



1st NATIONAL NEGOTIATION COMPETITION

25TH – 27TH November, 2022

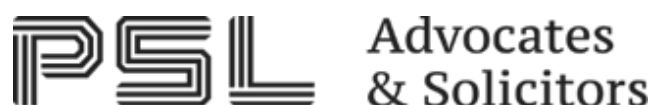
Organised by

Young Negotiators Club (YNC India)

Our Supporting partners



PRESOLV360



NNC RULEBOOK

These are the rules for the 1st National Negotiation Competition, 2022. The Rules of the Competition are reviewed edition wise and are subject to change. The rules mentioned herein are not exhaustive. The rules shall be strictly adhered to; any deviation from the same shall result in immediate disqualification, unless exempted by the organizer.

1. DEFINITIONS

1.1 “Clarifications” refer to procedural order(s) and/or any clarification(s) issued by the administrator(s).

1.2 “Client” is the student of a Negotiating Team who plays the role of the Client in a Session of the Competition.

1.3 "Competition" means the 1st YNC-National Negotiation Competition, 2022.

1.4 "Competition Administrator(s)" means the person(s) in-charge of organising and managing the Competition.

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

1.6 “Counsel” is the student of each Negotiating Team who plays the role of counsel in a Session of the Competition.

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

1.8 "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.

1.9 “IST” means Indian Standard Time.

1.10 “Negotiation Team” are the 2 students representing a team that have been admitted to act as Client and Counsel in the Competition.

1.11 “Requesting Party” is the party to which the Competition has assigned the role of the party which has requested the negotiation.

1.12 “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.

2. INTERPRETATION OF RULES

The administrators will have exclusive authority to interpret the Rules in the interest of fairness and equality. The interpretation placed upon these Rules by the administrators shall be conclusive and 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.

3. KEY DATES

3.1. The following key dates shall be adhered to:

Last Date for Provisional Registration: October 25, 2022

Last Date for Registration: November 5, 2022

Release of Negotiation Proposition: November 15, 2022

Last Date for Seeking Clarifications: November 20, 2022

Date of Negotiation Rounds: November 25 – 27 November, 2022

3.2. Unless specified otherwise, the dates mentioned shall refer to 11:59 PM (Indian Standard Time/IST) on that date. For e.g., the last date for registering is November 5, 2022, which shall be interpreted as November 5, 2022, 11:59 PM (IST).

3.3. The administrators retain the authority to change the deadlines for any individual team.

4. ELIGIBILITY

4.1. The Competition is open to all students, enrolled bonafide on a regular basis in an Undergraduate LL.B. Degree Course or its equivalent conducted by any recognized institute.

4.2 A recognized institution shall be entitled to send only three teams to the competition.

5. TEAM COMPOSITION

5.1 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".

5.2 Certificates for participating team members will be prepared from the team lists submitted. The certificates of participation will show the names of the team members exactly as they have been submitted. It is therefore incumbent on teams to ensure that names are spelled and presented correctly.

6. REGISTRATION

6.1. GENERAL

6.1.1. Each team shall register for the competition by filling the online registration form latest by November 5, 2022. The online google form that needs to be filled is available at: <https://forms.gle/DH7wu4janBpFcMWX8>. The Organizing Committee will communicate the acceptance of the provisional registration and email the registration for the completion of registration formalities. The teams are strongly encouraged to complete the registration form at the earliest possible.

6.1.2. The registration form requires teams to specify the roles of each individual member. Once registered, a team will not be permitted to vary the composition of the team in any manner. Changes, if any, may only be made with the express permission of the administrators (at their discretion), if due reason is shown for the same.

6.1.3 The registration is restricted to a maximum of 40 teams for this competition.

6.2. REGISTRATION FEE

6.2.1. The registration fee for the competition is INR 3,000. This fee is non-refundable and has to be paid by all teams.

6.3. PAYMENT OF REGISTRATION FEE

6.3.1. The payment details shall be shared following the confirmation of the provisional registration. All teams must attach a scanned copy of the e-transfer receipt in the Registration form.

6.3.2. Once a team is registered, a team code shall be assigned to it by the administrators. This team code will serve as their unique identifier throughout the competition. Any team that fails to send the details of the payment of fees shall not be allocated a team code.

6.3.3. There shall be no refund of the registration fee under any circumstance, unless the competition is called off.

6.3.4. The administrators reserve the absolute discretion to refuse or cancel the registration of any team.

7. CLARIFICATIONS TO THE PROPOSITION

7.1. All requests for clarifications to the Proposition must be emailed to info.yncindia@gmail.com, latest by November 20, 2022 (11:59 P.M. IST).

7.2 The request for clarifications should be clear and related to the facts of the case. Any one team can only submit 10 questions.

