

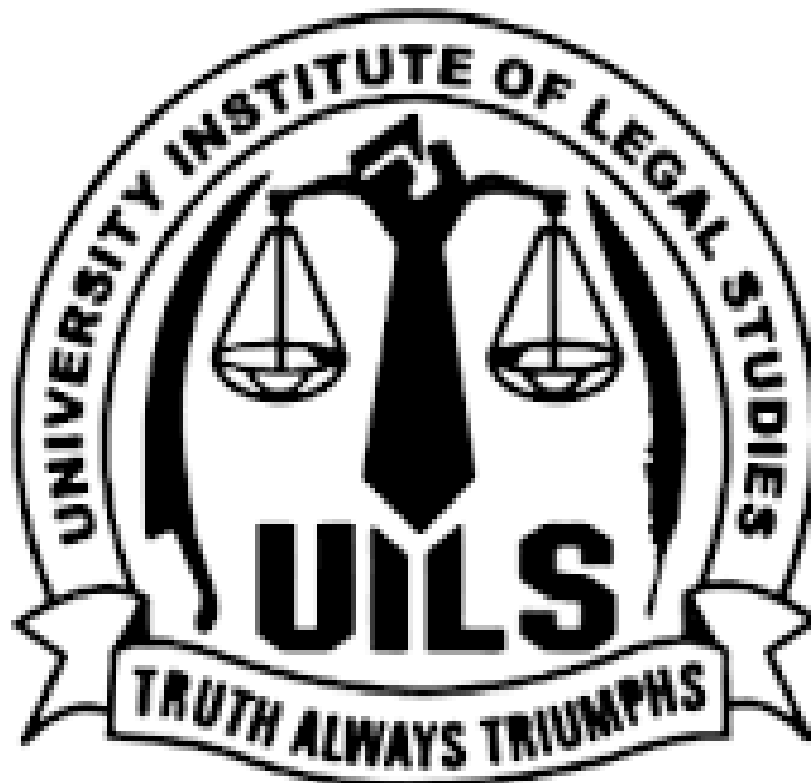
**DEPARTMENT OF LAWS, PANJAB UNIVERSITY,  
CHANDIGARH**

**NOTICE**

The UILS, Panjab University, Chandigarh is organizing their 1<sup>st</sup> international UILS Negotiation Competition which will be held in virtual mode from 10<sup>th</sup> to 14<sup>th</sup> of November, 2021. The students who are interested to participate in above mentioned negotiation Competition can give their names to Sh. Raj Kumar, Sr. Assistant, Dept. of Laws upto 31.10.2021. The trial will be conducted thereafter by the Dept. of Laws, P.U. Chandigarh

Sd/-  
Chairperson

**UILS, PANJAB UNIVERSITY  
CHANDIGARH  
INTERNATIONAL NEGOTIATION  
COMPETITION**



**PANJAB UNIVERSITY CHANDIGARH**

**TRAINING SESSION AND OPENING CEREMONY- 10<sup>TH</sup> November,2021  
Competition rounds- 11<sup>th</sup> November, 2021- 14<sup>th</sup> November, 2021**

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**COMPETITION RULES**

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**UILS, PANJAB UNIVERSITY, CHANDIAGR, INTERNATIONAL NEGOTIATION  
COMPETITION. 2021**

**1. GENERAL**

- 1.1 The UILS, Panjab University, Chandigarh, International Negotiation Competition will be held in virtual mode in the month of November.
- 1.2 The Competition aims at providing an opportunity to law students from top universities to practice and improve their negotiation skills. It provides a platform for law students to compete in a truly diverse and international environment, making negotiations more complex than usual.
- 1.3 Participation in the Competition is on the first come first serve basis.
- 1.4 The Competition Administrator reserves the right to charge teams a nominal registration fees, payable online or by any other mode of payment prior to arrival or in cash at the time of registration for the Competition.

**2. DEFINITIONS**

- 2.1 **Organizer** means the Alternative Dispute Resolution & Client Counseling Board, UILS.
- 2.2 **Participating Team** means the team that has registered itself for the competition and has subsequently qualified to participate in the competition as per the “First come, First serve” criteria set by the Alternative Dispute Resolution & Client Counseling Board, UILS.
- 2.3 **Applying Team** means the team who has registered for the competition but has not qualified as per the list published by the ADR & CCL Board on the designated page.
- 2.4 **Venue** means Online platform decided by University Institute of Legal Studies, Panjab University, Chandigarh, which shall be Microsoft Teams.
- 2.5 **Schedule 1 may be referred for further clarifications**

**3. PARTICIPATING TEAM COMPOSITION**

**3.1 Participating Team Composition**

- 3.1.1 Each Participating Team will:
- (A) consist of two Eligible Students; and

- (B) not be permitted to change the composition of its team once the same has been communicated to the organizers (other than in case of unforeseen circumstances, such as severe medical ailment).

