



*Infinity Lexathon Society*  
*Presents*

# IIInd NATIONAL NEGOTIATION CHAMPIONSHIP

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*17-18 August 2024*

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# About us



The "Infinity Lexathon Society" is a burgeoning initiative led by a group of passionate law students, driven by a shared enthusiasm for legal exploration and collaboration. Despite its modest beginnings, the society is fueled by a fervent commitment to creating a vibrant platform for legal enthusiasts to connect, learn, and grow.

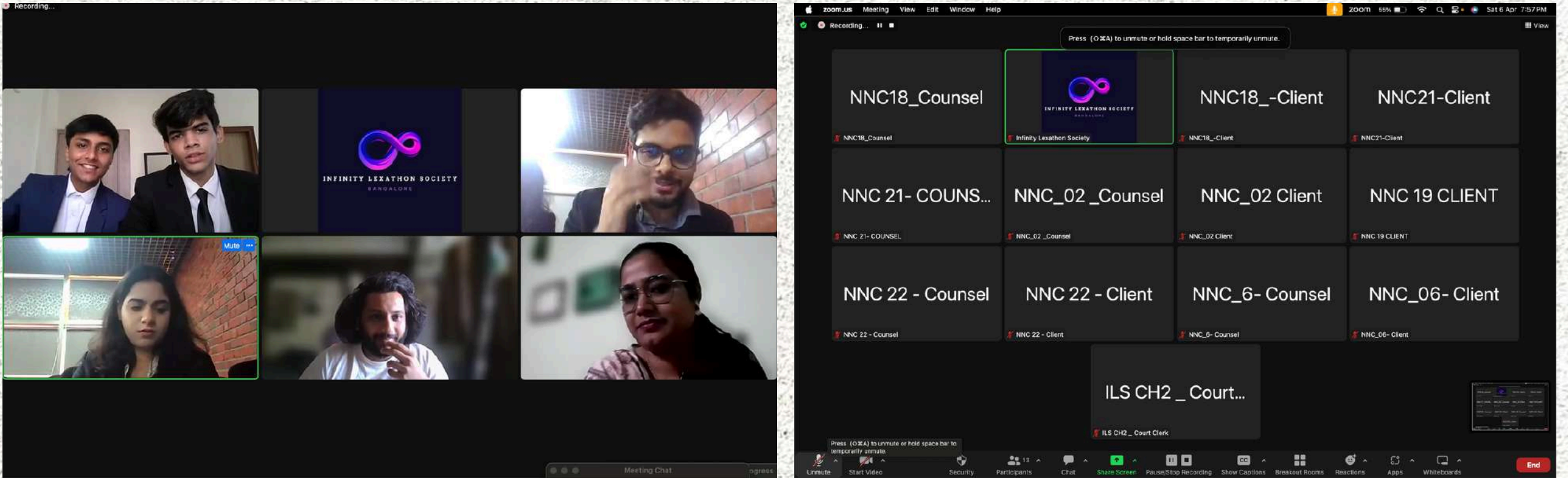
At its core, the Infinity Lexathon Society is deeply invested in organizing and hosting negotiation competitions, recognizing the invaluable skills honed through this practice. These competitions provide a unique opportunity for participants to sharpen their negotiation tactics, enhance their communication abilities, and gain invaluable real-world experience in navigating legal scenarios.

While negotiation competitions serve as a cornerstone of the society's activities, it also endeavors to foster a broader culture of intellectual curiosity and professional development. Through workshops, guest lectures, and networking events, members are encouraged to engage with diverse perspectives, expand their legal knowledge, and cultivate essential skills for success in the legal profession.

Despite its small size, the Infinity Lexathon Society exudes a spirit of ambition and innovation, continually seeking new ways to enrich the legal education experience for its members. With a shared vision of creating a supportive and collaborative community, the society welcomes all who share its passion for the law and its transformative potential. Join us as we embark on this exciting journey of exploration and growth in the fascinating realm of legal negotiation.



# NNC: ed 1



The inaugural edition of the National Negotiation Championship (NNC ed 1) took place on April 6-7, 2024. The competition saw the participation of twenty-two teams hailing from esteemed institutions such as Dr. Ram Manohar Lohia National Law University, Symbiosis Law School (SLS), Pune, O.P. Jindal Global University, Maharashtra National Law University Mumbai, Symbiosis Law School Hyderabad, among other prominent colleges across India. The event was graced by the presence of senior mediators and arbitrators from the arbitration fraternity, who served as distinguished judges.

Shaunak Wagle and Tushar Umesh from Maharashtra National Law University, Mumbai, emerged as the winners of this prestigious championship, while Ananya Mohindra and Nihshank Upadhyay from O.P. Jindal Global University were declared the runners-up. The 1st National Negotiation Championship was meticulously organized by the Infinity Lexathon Society on April 6-7, 2024.



# II-NNC RULEBOOK

These are the rules for the 2nd-ILS National Negotiation Championship 2024. The Rules of the Competition are reviewed edition wise and are subject to change. Reliance on any past Rules or practice will not in itself be an acceptable excuse for the failure to comply with the rules of the current competition.