7.3. All clarifications issued in the form of a procedural order shall be released by November 23, 2022.

7.4. The clarifications as and when issued become a part of the Competition Proposition.

7.5 Requests will be answered at the discretion of the Competition Administrator(s). Requests that do not comply with the Rules, in particular requests without a sufficient explanation of their significance, may remain unanswered. All answers to requests for clarification will be distributed by email to all Teams selected to participate in the Competition.

8. COMPETITION PROPOSITIONS

8.1 GENERAL

8.1.1 Four 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, the Quarter Finals, the Semi-Finals and the Final Round.

8.1.2 Each Proposition will consist of

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

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

8.2 INTERPRETATION OF THE COMPETITION PROPOSITIONS

8.2.1 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.

8.2.2 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.

9. NEGOTIATION SESSION

9.1 GENERAL

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

9.1.2 The whole competition shall be conducted through an online platform Skype and each and every team is required to download the application for the smooth functioning of the competition.

9.2 TIME LIMITS

Each participating team will get a Session time which will be inclusive of Opening Statements, Deliberations and Settlement by each team.

9.2.1 In the Preliminary Rounds, each Negotiation Session will consist of 50 minutes, a break-up of which is as follows:

(A) 40 minutes for the actual negotiation;

(B) 10 minutes (5 minutes per Participating Team) for feedback by the Judges.

10.2.2 In the Quarter-final Rounds, each Negotiation Session will consist of 50 minutes, a break-up of which is as follows:

(A) 40 minutes for the actual negotiation;

(B) 10 minutes (5 minutes per Participating Team) for feedback by the Judges.

9.2.3 In the Semi-final Rounds, each Negotiation Session will consist of 60 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 feedback by the Judges.

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

(A) 70 minutes for the actual negotiation;

(B) 20 minutes (10 minutes per Participating Team) for feedback by the Judges.

9.3 ANONYMITY

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

9.4 QUALIFICATION FOR ADVANCED ROUNDS

9.4.1 The top 8 teams in the preliminary round shall qualify for the Quarter finals. The teams shall be ranked according to the following criteria:

- a. First, the team with the higher Score in the preliminary round shall be ranked higher;
- b. Secondly, if there is a tie in the total score, the team with the higher number of marks in the opening statement will be ranked higher;
- c. Lastly, for teams that have the same marks in the opening statement, the team with the higher marks in originality in suggested overall negotiation strategy shall be ranked higher;

9.5 ADVANCE ROUNDS

9.5.1. QUARTER FINAL ROUNDS

- a. The matchups of the quarter final rounds will be based on the ranking in the preliminary rounds and shall be as follows:
 - i. Quarter Final 1: Rank 1 (Requesting) v. Rank 5 (Responding)
 - ii. Quarter Final 2: Rank 2 (Responding) v. Rank 6 (Requesting)
 - iii. Quarter Final 3: Rank 3 (Requesting) v. Rank 7 (Responding)
 - iv. Quarter Final 4: Rank 4 (Responding) v. Rank 8 (Requesting)

9.5.2. SEMI FINAL ROUND

- a. The matchups in the semi-final rounds shall be as follows:
 - i. Semi Final 1:
Winner of Quarter Final 1 (Requesting) v. Winner of Quarter Final 3 (Res.)
 - ii. Semi Final 2:
Winner of Quarter Final 2 (Responding) v. Winner of Quarter Final 4 (Req.)

9.5.3. FINAL ROUND

a. The matchups in the final round shall be as follows:

i. Final Round:

Winner of Semi Final 1 (Requesting) v. Winner of Semi Final 2 (Responding)

10. JUDGING CRITERIA

10.1 The Negotiation Session shall be judged on the following criteria:

- a. Opening Statement
- b. Identifying and Advancing Party's Interest
- c. Information Gathering
- d. Team Work
- e. Relationship building with the other Party
- f. Overall Negotiation Strategy

10.2 The judging criteria shall be applied to the performance of both: the counsel as well as the client.

11. PRIZES AND AWARDS

11.1. The winner of the Final Round will be declared the "Winning Team", which will include the cash prize of INR 10,000 and an internship opportunity with PSL Advocates & Solicitors; while

11.2 The losing finalists will be declared the "Runners-Up", which will include the cash prize of INR 7,000 and an internship opportunity with AKS Partners.

11.3 The Team with highest score in Preliminary Round will be adjudged as the "Best Negotiating Team", which will include a cash prize of INR 3,000.

11.4 E-Certificate of Merit shall be given to the Winners, Runners-up, Best Negotiating Team and all the teams qualifying to Advance Rounds.

11.5 E-certificate of participation shall be provided to all the participants.