

NATIONAL NEGOTIATION COMPETITION



D Y PATIL
DEEMED TO BE
UNIVERSITY
— SCHOOL OF —
LAW
NAVI MUMBAI

Round 1

18th July 2020

Round 2

19th July 2020

Only 20 participants

FIRST COME FIRST SERVE

**Last date of registration:
13th July 2020**

E-CERTIFICATES TO ALL PARTICIPANTS

ATTRACTIVE PRIZES FOR WINNERS!

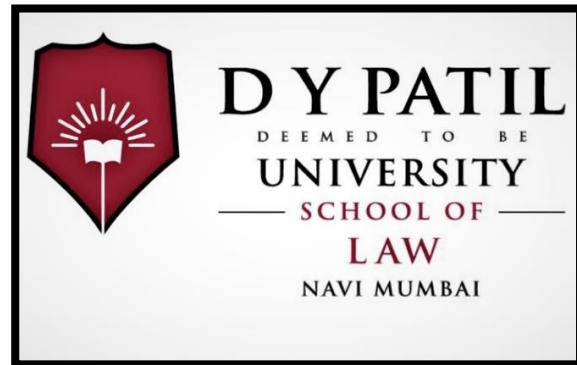
Event Coordinator

Adv.abhilasha Mane : 7021218091

Lavanya Panicker : 7710823527

Vaishali Sharma : 9833358622





NATIONAL NEGOTIATION **COMPETITION**

RULES AND REGULATIONS OF THE EVENT-

Negotiation is the process by which two or more parties meet to discuss an arrangement that ideally, would benefit all parties involved. Negotiations can occur among individuals, such as between a supervisor and employee, or among larger groups, as well as between companies or nations. Purchasing negotiations are a familiar and are also major aspect of business negotiations, but the process also applies to many forms of partnership building, such as establishing terms for collaborative projects. No matter which type of negotiation you undertake, establishing your objectives in advance will help bring about a favourable outcome.

Knowing and understanding the other person or company involved in your negotiation will help you refine your objectives so that both of you reach a favourable outcome. For example, imagine you are negotiating with a valued employee who pushes for a raise exceeding your company's current financial limitations.



- 1) Registration for this event is limited to **20 Participants** only.
- 2) Each Participant will be divided into slots of Requesting and Responding party.
- 3) Each participating team will get a session time of **30** minutes
- 4) The Hidden Facts Shall Be Disclosed 30 mins before the competition.
- 5) Negotiation session **30** minutes and questionnaire session **5** minutes) which will be inclusive of
 - **Opening Statements - 2mins**
 - **Individual Argument**
 - **Settlement by each team**
 - **Conclusive Statement**
 - **Questionnaire session by the Judges for each team - 5mins**
- 6) The participating teams are not allowed to create new facts or any assumption.
- 7) The participating team's elucidation is reasonable and the matter entirely within the discretion of the Judges.
- 8) Each team will be given a Time Slot for ROUND 1.
- 9) The decision of the Judges will be final and binding upon all.
- 10) The participants are strictly advised not to disclose the name of their College or institution with the opponents or with the judges or audience.
- 11) The Organizing Committee and Faculty Members reserves all the Rights to Change or modify the event, rules,





time slots deem fit.

- 12) Disobedience and obscenity or aggressive behaviour shall result in immediate disqualification of the team.
- 13) Each Slot will be provided with a unique team code.
- 14) Failure to perform any rules and regulation will result in disqualifying the participant.

TEAM SELECTION-

- A. SLOT SELECTION WILL BE DONE BY THE EVENT COORDINATORS AND FACULTY MEMBERS.**
- B. EACH SLOT WILL BE IDENTIFIED BY AN UNIQUE CODE NUMBER.**
- C. THE SLOT CODES AND THE TEAM MEMBERS WILL BE DISCLOSED IN THE WATSAPP GROUP.**
- D. AFTER REGISTRATION, CONFIRMATION MAILS SHALL BE SENT ON THE REGISTERED MAIL ID.**
- E. THE REGISTERED MOBILE NUMBERS SHALL BE ADDED TO THE WATSAPP GROUP. (*hence, provide WhatsApp numbers*)**

ROUNDS:

- a) There shall be two rounds i.e. Preliminary and Final Round.
- b) The Preliminary Round shall be a knockout round, out of 20 individuals only top 4 will be selected.
- c) Top 4 scoring individuals will be qualifying to the final round.
- d) The final round will be judged by a very Famous Supreme Court Advocate.





LANGUAGE, DRESS CODE & PRESENTATION:

- 1) The competition shall be conducted in ENGLISH LANGUAGE only.
- 2) Participants are expected to dress formally in Black and White attire.

SCORING CRITERIA:

The competition shall be judged on the basis of the following criteria:

1. **UNDERSTANDING THE FACTS OF THE CASE**
2. **CONFLICTING INTEREST**
3. **CODE OF CONDUCT**
4. **INTERESTS OF BOTH THE PARTIES**
5. **YOUR DEMANDS AND CLIENTS DEMANDS**
6. **SETTLEMENT**
7. **REACHING CORE OF THE MATTER**

REGISTRATION LINK OF THE COMPETITION

https://docs.google.com/forms/d/e/1FAIpQLScfm1cPigcDVzhwlwP3STN3UXaEegdFWKJnyjEZQrnAFiDJ7A/viewform?usp=sf_link

LAST DATE OF REGISTRATION IS 13TH JULY, 2020



National Negotiation Competition Event Organising Committee



Adv. Abhilasha Mane



Adv. Ashish Anand



Adv. Piyush Maheshwari



Lavanya Panicker



Kartik Patel



Vaishali Sharma

EVENT CORDINATORS-

STUDENT EVENT AND ORGANISING COMMITTEE-

LAVANYA PANICKER - +91 7710823527

VAISHALI SHARMA - +91 9833358622

KARTIK PATEL - +91 7900009027

FACULTY HEAD-

ADV. ABHILASHA MANE- +91 7021218091

ADV. PIYUSH MAHESHWARI- +91 9024996495

ADV. ASHISH ANAND- +91 9769675630