## **4. NEGOTIATION SIMULATIONS**

### **4.1 Negotiation Simulations and Confidential Information**

- 4.1.1 Each Negotiation Simulation will consist of General Information for all parties and Confidential Information for each party. There will be five Negotiation Simulations, one for each round of the Competition.
- 4.1.2 All Participating Teams will receive General Information for the two Preliminary Rounds, the Quarter-Final, the Semi-Final and the Final Rounds before the commencement of the Competition on the date communicated by the organizers.
- 4.1.3 The Participating Teams will be assigned the party that they will represent during each of the Preliminary Rounds well in advance and each team will receive Confidential Information pertaining to the interests of the party they will be representing in each of the rounds prior to the commencement of each round.
- 4.1.4 The Participating Team will not disclose the Confidential Information to anyone else at any time between the receipt of this information and the conclusion of the Competition, save that disclosure by the Participating Teams during a Negotiation Session (to the extent they consider necessary or appropriate) is permitted.

### **4.2 Clarifications to the Negotiation Simulation**

Every effort will be made to ensure that the Negotiation Simulations are clear; however, if a Participating Team has any questions, clarifications or interpretations in relation to one or more Negotiation Simulations then these can be submitted to the organizers at [uilsadrfest@gmail.com](mailto:uilsadrfest@gmail.com) by 5<sup>th</sup> November, 2021 at the latest.

### **4.3 Interpretation of the Negotiation Simulation**

- 4.3.1 Whilst the Participating Teams are not allowed to create new facts, the Negotiation Simulations 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.

- 4.3.2 Failure to stay within a reasonable interpretation of the Negotiation Simulation 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 organizers will be final and binding.

## **5. NEGOTIATION SESSIONS**

### **5.1 Roles and Rounds**

- 5.1.1 In a Negotiation Session, each Participating Team will be represented by no more than two Eligible Students with one taking the role of "Counsel" and the other taking the role of "Client".
- 5.1.2 Each Participating Team will be required to take part in two preliminary rounds, on the basis of which the Participating Team may proceed to the Quarter-Final Rounds. For the Preliminary Rounds, the Participating Team will ensure that the two Eligible Students switch the roles of client and counsel between themselves such that both the eligible students switch the roles of client and counsel between themselves.

PANJAB UNIVERSITY CHANDIGARH

- 5.1.3 Any persons directly affiliated with any Participating Team may only attend Preliminary Rounds in which their Participating Team is competing. Scouting is strictly prohibited.

## 5.2 Time Limits

- 5.2.1 In the Preliminary Rounds, each Negotiation Session will consist of 70 minutes, a break-up of which is as follows:

- (A) 50 minutes for the actual negotiation;
- (B) 10 minutes (5 minutes per Participating Team) for questions from or feedback by the Judges; and
- (C) 10 minutes for the Judges to score the Participating Teams and their Negotiation Plan.

- 5.2.2 In the Quarter-Final and Semi-Final each Negotiation Session will consist of 80 minutes, a break-up of which is as follows:

- (A) 60 minutes for the actual negotiation;
- (B) 10 minutes (5 minutes per Participating Team) for questions from or feedback by the Judges; and
- (C) 10 minutes for the Judges to score the Participating Teams.

- 5.2.3 In the Final Rounds, each Negotiation Session will consist of 90 minutes, a break-up of which is as follows:

- (A) 80 minutes for the actual negotiation;
- (B) 10 minutes for the Judges to score the Participating Teams

- 5.2.4 The Judges will have complete discretion to:

- (A) alter the restriction on time limits set out in Rules 5.2.1, 5.2.2 and 5.2.3 above; and
- (B) impose a Penalty for failing to adhere to time limits for the actual negotiation (including any caucus) prescribed herein.

- 5.2.5 The organizer may at its discretion but subject to Rule 5.2.6, add, remove

or otherwise modify the format of any of the Competition Rounds, including requiring Participating Teams to participate in additional Competition Rounds, cancelling certain Competition Rounds or otherwise modifying any Competition Rules pertaining to any Competition Round.

