faculty of Law**

The Manipal University Jaipur forayed into the field of legal education by introducing

Integrated BA LLB(Hons.), BBA LLB (Hons.) Bachelor of Law (LLB), Master of Law (LLM), and Ph.D program in the field of Law. As an institution of excellence,

Faculty of Law is dedicated to fostering and inculcating the intellectual and ethical values in the students. Faculty of Law is committed to the evolution of law as an instrument of social change, efforts are being made to unveil students to practical realities.

Faculty of Law, recognized by BCI provides an environment that offers high-quality education through active learning methods, qualified and experienced faculty, and exposure through legal internships. The Course offered by the Faculty of Law has been carefully crafted and designed to prepare its graduates for rewarding careers in various roles and responsibilities in legal





service organizations. The school has a well-defined teaching pedagogy that includes experiential learning through extensive classroom teaching with an emphasis on participative learning. The thrust of the programs is not just on learning but also on professional training. Modeled on the inputs provided by the judges, legal practitioners, and academicians, we are dedicated to give our students a stimulated, real-world experience in practicing their legal skills and ensuring their employability after completion of the courses. The curriculum is reviewed and redrafted regularly by incorporating new developments in emerging concepts. Teaching methodology includes critical and analytical skills enhancement, to comment and envisage transformation not only in law but also in the administration of law. We ensure learning through research and teaching. Various collaborations are undertaken with leading law schools globally, thereby expanding the horizon of our students. Numerous outreach programs conducted as a social initiative, help our students understand the implications of the legal measures. The faculty members of the Faculty of Law conduct various programs for personality and skill development of students right from the first year of the programme to help students acquire quality professional skills like research, legal writing, persuasion, presentation of an argument, and many life skills like communication, teamwork, leadership, etc.

The teaching methods adopted for the programs offered involve lectures, discussions, case studies, Moot Courts, and project work that will facilitate students to promote multi-disciplinary inquiry and practical appreciation of problems.

### **About Indian Institute of Arbitration & Mediation**

Indian Institute of Arbitration & Mediation (IIAM) is one of the pioneer institutions in India, providing institutional Alternative Dispute Resolution (ADR) services, which includes international and domestic commercial arbitration, mediation and negotiation and conducting training programs in ADR. IIAM is a non-profit organization registered in India and commenced activities in the year 2001. IIAM is one of the founding members of Asia Pacific Centre for Arbitration & Mediation (APCAM) and functions as the APCAM Centre in India. IIAM is also the first Secretariat of APCAM, having centers in most of countries in the Asia Pacific Region. The legal and ethical aspects are guided and controlled by the IIAM Advisory Board, comprising of distinguished and eminent persons from various fields, chaired by Mr. Justice M.N. Venkatachaliah, former Chief Justice of India. The IIAM Community Mediation







Service is guided by the CMS Committee, chaired by Mr. Justice K.T. Thomas, former Judge, Supreme Court of India. Administration of IIAM is by the Governing Council. IIAM is recognized by the Department of Justice, Ministry of Law and Justice, Government of India. IIAM was the first institution in India approved by the International Mediation Institute (IMI) for qualifying mediators for IMI certification. IIAM is a member of the Asian Mediation Association (AMA) and the Asia Pacific Regional Arbitration Group (APRAG). IIAM is the country representative – India for Mediation World, UK.

### **About Mohit Khandelwal & Associates**

Mohit Khandelwal & Associates is a Jaipur based law firm dealing in matters relating to Commercial Laws, Criminal Laws, Constitutional Law, and Service matters. They have also been advising their clients on various transactions and agreement. The firm is led by Mohit Khandelwal who is a graduate from National Law University, Punjab and a Company Secretary. He has successfully represented his clients in various matters before the Hon'ble Rajasthan High Court,

Hon'ble Bombay High Court, State Consumer Commission, ITAT, NCLT, CESTAT, RERA, DRT and Commercial Courts.





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### **RULE 1.0 IMPORTANT KEY WORDS**

- (i) “Clarifications” refer to procedural order(s) and/or any clarification(s) issued by the administrator(s).
- (ii) “Client” is the student of a Negotiating Team who plays the role of the Client in a Session of the Competition.
- (iii) "Competition" means the ‘International Negotiation Competition’.





