



**KHAITAN  
& CO** ADVOCATES  
SINCE 1911



# NLUJ DEAL MEDIATION COMPETITION 3.0

## MARCH 4-6, 2022

MEDIA PARTNERS



India's leading law information provider

KNOWLEDGE PARTNER



EX CURIA  
INTERNATIONAL



# ABOUT US



## NLUJ

National Law University, Jodhpur is one of India's leading Law Schools situated at the vibrant and colourful city of Jodhpur, Rajasthan. NLUJ has constantly been ranked as one of the top law schools in India. Since its establishment in 1999, NLUJ has endeavoured to produce exceptional lawyers and legal scholars aimed at pushing and challenging the existing boundaries of knowledge.

## DMC 3.0

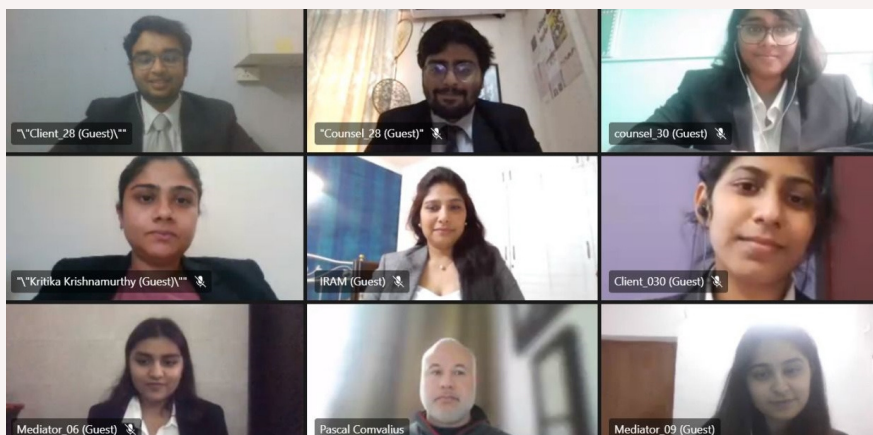
NLUJ is organising the third edition of the NLUJ Deal Mediation Competition between March 4-6. It introduces a contemporary form of mediation and a unique format which will help the students look at interest-based negotiation from a commercial perspective. The competition is designed to impart an understanding of the practicalities of mediation and has been most aptly described as "mediation without a dispute". Apart from being one of the earliest competitions dedicated to such a format, it will be held virtually in pursuit of adopting the most modern form of business communication.

# PREVIOUS EDITIONS



## DMC 2.0

The previous edition of the Deal Mediation Competition was held successfully from March 12-14, 2021. The event witnessed participation from 32 law schools across the country. The training session mentors and judges for the competition included distinguished mediators and arbitrators, partners at corporate law firms and expert advocates.



The problems for the various rounds ranged from propositions related to Technology Licensing and Distribution Agreements, Foreign Direct Investment, the Telecommunications sector and the Health-Tech industry amongst others. The winners were awarded with prizes which include internships with top tier law firms, trophies, books and cash wards upto INR 50,000.

# RULES



## ELIGIBILITY

1. Students from invited Universities, who are pursuing undergraduate law courses, are eligible to participate in the Competition. Each participating team shall comprise of three eligible students, and they shall not be permitted to change the composition of the team once the same has been communicated to the Organizing Committee.
2. Each team shall participate in three preliminary rounds for three different Propositions. In each round, one student shall participate as the mediator and the other two as client and counsel. Accordingly, after three rounds, each team member must have acted as a mediator, a client and a counsel individually.

## PARTICIPANT ROLES

### 1. Mediators

In each session, the co-mediators must make opening statements of not more than three minutes each. The co-mediators may decide the order and manner of coordinating opening statements. When a caucus is called, each co-mediator shall lead one caucus each with either party during the mediation. The co-mediator not conducting the caucus shall observe and may ask clarifying questions at the end of the caucus.



# RULES



## 2. Clients and Counsels

The clients and counsels shall each deliver their opening statements specifying their interests and goals for the negotiation session. Thereafter, the counsels and clients are expected to work together and coordinate with the mediators to achieve their goals. All negotiators must act pragmatically and professionally throughout the Mediation Sessions keeping in mind their respective roles.

# FORMAT

1. There shall be three preliminary rounds. On the basis of the criteria mentioned, the top eight mediation and negotiation teams will compete in the quarter-final rounds. Thereafter, the winning mediators and negotiating pairs of the quarter-final rounds will compete in the semi-final rounds. Lastly, the winning mediators and negotiating pairs shall compete in the final round.

2. Each Mediation Session shall consist of two negotiating teams - a client & counsel team representing Party A and another client & counsel team representing Party B and, two co-mediators from different teams. Each client & counsel pair shall be from the same team. For instance, one Mediation Session will consist of the following participants - Negotiating Team 1, Negotiating Team 2, Mediator from Team 3, Mediator from Team 4.

# RULES



3. After completion of the preliminary rounds, advancement to the quarter-final rounds will be based on the number of wins secured by each team in the mediation and negotiation category independently. In the event of a tie, advancement will be based on first, total scores of the team in each category independently and second, a comparison of the margin of victory of the teams in the negotiation and mediation category independently.

4. Each Mediation Session will transpire over a period of 60 minutes in the following manner:

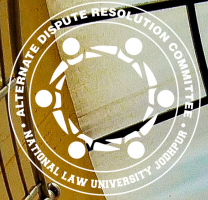
- a. 50 minutes of negotiation and mediation
- b. 10 minutes for a question & answer session (for the negotiating teams)

The negotiating teams shall be marked on the question & answer session as well. There shall be a feedback session not exceeding 5 minutes post completion of the Mediation Session.

5. Each Mediation Session shall mandatorily include opening statements of mediators, opening statements from clients and counsels of both parties and, joint session. Both negotiators and mediators shall be entitled to call for caucuses during the Mediation Session.



# AWARDS



The following awards shall be given out on the basis of scores in the preliminary rounds:

- A. Best Mediator Prelims;
- B. Best Client-Counsel Pair Prelims
- C. Spirit of the competition.

The following awards shall be given out on the basis of scores in the final round :

- A. Winning Mediator Finals & Runner-up Mediator Finals
- B. Winning Client-Counsel Pair Finals & Runner-up & Client-Counsel Pair Finals.

The winners will be awarded with prizes which include internships with top tier law firms and cash awards up to INR 95,000

# CONTACT US



## ADR COMMITTEE, NLUJ

**Mayuri Manwani (Convenor): +91 9587747694**

**Aditya Mohan (Co-Convenor): +91 8586872163**

**Viraj Virvadia (Co-Convenor): +91 8879381140**

**Shlok Patwa (Senior Advisor): +91 8655082354**

## REGULAR UPDATES AT:



**@NLUJ\_ADRC**



**Alternative Dispute Resolution Committee, NLUJ**



**Alternative Dispute Resolution Committee, NLUJ**



**@ADRC\_NLUJ**