- 5.2.6 Any change pursuant to Rule 5.2.5 above will be notified to the Participating Teams in advance to ensure that no Participating Team has any unfair advantage or is otherwise prejudiced in relation to its participation in any of the Competition Rounds.

### **5.3 Anonymity**

Participating Teams must not disclose the names of the team members, coach, institution or country to the Judges during the Negotiation Session.

## **6. NEGOTIATION PLAN**

### **6.1 General requirements**

- 6.1.1 Each Participating Team shall submit a negotiation plan (the "**Negotiation Plan**") for only the first Negotiation Session in the Preliminary Rounds, in accordance with this Rule 6.

- 6.1.2 The purpose of the Negotiation Plan is to present the objectives and goals of the respective party to the Negotiation Simulation.

- 6.1.3 The Negotiation Plan shall contain a case analysis evaluating the respective strategic strong points and weak points of each party to the Negotiation Simulation, their respective needs and interests, and their BATNAs and WATNAs.

- 6.1.4 A Negotiation Plan must strictly conform to the following general requirements. Non-conformity may attract negative marking in a manner that the organizers may deem fit. A Negotiation Plan must:

- (A) only be typed on a plain white A4 paper with black ink;
- (B) be no more than two pages long (excluding a front cover and back cover);
- (C) only use the following format: Times New Roman, size 12, single

line spacing, 1 inch or 2.54 cm margin on all sides (no text must be placed within this margin of the page, other than the page number);

- (D) not use footnotes; and
- (E) not disclose the names of the team members, coach, institution or country in any manner, and, in order to maintain anonymity, the Negotiation Plan shall only contain the allotted team code for identification.

## **6.2 Submission**

6.2.1 The Negotiation Plans for all Preliminary Rounds Negotiation Simulations must be submitted to the Competition Administrator by email with .doc/.docx and .pdf file extensions on or before the Submission Date i.e., 7<sup>th</sup> November. Failure to comply with the Submission Date deadline will attract penalty.

6.2.2 The Participating Teams will not be permitted to modify their Negotiation Plans after the submission to the Competition Administrator.

## **6.3 Evaluation**

6.3.1 The Organizers will make reasonable efforts to ensure that the Negotiation Plans for the Preliminary Rounds are evaluated before the Negotiation Sessions by external judges.

7. Subject to any penalty levied or in case of tie to qualify for subsequent rounds, the score received for a Negotiation Plan will not be counted towards that Participating Team's overall score in the specific Negotiation Session. The negotiation plans shall be adjudicated only for the purpose of the award of “Best Negotiation Plan” to be awarded to one of the participating teams.

## **8. JUDGES**

### **8.1 General**

UILS will be responsible for selecting the Judges for the Competition and for allocating them to a Negotiation Session in each round of the Competition. Every attempt will be made for the Participating Teams to face different Judges in each round; however due to limited availabilities, this might not always be possible.



## **8.2 Judging Criteria**

The Judges will evaluate and score the performance of the Participating Teams according to the judging criteria which will include the following:

### **8.2.1 Negotiation Plan**

The Negotiation Plan shall contain:

- (A) that party's objectives and goals for the Negotiation Session;
- (B) a case analysis evaluating the respective strategic strong and weak points of both the parties; and
- (C) each party's respective needs and interests, and BATNAs and WATNAs.

The Negotiation Plan shall also briefly set out what the relevant party has in mind before entering the Negotiation Session. The Negotiation Plan is used to assess whether teams have understood the complexity of the Negotiation Simulations and accordingly determine the soundness of the solutions proposed by them. It is also used to question the teams about their overall strategy.

### **8.2.2 Introduction and identification of issues**

Each Participating Team must provide an accurate assessment of the fact situation and identify the key issues for each of the parties at the beginning of the Negotiation Session. The introduction can be used to set the agenda or structure for the Negotiation Session.

### **8.2.3 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 and the Clients are expected to focus on the commercial aspects and take final decisions on the issues.

### **8.2.4 Building relations with the other party**

Whilst teams should stick to their respective interests, they should also recognize and appreciate the position and interests of the other party. Participants should aim to develop a positive environment for communication.

#### **8.2.5 Generation of creative legal solutions**

Teams are encouraged to think out of the box and come up with creative legal solutions.