- (iv) "Competition Administrator(s)" means the person(s) in-charge of organizing and managing the Competition.
- (v) "Competition Rounds" means the Preliminary Round, the Octa-Final Round, the Quarter-Final Round, the Semi-Final Round, the Final Round and any other rounds that the Competition Administrator may so designate.
- (vi) "Counsel" is the student of each Negotiating Team who plays the role of counsel in a Session of the Competition.
- (vii) "General Information" means the factual information in relation to a Negotiation Proposition that is provided to both the parties.
- (viii) "Hidden Information" means certain factual information containing confidential elements to be taken into account in determining the strategy and tactics of the Negotiator Teams in a given Session.
- (ix) "Negotiation Team" are the 2 students representing a team that have been admitted to act as Client and Counsel in the Competition.
- (x) "Requesting Party" is the party to which the Competition has assigned the role of the party which has requested the negotiation.
- (xi) "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.

### **RULE 2.1 Introduction**

With Negotiation gaining traction in the recent times as a preferred means of dispute resolution, Faculty of Law, Manipal University Jaipur in association with The Institute of Arbitration and Mediation, Delhi, is organizing a first-of-its-kind International Negotiation Competition, which aims to provide a platform that reflects the ever-growing expectation of clients to utilize other cost-effective alternative dispute resolution mechanisms to trial. It is an ideal platform to test theory in practice by allowing the participants to represent all parties in the negotiation process i.e., the client and the mediation counsel. This competition will also provide an opportunity to the participants to develop the requisite lawyering and communication skills through various training sessions conducted by industry professionals.

IIAM is one of the pioneer institutions in India, providing institutional Alternative Dispute Resolution (ADR) services. IIAM ADR service helps parties to take maximum advantage of flexible and innovative procedures for the resolution of disputes quickly and economically, outside the court, which is legally binding and acceptable.







This International Negotiation Competition has following objectives:

1. To promote the use of negotiation among the participants around the world.
2. To enhance the negotiation skills among the participants.
3. To encourage the exchange of ideas between the participants.

The competition seeks to give legal students from leading universities throughout the world an opportunity to exercise and enhance their negotiation skills. It affords pupils the opportunity to compete in a genuinely diverse and global setting.

## **Rule 2.2 Language**

2.2.1 The competition shall be entirely held in English

## **RULE 3.0 Format of the Competition**

3.1.1 The Competition will be conducted virtually on GOOGLE MEET.

3.1.2 All rounds of the Competition will be conducted from 19– 20 November 2022.

3.1.3 Each participating team shall consist of a Client-Negotiating Counsel pair (i.e., the Negotiation Team).

3.1.4 Teams must complete the provisional registration by filling the form released. The registration will be based on first come first serve basis and the first 40 registrations will be considered.

3.1.5 Upon selection by the organizing committee, teams must complete the payment of registration fee within a period of 48 hours. Details for payment of the registration fee will be notified to the teams upon selection.

3.1.6 Final registration of the teams is subject to the successful payment of the registration fee within the stipulated time.

3.1.7 The Competition consists of one Preliminary Round, one Octa round, one Quarter-Final, one Semi-Final Round and one Final Round.





3.1.8 The winner from each match in each Round will proceed to the Final Round. If two teams have the same total score, the winner shall be decided through draw of lots. The final scores will be awarded in full discretion of the judges and no further arguments will be entertained.

3.1.9 The winner shall be determined from the Final Round score only. If both teams receive the same score in the Final Round, the winner shall be decided through draw of lots.

#### **RULE 4.0 The Panel**

4.1.1 The individuals who will judge the competition shall be referred to as panelists. He/She shall be appointed by the organizing committee.

4.1.2 There will be one Judge during the Preliminary Rounds, Octa Finals, and Quarter-Finals and two judges in the Semi-Finals and the Final Round.

4.1.3 Panelists shall be unbiased and shall score the oral round and Negotiation Plan in accordance with the marking guidelines provided by the Organizing Committee.

