

ILS National Negotiation Championship

SEGMENT-I

1. It's that time of the year where "India Ka Tyohar" is arriving and the people of India are buzzing to embrace a brand new season of Bharat Premier League (BPL) into their TV's. The 'Pulakeshi Chalukyas' (PC) are one of the teams from Karnataka region in India who have been fan favorites throughout the world but have failed to win any trophy ever since the inception of the BPL. But the one thing which the Club takes pride in is its Loyal FanBase for which it is famous for.
2. This year's edition is what PC was looking forward to as it was time for the Mega Auctions and the team's management had kept a draft ready of the players they were going to chase after. The new Head Coach for this year's edition was Kunil Amble and he had brought in a new stream of thinking into the Club and had introduced new ways of functioning and building the Club. He had suggested to the Management that they should look towards the future of the Club and should hire young talents and build the team around them in order to play well not only for this year's edition but also for the years coming.
3. Mukth Chanda, the Indian Captain for the U-19 was the gem of the lot in this year's auction and all the 10 Franchises were targeting him in this year's Auction. Not only had he led his team to the finals of the U-19 World Cup, but also was the third highest run scorer in the Tournament and since BPL would allow 7 Indian and 4 Abroad Players, he had the upper hand and a huge demand for this year's

auction. PC were also keen on targeting this year's BPL trophy in order to end their drought in this Tournament.

4. PC had around 30 Crores left in their purse and had to target atleast 2 Overseas Players amongst them and grab around 8 Indian players to complete the squad. On Amble's strong suggestions, the Club had built their strategies to accommodate Mukth Chanda and 2 comparatively lowkey Overseas players too. PC hit their stride when they roped in Mukth Chanda for a whopping 10 Crores but had to buy below average players in the remaining 20 Crores which led their auction leaning towards a failed one as a whole.
5. Nevertheless they had the U-19 Indian Team Captain and the legend of the game and the club itself- Veriot Cuhli at the Club and they were looking strong in form to take over this year's BPL.

SEGMENT-II

6. Mukth Chanda although was part of the U-19 team was just 16 Years old and 11 months. He was well developed physically and held the emotional maturity of an adult, all this coupled with his exceptional performances earned him his place in the U-19 team for India. There were a few concerns raised about this as Mukth's promotion meant that another worthy candidate of 18 years had to lose his spot in the U-19 Team.
7. Mukth Chanda's father, Mukth Chanda Senior was a 40 year old man who had practiced Chartered Accountancy throughout his short career but had failed. Ever since he knew his son was going to be a sporting prodigy, he decided to make him

his next project in life and to build a career for him by acting as his agent in the Sporting Fraternity.

8. Since Mukth was underage, his father had been representing all his Sporting interests outside the Cricketing field, starting from accompanying him to the matches upto trying to get Mukth some endorsement deals. After his U-19 performances and when Mukth made his interests clear that he wanted to register to the upcoming BPL Auctions, his father had expressed concerns that this was not the greatest idea in the interest of his future as a cricketer and also as a person. Over the course of time, Mukth took it in such a way that his own father was against his growth and started fielding hatred towards him and his father made it evident that Mukth was still under his guidance and hence he had to listen to whatever his father would say as he was 'Legally Bound' by it.
9. This led to Mukth trying to make attempts to emancipate himself from his father and let to a bunch of Negotiations which became an unnecessary negative PR for the player when the news went out that his familial situation was unstable.

SEGMENT-III

10. Amidst all these drama and speculations, Mukth Chanda was sent a contract after PC had bought him in the Auctions. Usually all players are locked down only for that year in the Auctions but PC wanted to lock him down for a longer period and hence held talks with him. Before the edition began they sat down with him and his agent (Mukth Senior) and PC mentioned in the contract that they would retain the player for the upcoming edition too, but Mukth had to convince to

draw in more U-19 players in the Auctions towards PC in the next auction. The perks which Mukth would obtain was that PC would build a team around him complementing his gameplay and would also consider him the lead in all of their endorsement deals.

11. After the instant BPL edition came to an end, Mukth's performance was below par and PC had one of their worst seasons ever. The positives were only off the field through their endorsements. Along with this there were other positives too with PC playing with young players of average age of about 21 years and the lot showed a lot of maturity while playing.
12. Now that PC do not believe in Mukth's abilities anymore even after playing him throughout the season and gave him ample chances to prove himself, they have decided to alter the contract they had signed with him.
13. Currently, the Club, PC have requested for a Negotiation Session to discuss his future at the club and to alter the Contract to take down the incentives given to him previously and treat him as a normal player.

ANNEXURE- I

Although Mukth's performances were below par, PC had benefited from him in a plethora of instances such as – roping in other squad members of the famous U-19 world cup which had reached the finals and all of their players were happy to join PC as they were about to reunite with their former Captain, Mukth.

ANNEXURE – II

A government initiative “Youth for the Future” was introduced by the Government of India in order to foster the growth of the teenagers in various fields, including sports. PC in order to cater to their CSR needs decided to take up this initiative and as it turned out, there were other incentives too which were attached such as gaining training kits and resources sponsored to their upcoming seasons.

