



VIVEKANANDA INSTITUTE OF PROFESSIONAL STUDIES

Affiliated to Guru Gobind Singh Indraprastha University (GGSIPU), Recognized by Bar Council of India (BCI)
and approved by All India Council of Technical Education (AICTE).
Accredited Grade "A" Institution by NAAC, Recognized under section 2(f) by UGI
An ISO 9001:2015 Certified Institution

Maadhyam



International Council for
Conflict Resolution

VIVEKANANDA SCHOOL OF LAW & LEGAL STUDIES



CENTRE FOR ADR

PRESENTS

4th VIPS MAADHYAM NATIONAL VIRTUAL NEGOTIATION COMPETITION

28th APRIL - 1st MAY, 2022



ABOUT VIPS

Vivekananda Institute of Professional Studies, affiliated to GGSIP University was established in the year 2000 with the vision to impart world class quality professional education and promote excellence in education. In this pursuit, VIPS provides innovative pedagogies to encapsulate the prescribed curriculum along with consistency, thereby focusing on the holistic growth of every student at VIPS.

Vivekananda School of Law and Legal Studies (VSLLS) under the umbrella of VIPS is committed to realizing the words of Swami Vivekananda: “Man Making, Character Building and Nation Building”. VSLLS takes progressive efforts to equip its law students to face the world by developing conceptual clarity and focus on the creation of research aptitude and critical approaches amongst students to prepare them to be good and successful professionals.

In recognition of its robust initiatives in legal education, VIPS is recognized by The Bar Council of India, UGC under Section 2(f) and has been accredited by an ‘A’ grade by NAAC. Our esteemed alumni include 19 Gold Medalists, over 20 AORs as well as 45 judicial officers.

In addition, VSLLS has collaborations with foreign and national universities to provide exposure to students at international and national levels along with engaging students in multiple training programs namely, moot courts, alternative dispute resolution mechanisms, research, legal aid, debates etc.

ABOUT MAADHYAM – International Council for Conflict Resolution

Maadhyam-International Council for Conflict Resolution, founded by highly accomplished professionals, comprises many renowned, experienced and internationally accredited mediators. It has been at the forefront of developing and implementing training programmes for imparting and promoting conflict resolution skills for ADR practitioners, in line with contemporary global trends.

With a global outlook and focus on capacity building, Maadhyam has to its credit various International collaborators including the Straus Institute for Dispute Resolution, Pepperdine

University, California, U.S.A. and SAGE Mediation, Singapore, besides many National Universities and Bar Associations across the country.

In recognition of its contribution to the development of Mediation, Maadhyam was invited to attend the signing of the Singapore Convention. Its office bearers were also part of the Draft Committee appointed for the Mediation Bill.

Through its Peer Mediation and Youth Forum, Maadhyam has been engaging with and empowering India's immense young talent to be leaders of tomorrow in peacebuilding and has also sponsored many international and domestic moot competitions. In keeping with its motto of continued learning, Maadhyam is happy to take forward its collaboration with one of the finest national universities - VIPS in the 4th National Virtual Negotiation Competition and hopes the event will help enrich and empower the young students - tomorrows' leaders in ADR.

About the Centre for Alternative Dispute Resolution

The Centre for Alternative Dispute Resolution is a platform that provides training and recognition to students participating in alternative dispute resolution activities ranging from mediation, arbitration to client counseling. The ADR skills enable participants to resolve the dispute amicably and 'to be hard on the problem and soft on the people'.

Our mission is to connect, support, and inspire a diverse community committed to empowering society while nurturing and honing their oratorical, research, and analytical skills. To enhance the performance and knowledge of our members, we hold regular competitions and workshops encompassing a range of activities under ADR.

Previous Events by VIPS and Maadhyam

VIPS-Maadhyam Dispute Resolution and Client Counselling Competition 2018

Vivekananda Institute Of Professional Studies in association with Maadhyam- Council for Dispute Resolution organised the 2nd Dispute Resolution and Client Counselling Competition on 6th and 7th April 2018. The Competition was divided into two parts with the Negotiation Competition on 6th April 2018 and the National Mediation Competition on 7th April 2018.

The national event saw participation from reputed law schools from all over India. Chief Guest

for the event was Hon'ble Mr. Justice G.S. Sistani a renowned judge of the Delhi High Court and the Guest of Honor was former ASG Mr. Sanjay Jain. A total of 30 teams, from reputed law colleges all over India, registered for the competition in order to exhibit their counselling skills. The format for both competitions comprised four rounds- Preliminary rounds, Quarter-finals, Semi Finals and Finals whereby all the competing teams were escorted to their respective court rooms.