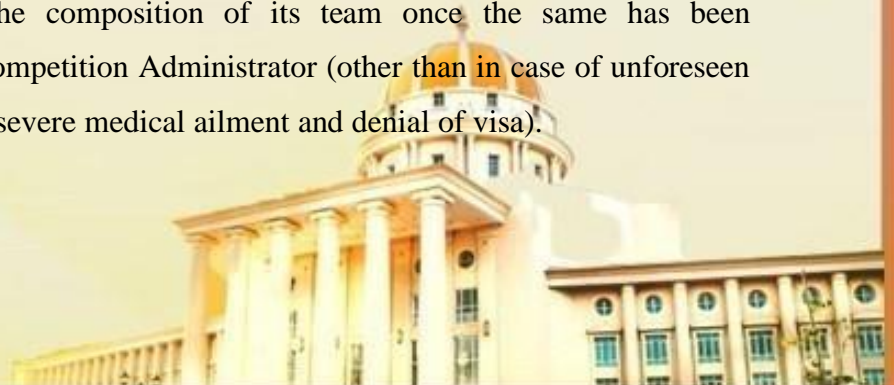
4.1.4 The panelist may, at their discretion, extend the time for each oralist, provided that **the maximum extension for any oralist shall not exceed ten (10) minutes.**

#### **RULE 5.0 Eligibility and Participation**

##### **Rule 5.1 Team Composition**

5.1.1 Each team shall consist of two undergraduate /Post Graduate law students across the globe.

5.1.2 Each Participating Team will:(i) consist of two Eligible Students; and (ii) not be permitted to change the composition of its team once the same has been communicated to the Competition Administrator (other than in case of unforeseen circumstances, such as, severe medical ailment and denial of visa).





## RULE 6.0 TIMING

6.1.1 There are timing systems as illustrated in the tables below.

### Rule 6.2 Timing for each round

6.2.1 Preliminary Rounds

**Total Time for Negotiation Session = 45 min**

Negotiation = **40 min** Feedback = **5 min**

6.2.1 Octa, Quarter-Final and Semi Final Round

**Total Time for Negotiation Session = 60 min**

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Negotiation = 55 min

Feedback = 05 min

6.2.2 Final Round

**Total Time for Negotiation Session = 70 min**

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Negotiation = 60 min

Feedback = 10 min

## RULE 7.0 REGISTRATION

### REGISTRATION PROCEDURE:

The prospective participants can register by **visiting this link** [ <https://forms.gle/jX3wYBj7hehjRP2Y7>]. Once your registration is complete, you shall receive a confirmation email through the Official email id of the Workshop within few days (lawsummit.muj@gmail.com) with the link required to make the payment.

Please note that the Payment is to be made within **5 days** from the day the Participant receives the link from the Organizing Committee.

Register at the Earliest; as the **seats are limited to only 40 teams** (FIRST COME FIRST SERVE BASIS).

Certificates shall be awarded to all the participants.





## REGISTRATION FEE

The Registration Fees shall be Rs. 1800/- for Indian Participants & USD 25 for Foreign Participants.

## **RULE 8.0 TEAM IDENTIFICATION AND ANONYMITY RULE**

8.1.1 After registration, participating teams will be provided with a Team Code, which will serve as their unique identifier. All communication must be made in reference to this Team Code. Any details or information regarding the registered teams shall not be disclosed to the Panelists in any way. If done by any team or an individual of a team will lead to disqualification of the team.

## **RULE 9.0 Competition Propositions**

### 9.1 General

9.1.1 Five Negotiation Propositions will be sent to all Participating Teams before the start of the Competition at a date communicated by the Competition Administrator. All Participating Teams will receive General Information for the Preliminary Round, Octa Round, Quarter-Final Round, the Semi-Final and the Final Round.

9.1.1 Each Proposition will consist of

- a. General information for all parties; and
- b. Hidden information for each party in dispute.

9.1.2 The Hidden Information shall be provided to the negotiation team 30 minutes prior to the sessions.

9.1.3 Each Team may submit to the Organizing Committee on or before 15th October 2022 a maximum of one written question for clarification or interpretation of the General Information per Problem by the Competition Problems to [lawsummit.muj@gmail.com](mailto:lawsummit.muj@gmail.com).

### 9.2 Interpretation of The Competition Proposition

9.2.1 Whilst the Participating Teams are not allowed to create new facts, the Negotiation Propositions are subject to reasonable interpretation and the Participating Teams may draw reasonable conclusions from them. Whether a Participating Team's Interpretation is reasonable is a matter entirely within the discretion of the Judges.





9.2.2 Failure to stay within a reasonable interpretation of the Negotiation Proposition may result in a Penalty in accordance with the Competition Rules. In case of any doubt in the understanding or interpretation of any matter concerning the Competition, the decision of the Competition Administrator will be final and binding.