#### **8.2.6 Analysis of interests and answering questions during the feedback session**

Teams should be:

- (A) in a position to identify their main interests for the Negotiation Session;
- and
- (B) able to explain the strategies adopted, solutions suggested and rationale thereof to the Judges.

#### **8.3 Best interests and settlement**

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.

#### **8.4 Questioning by Judges**

After completion of a Negotiation Session, the Judges may ask each team questions relating to their negotiation strategy and their actions during the Negotiation Session. During this part of the session, the Judges may not reveal to any Participating Team the results of their individual determinations, the Participating Teams' scores or the contents of the Confidential Information.

#### **8.5 Number of Judges in each round**

There will be **at least** one Judge for each Preliminary rounds and one Judge for the Quarter-Final rounds, **at least** two judges for the Semi-Final rounds and **at least** three judges for the Final round. The organizers will make reasonable efforts to ensure that all teams will be judged by the same number of Judges within each round.

## **9. RANKING AND QUALIFICATION**

### **9.1 Ranking**

9.1.1 Each judge will mark the team according to the Judging Criteria outlined in the Competition Rules or otherwise communicated by the organizers to the Participating Teams. The team that secures the higher number of points on a particular judge's Score Sheet will be the winner on that judge's Score Sheet.

9.1.2 The Judges will be informed that they cannot mark both teams with an equal score and must necessarily give higher marks to one of the two teams.

9.1.3 At the end of the Preliminary Rounds, the Participating Teams will be ranked based on the following criteria:

- (A) the total number of overall points scored;
- (B) in the case of a tie, the total number of Score Sheets designating a "Win";
- (C) and in case there continues to be a tie, then the scores of their negotiation plan will be considered as a tie breaker.

### **9.2 Qualification**

9.2.1 The eight top ranked Participating Teams from the Preliminary Rounds will advance to the Quarter-Final Rounds.

9.2.2 The Quarter-Final, Semi-Final and Final Rounds of the Competition shall be knock-out rounds. In each of these rounds, Participating Teams will be ranked based on the following criteria:

- (A) the total number of Score Sheets of that round designating a "Win";
- (B) in the case of a tie, the total number of points scored in that round;

10. and in case there continues to be a tie, their scores of negotiation plan will be considered as a tie breaker.

## **11. AWARDS**

## **11.1 Categories**

The Competition will involve the following award categories:

### **11.1.1 Best Negotiating Pair**

The winning team shall be provided with a cash prize of Rs. 50,000/- along with certificate of appreciation.

### **11.1.2 Second Best Negotiating Pair**

The second-best negotiating pair shall be provided with a cash prize of Rs. 30,000/- along with certificate of appreciation.

### **11.1.3 Best Negotiating Pair in prelims**

The best negotiating pair in prelims shall be provided with a cash prize of Rs. 15,000/- along with certificate of appreciation.

### **11.1.4 Best Negotiation Plan**

The best negotiation plan in prelims shall be provided with a cash prize of Rs. 5,000/- along with certificate of appreciation.

### **11.1.5 ECI Spirit of the Competition Award**

To be awarded to the team which best represents the spirit of negotiation during the course of the competition with an internship opportunity to be provided by the Ex- Curia Team.

### **11.1.6 Certificate of Participation**

To be awarded to each member of all the Participating Teams.

## **11.2 Awards ceremony**

All Participating Teams shall attend the awards ceremony, which will be held on the last day of the Competition. No competition awards, including Certificates of Participation, shall be awarded in absentia.

## **12. DISQUALIFICATION**

- 12.1 Subject to the discretion of the organizers, the following may result in disqualification of a Participating Team and/or the University being represented by the Participating Team:
- 12.1.1 change in the composition of the Participating Team once communicated to the organizers;
  - 12.1.2 an appointment of a coach which is in breach of the Competition Rules;
  - 12.1.3 disclosure, in any manner whatsoever, of Confidential Information relating to a Negotiation Simulation to any other Participating Team or otherwise;
  - 12.1.4 failure to submit the Negotiation Plan in accordance with the Competition Rules;
  - 12.1.5 failure to comply to the dress code;
  - 12.1.6 failure to attend any Competition-related event, including the welcome address and the valedictory; and
  - 12.1.7 non-compliance with the Competition Rules.
- 12.2 All disqualification-related correspondence shall be formally communicated to the University of the Participating Team by the organizers.

### **13. PENALTY**

- 13.1 The Competition Administrator may impose penalty of a maximum of 20 marks if the Participating Team fails to:
- 13.1.1 adhere to time limits set out in the Competition Rules or otherwise communicated by the Competition Administrator to the Participating Team;  
or
  - 13.1.2 stay within a reasonable interpretation of the Negotiation Simulation.