Every room was adjudged by two highly eminent and qualified judges. For the negotiation competition the room also consisted of a team counsellor along with a client from the institute. The teams were given a period of 15 minutes to discuss the confidential information given to them and form an opinion thereby. The board to judge the final rounds of the negotiation competition was presided by Mrs.Nandini Gore, Mrs.Varuna Bhandari, Mr.Anupam Srivastava. The panel to judge the final round of mediation competition was Mrs.Veena Ralli, Mr. J P Sengh, Mr. Sudhanshu Batra. The competition not only improved the skills of the participants but it also instilled the significance of alternate dispute resolution methods in upcoming times.



VIPS-Maadhyam National Virtual Negotiation Mediation Competition 2020

Vivekananda Institute of Professional Studies in collaboration with Maadhyam organised the 3rd VIPS – Maadhyam National Virtual Mediation Competition from 27th to 30th August 2020. 32 teams of premier law institutes from all across the country participated in the Competition. 150 students of VSLLS, VIPS volunteered their contribution to its successful organisation.

The competition was bifurcated into four rounds- Preliminary, Quarterfinals, Semi-finals, and Finals. The final round was judged by Hon'ble Mr. Justice G.S. Sistani (Former Judge, Delhi High Court), Sh. Rajeev Dutta (Sr. Advocate/ Sr. Mediator), Ms. Sadhana Ramachandran (Advocate/ Sr. Mediator). The Chief Guest for Valedictory Ceremony was Hon'ble Chief Justice Ms. Gita Mittal, Jammu & Kashmir High Court. The competition enforced the values of legal ethics and professionalism with a practical set-up. Problem-solving abilities were certainly improved after the rigorous but enlightening competition.



THE COMPETITION

These rules shall regulate all aspects of the 4th VIPS - Maadhyam National Virtual Negotiation Competition, 2022 (hereinafter referred to as ‘the Competition’), organized by the Centre for Alternative Dispute Resolution (CADR), Vivekananda School of Law and Legal Studies, VIPS in collaboration with Maadhyam – International Council for Dispute Resolution (hereinafter referred to as ‘the Organising Committee’). **The Competition will be held from 28th April to 1st May 2022.**

AIM AND PURPOSE

The objective of the Negotiation Competition is to promote interest among law students in legal negotiation and provide means for law students to practice and improve their negotiation skills. It is aimed to provide them with an environment to enhance their negotiation skills by participating in a dialogue to negotiate upon a problem consisting of a common set of facts known by all participants.

ELIGIBILITY

The Competition is open to all bonafide students pursuing undergraduate degrees (five and three-year law programmes) in Law Schools/Colleges/Institutions/Universities recognised by the Bar Council of India.

Each Participating Institution is permitted to send a **maximum number of two teams to the Competition**. If at all more teams are registered, that would be subject to only two teams being selected on the First Come First Serve basis. All participants must be registered with their respective institutions as full-time or part-time students for the academic year 2021-2022.

COMPETITION STRUCTURE

Team Composition

1. Each team shall comprise of two students out of which one student will be the COUNSEL and one team member will be acting as the CLIENT (referred to as the “Negotiating Team”).
2. The composition of the team is not subject to any change after the registration (unless

in the case of any serious ailment or any other unavoidable circumstance). Prior notice should be provided to the Organizing Committee regarding any change in the composition.

Rounds

3. All the rounds shall be conducted on Zoom. The detailed rules and regulations will be sent in advance before the competition.
4. One Team among the Two Negotiating Pairs will be the Requesting and the other will be the Responding Parties. The Negotiating Teams for each Session and their roles shall be decided by draw of lots.
5. Each round will have members from two different institutions (Two Negotiating Teams from different institutions). However, the same will not be applicable to the final round.

Draw of Lots

6. The draw of lots (for the preliminary rounds) shall be conducted on **28th April, 2022.**

Preliminary Rounds

7. The prelims shall be conducted on **29th April, 2022** in 2 (two) different slots according to the Draw of Lots which shall be notified to the teams.
8. The team in the competition will have one preliminary round for a period of 30 minutes (exclusive of the preparation time provided for 15 minutes prior to the session). The last 5 minutes have to be reserved for concluding the session which will be included in the 30 minutes. This will be followed by a post analysis session of 5 minutes during which the members of the team will receive feedback and comments from the judges regarding the session while discussing their BATNA and negotiation strategies (30+5).