### **RULE 10. NEGOTIATION SESSION**

The Competition shall consist of preliminary round and advance rounds. Each Participating Team will be required to take part in Preliminary round, based on which the Participating Team may proceed to the Advance Rounds. The Advance Rounds shall, consist of four knock-out rounds – Octa Finals, Quarter-Finals, Semi-Finals and the Final Round.

The whole competition shall be conducted through GOOGLE MEET and each team is required to download the application for the smooth functioning of the competition.

### **RULE 11.0 AWARDS**

Best Client- Rs. 7,000/-

Best Counsel- Rs. 7,000/-

11.1. The Winning Team in the Final Rounds shall be the Winner of the Competition and will be awarded with a cash prize of 15,000 Indian Rupees i.e. 189.4 \$ USD There will also be a First Runner-up prize of 10,000 Indian Rupees i.e. 126.27 \$ USD.

11.1.1 The certificates will be distributed after 7 working days only.

The Organizing Committee reserve the right to add detailed regulations at any time if they are deemed necessary.

### **RULE 12. JUDGES**

12.1 The Organizing Committee will be responsible for selecting the Judges for the Competition and for allocating them to a Negotiation Session in each round of the Competition.

#### **Judging Criteria**

12.1 The Judges will evaluate and score the performance of the Participating Teams according to the judging criteria (the "Judging Criteria") which will include the following;





### 12.1.1 The Opening Statement.

The opening statement includes a crisp assessment of the fact situation and highlights the key issues that the party has identified. Opening statements also lay out the structure for the Negotiation Session.

### 12.1.2 Team Work;

The Negotiation Session should ideally have equal contribution by the four participants. Counsels are expected to focus on the legal and technical issues in the negotiation, while the Clients are expected to focus on commercial aspects and take final decisions on the issues.

### 12.1.3 Building Relations with the Other Party;

A team should be able to stick to its key interests but also recognize and appreciate the position and interests of the other party. Participants should aim to develop a positive environment for communication and avoid being excessively aggressive or stubbornly blocking the negotiation from proceeding.

### 12.1.4 Generation of Creative Solutions;

Teams are encouraged to think out of the box. There are no restrictions on the types of solutions that they can agree to; however, these must not be illegal or beyond their powers, as per the information provided in the Negotiation Simulation.

12.2 The Participating Teams are encouraged to act in the best interests of the party they represent during a Negotiation Simulation. It is not necessary that the Participating Teams reach a settlement during the Negotiation Session.





### SCORING TABLE:

CRITERIA	SCORE (1-10)
<p><b>Presentation of Case in Opening Statements and Throughout</b></p> <ul style="list-style-type: none"> <li>Presented facts and law in a way that could be heard productively by other side.</li> <li>Offered proposals in a way that reflected careful planning and skillful implementation.</li> <li>Accurately assessed and discussed litigation benefits and risks, as well as other consequences of failing to reach settlement (in joint session and/or caucus).</li> <li>Confident, smooth, exceptional eye contact, and respectful to other competitors.</li> </ul>	
<p><b>Teamwork</b></p> <ul style="list-style-type: none"> <li>Effectively divided responsibilities.</li> <li>Communicated effectively with each other.</li> <li>Worked together as a coordinated team.</li> </ul>	
<p><b>Problem-Solving Relationship Building</b></p> <ul style="list-style-type: none"> <li>Established a problem-solving relationship with other side, if possible.</li> <li>Recognized other side's interests and tried to satisfy them when possible.</li> <li>Took initiatives to convert other team into problem-solvers.</li> </ul>	
<p><b>Information Gathering and Communications with Other Side</b></p> <ul style="list-style-type: none"> <li>Used active listening skills to promote communications.</li> <li>Used appropriate questioning techniques to gather information.</li> <li>Tested assumptions and collected necessary information at appropriate times.</li> </ul>	
<p><b>Generating and Selecting Creative Options</b></p> <ul style="list-style-type: none"> <li>Generated range of legal and non-legal options to meet client's interests, as well as interests of other side.</li> <li>Evaluated and selected options based on interests and, where appropriate, objective criteria.</li> <li>Actively encouraged the development of creative ideas.</li> <li>Effectively managed distributive features of dispute (effectively bridged any final gaps).</li> </ul>	
<p><b>Using Opportunities in the Negotiation</b></p> <ul style="list-style-type: none"> <li>Chose intelligently whether and when to use a caucus; if caucus used, used caucus effectively.</li> <li>Responded appropriately to developments that occurred during negotiation, especially new information and unforeseen moves by other side.</li> </ul>	
<p><b>Advocating Client's Interests</b></p> <ul style="list-style-type: none"> <li>Understood and advanced client's legal and non-legal interests throughout the negotiation process.</li> <li>Did not sacrifice client's interests in order to be collaborative.</li> <li>Did not sacrifice client's interests in order to seek competitive advantage.</li> </ul>	
<b>TOTAL SCORE</b>	

