

**ICFAI Law School, IFHE, Hyderabad**  
**Rules and Regulations for Negotiation**

**Objective**

The object of the negotiation competition is to provide a means for law students to practice and improve their negotiation skills and develop strategies for the best alternative solution to the problem.

**Number of Participants: Two/ team**

(Only one team representing the college can take part in the event and they play the role of Advocates/Counsels).

**Prize:**

**First Prize: 20000/-**

**Runner Up: 10000/-**

**Rules and Regulations:**

**1. Eligibility**

Only bonafide students of law colleges/institutions pursuing a three year /five years degree in law are eligible to participate in the competition.

**2. Registration**

(i) The participating teams are required to complete the process of registration along with the payment on or before **10<sup>th</sup> March 2017**. Spot registrations will not be entertained.

(ii) Registration fee per team is **Rs. 3000/-**.

(iii) The teams that shall complete the process of provisional registration shall be allotted participant slots in the competition on the first come first serve base.

(iv) A confirmation mail shall be sent to the college/institution who successfully complete the process of provisional registration, in furtherance of which the teams shall have to send their registration form and demand draft in soft copy and hard copy to the host university.

(v) Team codes will be allotted to the respective teams after registering for the competition and shall remain the same till the completion of final rounds.

**3. Time Limit**

Each team will participate in a 20 minute negotiation session which will be inclusive of opening statements and deliberations. The deliberations will be followed by a 5 minute (per team) period of post negotiation analysis and a question answer session by the judges for each team. Total time period of each round will be maximum of **30 minutes**.

**4. Confidential Information**

Confidential information shall be released to the respective teams 5 minutes before the commencement of the negotiation session. This information should not be disclosed to any other participant at any time during the course of competition.

## 5. Strategy paper

Each team will be required to submit a strategy paper on the preliminary round problem. The papers would be provided to the judges at the time of rounds, and may be used by them to aid in their marking or for questioning the teams during self-analysis. The soft copy of the strategy paper must be submitted by **20<sup>th</sup> March 2017** and three sets of hard copies should be brought by the teams at the day of arrival for the competition which shall be collected by the organizers before the draw of lots.

**The strategy paper shall include the following:**

- a. Brief facts
- b. Issues involved
- c. Laws applicable
- d. Interests of the first party
- e. Conflicting interests of second party
- f. BATNA (Best alternative to the Negotiated Agreement)
- g. Arguments

**Note:** The teams have an option to include additional components, if necessary but they cannot edit or exclude any of the components mentioned above. Additional marks of 20 are reserved for strategy paper for the prelims.

**The language of the competition and the proceedings is in English and the strategy paper should be in the following format:**

- (i) Font –times new roman, size 12, line spacing -1.5
- (ii) Further two copies from each side should be sent. The team codes have to be written on the right top most corner of the first page of the paper. The name of the college or participant should not be disclosed in the paper, failing which will attract penalty.
- (iii) Each strategy paper must not exceed 5 papers. (Inclusive of all contents).
- (iv) The soft copies should be emailed to [fol.lawfest@ifheindia.org](mailto:fol.lawfest@ifheindia.org). The subject of the mail should be –**Strategy Paper: Team Code**.

## 6. Scoring criteria

The teams shall qualify from the two preliminary rounds to the semi-finals. The marking method shall combine a team's final points along with relative rank to arrive at a final point. The teams with the top eight final points shall qualify to the semi- finals.

## 7. Travelling expenses

The travelling expenses of the participants shall be fully met by their respective college/institution.

8. **Food and Accommodation** for all the participants will be provided by the host college from 30<sup>th</sup> March 2017 to 2<sup>nd</sup> April 2017.

**The teams would be responsible for any damage at the place of stay and would have to compensate for the same. The organizers will not be responsible for the same.**