Quarter Final Rounds

9. The quarter finals shall be conducted on **30th April, 2022.**
10. Eight teams selected from the preliminary rounds on a “Scoring basis” will qualify for the quarter-finals which will be for a total period of 30 minutes (exclusive of the preparation time provided for 15 minutes prior to the session). The last 5 minutes have

to be reserved for concluding the session which will be included in the 30 minutes. This will be followed by a post analysis session of 5 minutes during which the members of the team will receive feedback and comments from the judges regarding the session while discussing their BATNA and negotiation strategies (30+5).

Semi Final Rounds

11. The semifinals shall be conducted on **30th April, 2022**.
12. The four teams qualifying for Semi-Finals will be selected on a “Knock-Out” basis from the quarter-finals rounds. Thus, the top 4 in the Quarters will move on to the Semi-Finals.
13. The Semi-Final round will be of 40 minutes (exclusive of the preparation time provided 15 minutes prior to the session). Last 5 minutes have to be reserved for concluding the session which will be included in the 40 minutes. This will be followed by a post analysis session of 5 minutes during which the members of the team will receive feedback and comments from the judges regarding the session while discussing their BATNA and negotiation strategies (40+5).

Finals

14. The Finals shall be conducted on **1st May, 2022**.
15. The teams selected for finals on a “Knock-Out” basis from the Semi-final rounds will compete in the Finals.
16. The Final round will be of 45 minutes (exclusive of the preparation time provided 20 minutes prior to the session). Last 5 minutes have to be reserved for concluding the session which will be included in the 45 minutes. This will be followed by a post analysis session of 10 minutes during which the members of the team will receive feedback and comments from the judges regarding the session while discussing their BATNA and negotiation strategies (45+10).

Confidential Information

17. Each Negotiating Pair will be provided separate Confidential Information 15 minutes before the start of each session which will be their Preparation Time. Except for the Final Round where a team will be given a 20 Minute Preparation Time.

Language

18. All Negotiation Sessions will be conducted in English only. All participants are required to use English for all communication during the competition.

Dress Code

19. The dress code for the competition will be business formals. All the participants are required to adhere to the dress code.

Release of Problems

20. The organising committee will be releasing the problems of all the rounds of the competition on 21st April, 2022. In case of any changes in the schedule, the same shall be notified through our Official Facebook Page and website.
21. The problems for the competition will be based on family law, contract law, sports law, property law, entertainment law, international law, commercial law, intellectual property rights, civil law etc.

Negotiation Plan

22. Each Participating Team shall submit a negotiation plan for the Negotiation Session in the Preliminary Round.
23. The Negotiation Plans will contain a case analysis evaluating the respective strategic strong points and weak points of each party, their respective needs and interests, their respective BATNAs, and their respective objectives and goals during the Negotiation Sessions.
24. A Negotiation Plan must strictly conform to the following general requirements. Non-conformity may attract negative marking.
25. A Negotiation Plan must:
 - a. only be typed on 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, 1.5 line spacing, 1-inch margin (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 part.
26. The Negotiation Plan for Problem – 1 (Preliminary Rounds) must be sent to vipsdrcc@gmail.com by email with .doc or .docx and .pdf file extension by 11:59 PM on 25th April 2022. Failure to comply with the Submission Date deadline will attract a penalty.
27. The Participating Teams will not be permitted to modify their Negotiation Plans after the submission.

Judging Criteria

28. The teams will be evaluated on the following basis:
- Opening Statement
 - Knowledge of Law
 - Identifying Key Issues of Dispute
 - Application of Law to Facts
 - Conduct of Parties
 - Consideration of Best Interest of the Party
 - Originality and Creativity of Solutions Suggested
 - Negotiation Tactics
 - Coordination between client and counsel
 - Post Negotiation Analysis

The negotiation plan shall carry marks, which shall be included in the preliminary rounds only.

Tie-Breaker System

29. In case of two or more teams having the same marks, the winner shall be decided on the basis of the following:
- The Team with the highest marks in ‘Originality and Creativity of Solutions Suggested’ will be adjudged as the winner.
 - In case the tie still continues, the Team with the highest marks in ‘Identifying Key Issues of Dispute’ will be adjudged as the winner.

- In case the tie still continues, the Organizing Committee shall reserve the right to introduce any new tie-breaker.

Results

30. The timings and link for the meeting for the announcement of results for every round will be provided to all teams in advance. All participants are requested to join the same 10 minutes prior to the start of the meeting. Following is a list of the awards that will be presented to the teams.