**Marking Range:**





0-03: Weak | 03-06: Good | 06-08: Very Good | 08-10: Excellent

### SAMPLE SCORE CARD

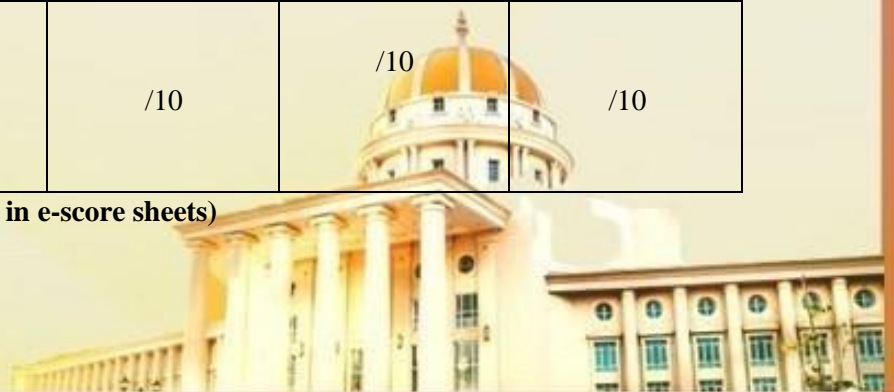
\*Note- Score Cards will be sent to the judges in e-format (google forms). The sample is attached herewith for prior understand.

#### Requesting Party

#### Responding Party

Criterion	TC – Client	TC – Counsel	TC – Client	TC – Counsel
<b>Presentation of Case in Opening Statements and Throughout</b>	/10	/10	/10	/10
<b>Teamwork</b>	/10	/10	/10	/10
<b>Problem-Solving Relationship Building</b>	/10	/10	/10	/10
<b>Information Gathering and Communications with Other Side</b>	/10	/10	/10	/10
<b>Generating and Selecting Creative Options</b>	/10	/10	/10	/10
<b>Using Opportunities in the Negotiation</b>	/10	/10	/10	/10
<b>Advocating Client’s Interests</b>	/10	/10	/10	/10

\*Feedback – (As per the space given in e-score sheets)







### **13. DISQUALIFICATION**

13.1 Subject to the discretion of the Competition Administrator, the following may result in disqualification of a Participating Team:

13.1.1 Change in the composition of the Participating Team once communicated to the Competition Administrator;

13.1.2 Disclosure, in any manner whatsoever, of Confidential Information relating to a Negotiation Simulation;

13.1.3 Non-compliance with the Competition Rules.





MANIPAL UNIVERSITY  
JAIPUR



## **IMPORTANT DATES**

**Registration Form Opens:  
27<sup>th</sup> August 2022**

**Last Date of Registration:  
15<sup>th</sup> October 2022**

**Last Date for Payment of Fees:  
15<sup>th</sup> October 2022**





## ORGANIZING SECRETARIAT

### Chief Patron

**Mr. S. Vaitheeswaran**

Chairperson, Manipal University Jaipur

### Patron

**Prof. (Dr) G.K. Prabhu**

President, Manipal University Jaipur

**Prof. (Dr.) N. N. Sharma**

Pro President, Manipal University Jaipur

**Prof. (Dr) Nitu Bhatnagar**

Registrar, Manipal University Jaipur

**Prof. (Dr) Jayaram E.R.**

Dean, Faculty of Law, Manipal University Jaipur

### Chair

**Prof. (Dr.) Vijaylaxmi Sharma**

Director, Faculty of Law Manipal University Jaipur

**Prof. (Dr.) Sony Kulshrestha**

Head, Faculty of Law Manipal University Jaipur

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**Dr. Kiran Raj**

Assistant Professor, Faculty of Law Manipal University Jaipur

**Ms. Raneeta Pal**

Assistant Professor, Faculty of Law Manipal University Jaipur







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## FOR CORRESPONDENCE

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