## I. 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 National Negotiation Championship 2024.

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 Octa-Final Round, 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 parties.

1.8 "Confidential 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.

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## **3. ELIGIBILITY**

3.1 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.

3.2 A recognized institution shall be entitled to send only five teams to the competition.



## **4 . TEAM STRUCTURE**

4.1 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'.

4.2 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.

## **5. REGISTRATION**

### **5.1. GENERAL**

5.1.1. Each team shall provisionally register for the competition by filling the online registration form latest by August 14th 2024. The online google form that needs to be filled is available at:  
<https://forms.gle/AmTRqqXXsdZWRUQo9>.

The Organizing Committee will communicate the acceptance of the provisional registration and email the final registration form for the completion of registration formalities. The teams are strongly encouraged to complete the registration form at the earliest possible.

5.1.2. 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.

5.1.3 The registration is restricted to a maximum of 45 teams for this competition.



## **5.2. Registration Fee**

5.2.1 The registration fee for the competition is **INR 3500**. This fee is non-refundable and has to be paid by all teams.

5.2.2 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.

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

5.2.4 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.

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

## **6. PAYMENT DETAILS**

6.1 The registration fee payable for the competition as per Rule 5.2 is **Rs. 3500 (Three thousand five hundred)** per team. Teams must transfer the amount to:

1. The participants can send the money through any BHIM-UPI supported app, like Google pay or Phone Pay on the number – **7338686969**.



2. They can also transfer the money online through NEFT or any other possible way on the account: **Account number – 35381164250, IFSC CODE – SBIN0003357, Name of the Account Holder – Pranav N**

## **7. CLARIFICATIONS TO THE PROPOSITION**

7.1 All requests for clarifications to the Proposition must be emailed to [infinitylexathonsociety.nnc@gmail.com](mailto:infinitylexathonsociety.nnc@gmail.com), (please refer the Important dates)

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 August 16, 2024

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 PROPOSITION**

### **8.1 GENERAL**



8.1.1 The Proposition is released on August 5th, 2024 and the proposition shall remain the same for all the rounds. Each Round however shall come with different Confidential Informations.

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.

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

## **8.2 INTERPRETATION OF THE COMPETITION PROPOSITION**

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 Zoom and each and every team is required to download the application for the smooth functioning of the competition. 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 25 minutes, a break-up of which is as follows - 5 minutes Opening Statements and 20 minutes of Deliberation.

9.2.2 In the Quarter-final Rounds, each Negotiation Session will consist of 40 minutes, a break-up of which is as follows:  
(A) 5 minutes for Opening Statements and 35 Minutes of Deliberation



9.2.3 In the Semi-finals Rounds, each Negotiation Session will consist of 50 minutes, a break-up of which is as follows: 10 minutes of Opening Statements and 40 minutes of Deliberation

9.2.4 In the Finals Round, the Negotiation Session will consist of 60 minutes, a break-up of which is as follows: 10 minutes Opening Statements and 50 minutes of Deliberation.

### **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 ADVANCE ROUNDS**

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

1. First, the team with the higher Score in the preliminary round shall be ranked higher.

2. 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.



3. Lastly, for teams that have the same marks in the opening statement, the team with the higher marks in originality in suggested alternative courses of action shall be ranked higher.

## **9.5 ADVANCE ROUNDS**

**9.5.1. QUARTER FINAL ROUNDS:** The matchups of the quarter final rounds will be based on the ranking in the prelims rounds.

**9.5.2. SEMI-FINAL ROUND:** 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 (Responding)

**ii. Semi Final 2:** Winner of Quarter Final 2 (Responding) v. Winner of Quarter Final 4 (Requesting)

**9.5.3. FINAL ROUND:** The matchups in the final round shall be as follows :

**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:

1. Opening Statement
2. Identifying and Advancing Party's Interest
3. Information Gathering
4. Team Work
5. Relationship building with the other Party
6. Overall Negotiation Strategy

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



## **II. PRIZES A N D AWARDS**

11.1 The winner of the Final Round will be declared the “Winning Team”, which will include the cash prize of INR 20,000.

11.2 The losing finalists will be declared the “Runners-Up”, which will include the cash prize of INR 10,000.

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

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

## **Contacts**

Hithesh A S (+91 80737 34026)

Ashish Panda (+91 80938 34028)

email: [infinitylexathonsociety.nnc@gmail.com](mailto:infinitylexathonsociety.nnc@gmail.com)



# Important Dates

Particulars	Dates
COMMENCEMENT OF REGISTRATION	August 5, 2024
LAST DATE OF PROVISIONAL REGISTRATION	August 10, 2024
LAST DATE OF FINAL REGISTRATION	August 12, 2024
LAST DATE FOR SEEKINIG CLARIFICATION	August 15, 2024
RELEASE OF NEGOTIATION PROBLEM	August 5, 2024
DATE OF NEGOTIATION ROUNDS	August 17 & 18, 2024