- **Best Team**
Cash Prize: Rs. 25,000/- and Certificate of Merit
- **Runners up Team**
Cash Prize: Rs.15,000/- and Certificate of Merit
- **Best Counsel (based on scores of the preliminary rounds)**
Cash Prize: Rs. 5000/- and Best Counsel's Certificate of Merit
- **Best Client (based on scores of the preliminary rounds)**
Cash Prize: Rs. 5000/- and Best Client's Certificate of Merit
- **Quarter-Finalists, Semi-Finalists and Finalists**
Certificate of Merit

Registration Procedure

31. A team must register for the competition by filling out the google form linked below after making the payment for the competition and obtaining a consent letter.

Registration Form – <https://forms.gle/5PLGEWPrpeqegy7V7>

32. A team will be required to pay Rs. 2000/- via NEFT or UPI as a registration fee for the competition. After making payment, a screenshot of the payment along with the

transaction ID must be submitted in the google form as part of the registration process.

33. Bank Details for NEFT:

NAME: Vivekananda Institute of Professional Studies Technical Campus

BANK: HDFC BANK LTD.

BRANCH: F1U/42 Block, Pitampura, New Delhi – 110034

ACCOUNT NO.: 50100199004255

IFSC CODE: HDFC 0001657

34. Participants may also pay the registration fee via UPI by making a payment to the following UPI ID:

UPI ID - VIVEKANANDINSTITUTE@hdfcbank

35. A team will also need to submit a consent form in the google form duly signed and stamped by the Dean/Head of Department/Principal/Head of the Institution of the law school permitting the participants to take part in the competition.
36. Institutions may provisionally register for the event by sending an email to vipsdrcc@gmail.com by **7th April, 2022.**
37. The last date to register for the competition is **18th April, 2022.**

Code Of Conduct

38. Participants are required to maintain dignified conduct during the span of the entire competition. Reckless or irresponsible behaviour by any of the team members of an institution may result in the disqualification of the entire team.
39. All or any grievances are to be presented only to the organizing committee of the Competition and the decision of the Organizing Committee will be final.
40. Participants shall not reveal their personal identities or that of their University to any judge or participant during the course of the competition. Any attempt to obtain the Confidential Information shall render a team liable for immediate disqualification.

41. Failure to adhere to any of the time limit will result in a penalty against whomsoever the delay is attributable. The penalty will be decided by the Judges/ Organizing Committee.

Clarifications

42. The Participants may seek clarifications regarding any aspect of the problem, rule or procedure vide a mail at vipsdrcc@gmail.com latest by 24th April, 2022.

Interpretation Of Rules

43. Any question regarding the interpretation of any provision of this rule shall be subject to the decision of the Organizing Committee and any decision made by them thereon shall be final.
44. The Organising Committee may at any point in time amend the rules of the competition.
45. Each team member may join the web platform from a maximum of two devices in order to ensure smooth functioning of the event in case any device stops functioning during the competition. One device shall be in the waiting room at all times while the other device is functioning. In case the device being used stops, the other device can be connected, for which 5 minutes will be given to the team, which will not be included in the allotted time.
46. Further, if the participant is unable to join after the said 10 minutes, then the round will continue with the remaining members in the meeting. In case both members are not able to join, then the team will be marked accordingly. It is the responsibility of the teams to ensure a good and stable internet connection.

Contact Us

- Saharsh Panjwani, Student Convenor (9013965521)
- Shivam Issar, Student Convenor (9953071864)
- Email us at vipsdrcc@gmail.com

IMPORTANT DATES FOR THE COMPETITION

| Particulars | Date |
|---|---|
| Announcement of the Competition | 20 th March, 2022 |
| Last Date for Provisional Registrations | 7 th April, 2022 |
| Last Date to Register | 18 th April, 2022 |
| Release of Problems | 21 st April, 2022 |
| Orientation Session | 23 rd April, 2022 |
| Last Date to Seek Clarifications | 24 th April, 2022 |
| Dates of the Competition | 28 th April to 1 st May, 2022 |

SCHEDULE FOR THE COMPETITION

| Particulars | Date |
|---|------------------------------|
| Orientation Session | 23 rd April, 2022 |
| Inaugural Ceremony | 28 th April, 2022 |
| Draw of Lots | 28 th April, 2022 |
| Preliminary Rounds | 29 th April, 2022 |
| Results and Draw of Lots | 29 th April, 2022 |
| Quarter Final Rounds | 30 th April, 2022 |
| Results and Draw of Lots | 30 th April, 2022 |
| Semi Final Rounds | 30 th April, 2022 |
| Results and Draw of Lots | 30 th April, 2022 |
| Final Round | 1 st May, 2022 |
| Valedictory Ceremony and Announcement of Result | 1 st May, 2022 |

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Maadhyam

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| Saharsh Panjwani Student Convenor | Shivam Issar Student Convenor |
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| | | |
|-------------------------|--------------------|----------------|
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