### **14. MISCELLANEOUS**

#### **14.1 Language**

The official and only language of the Competition is English.

#### **14.2 Access to Score Sheets**

Score sheets of all the rounds shall be released after the competition subject to

discretion of the organizers

#### **14.3 Notification to the organizers**

The submission of the Negotiation Plans, queries and clarification in relation to the Negotiation Simulations and any other questions/requests must be submitted to uilsadrfest@gmail.com.

#### **14.4 Notification to the Participating Team**

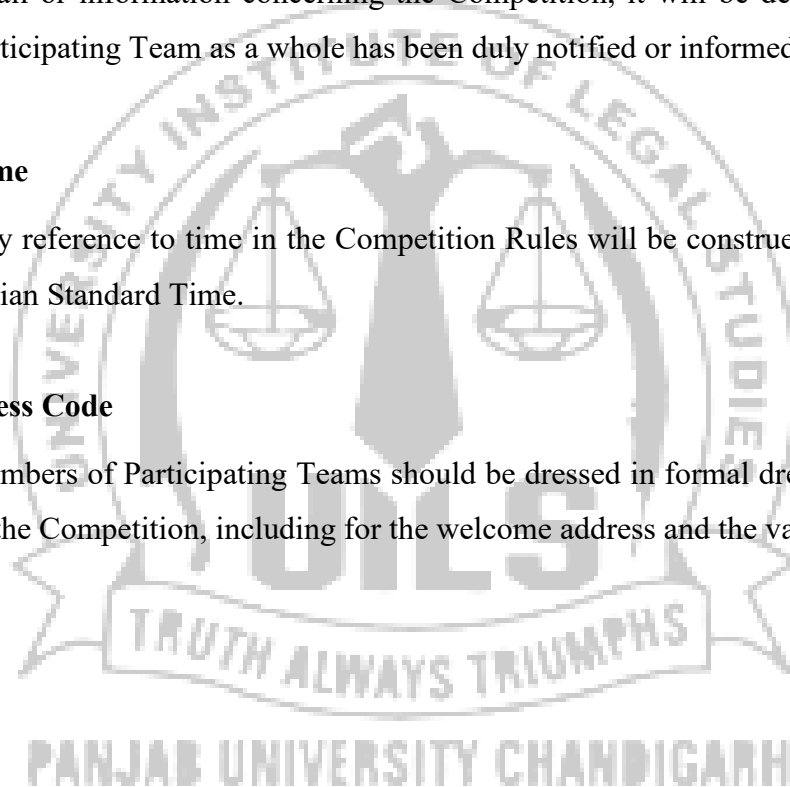
If any one of the members of a Participating Team is notified or informed of any detail or information concerning the Competition, it will be deemed that the said Participating Team as a whole has been duly notified or informed.

#### **14.5 Time**

Any reference to time in the Competition Rules will be construed as a reference to Indian Standard Time.

#### **14.6 Dress Code**

Members of Participating Teams should be dressed in formal dress for the duration of the Competition, including for the welcome address and the valedictory.



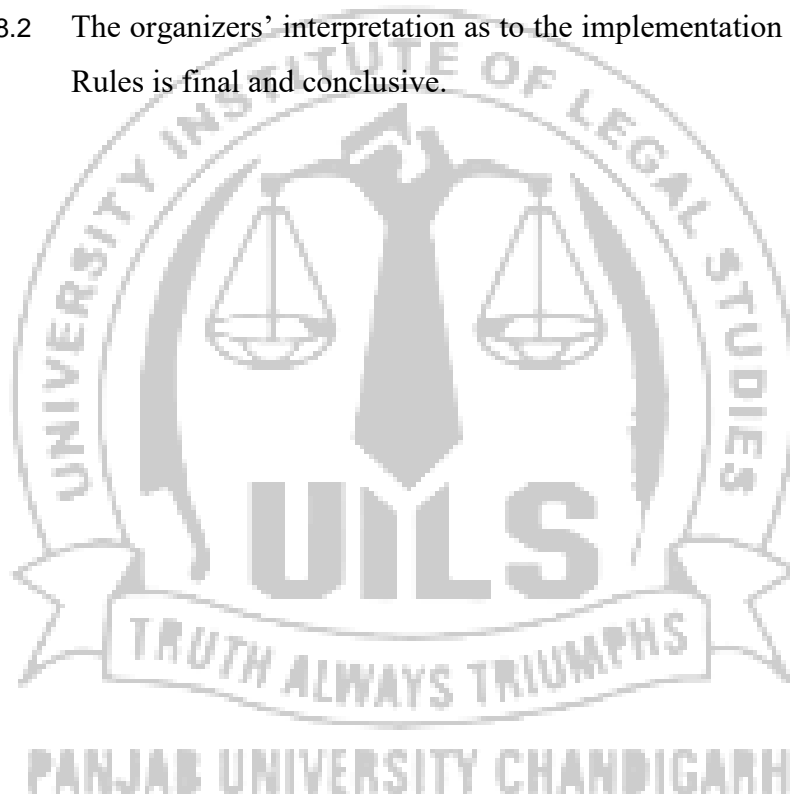
#### **14.7 Withdrawals and blacklisting**

The Competition Administrator may, at its discretion, blacklist a team and/or the University of a team from participation in future editions of the Competition if that team or the University of that team unjustifiably withdraw from the Competition after having committed to participate.

#### **14.8 Residual**

14.8.1 The organizers may take such other measures as are required for the orderly and fair conduct of the Competition.

14.8.2 The organizers' interpretation as to the implementation of the Competition Rules is final and conclusive.



## SCHEDULE 1

### DEFINITIONS

"**BATNA**" means the Best Alternative to a Negotiated Agreement, and refers to what is the best step for a party to take, if the Parties fail to reach an agreement.

"**WATNA**" means the Worst Alternative to a Negotiated Agreement, and refers to what is likely to be the worst outcome for a party, if the Parties fail to reach an agreement.

"**Competition**" means the UILS International Negotiation Competition.

"**Organizers**" means the persons in-charge of organizing and managing the Competition.

"**Competition Dates**" means the dates communicated by the Organizers.

"**Competition Rounds**" means the Preliminary Rounds, the Quarter-Final Rounds, the Semi-Final Rounds, the Final Round and any other rounds that the organizers may so designate.

"**Competition Rules**" means these rules of the Competition.

"**Confidential Information**" means certain factual information in relation to a Negotiation Simulation that is provided exclusively to only one party.

"**Eligible Student**" means a person who:

- (a) is enrolled in a full-time law degree on 1<sup>st</sup> September of the year of the Competition at the university which has agreed to participate in the Competition;
- (b) is not entitled to practice law in any jurisdiction, by having passed a bar exam or otherwise; and

provided, however, that the organizers may upon the written request of a Participating Team waive of any of the requirements of sub-clauses (a) & (b).

For the avoidance of doubt, a person who has gained his or her qualification to practice law automatically with the completion of his or her law studies (i.e., without a further bar exam or similar) and who certifies that he or she has not yet practiced as a lawyer (i.e., provided legal advice to clients) is an Eligible Student.

"**Preliminary Rounds**" means the first two rounds of the Competition.

"**Quarter-Final Rounds**" means the rounds in which the qualifying eight teams from the Preliminary Rounds will compete.

"**Semi-Final Rounds**" means the rounds in which the qualifying four teams from the



Quarter-Final Rounds will compete.

**"Final Round"** means the round in which the qualifying two teams from the Semi-Final Rounds will compete.

**"Submission Date"** means the date to be communicated by the Organizers for the submission of Negotiation Plans.

**"General Information"** means the factual information in relation to a Negotiation Simulation that is provided to both the parties.

**"Judge"** means a lawyer or an academician nominated and/or selected by the Competition Administrator who evaluates and scores the performance of Participating Team during a Negotiation Session in accordance with the Competition Rules.

**"Judging Criteria"** has the meaning given to it in Rule 7.2.

**"Negotiation Plan"** has the meaning given to it in Rule 6.1.

**"Negotiation Session"** means a period of time (which may be extended at the discretion of the Judges) during which the Participating Teams will negotiate a Negotiation Simulation.

**"Negotiation Simulation"** means an official case distributed by the Organizers to the Participating Teams, which may be supplemented or amended with any subsequent clarifications, and which the Participating Teams will use as the basis of the Negotiation Session.

**"UILS"** means University Institute of Legal Studies, Panjab University, Chandigarh

**"Participating Team"** means a group of two Eligible Students accepted by the Competition Administrator to participate in the Competition.

**"Penalty(ies)"** means points deducted for any violation of the Competition Rules.



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