

National Negotiation Championship: Edition 2

Proposition

1. Udinese F C is an Italian Football Club which usually competes in the Top-Flight of the Italian Division Serie-A. They are a regular mid-table team who fight hard to stay up in the Serie-A but there are unfortunate events when they are relegated to Serie- B too on several occasions. The club also cherishes a loyal fan base who always have their backs.
2. Watford F C is a club which plays in the Premier League, which is the English top-flight division and also performs below average and is in and out of the first division to the second division football league in England. On a bigger picture, both clubs played with the same frequency but in different leagues.
3. Gino Pozzo, a big Italian Tycoon, decides to invest in these Football Clubs and claims their ownerships, hoping to change their fortunes, but as time has its say, the clubs kept underperforming and the fate of these clubs remained the same. The clubs of Udinese and Watford faced huge backlash from their respective fans and also a significant amount of blame was put on Gino Pozzo for not running the clubs in the right direction.
4. To make things worse, the investment made into the Clubs paid no returns to Pozzo and he ran into an Ocean of Losses; to make it out of this through a shortcut Gino Pozzo involved in Money Laundering and Tax Frauds during the Football Transfer Markets. Due to this, Pozzo was forced to step down from ownership and sell it to other prospective owners.

The “Genius” Pozzo-

5. Pozzo, who as aforementioned was a successful businessman in all the other areas that he had ventured into, and he was very renowned for finding his way to the top by cracking loopholes in the way of the working of the industries. Before getting into the football business industry, he had spent quite some time finding a way to make profits and get the clubs to a higher level.
6. The reason he had bought both these clubs although he was aware that both clubs were very underperforming was that he had figured out a way to launder money via transfer of players in the Football Transfer Market.

7. The concept was very simple, let's say a player was signed by Wetford F C for 5 Million Pounds, and then he is sold to Udunese FC for 10 Million Pounds, which is the other club in another country playing in different divisions, but owned by the same Owner. The player who is sold by Wetford would actually be a key asset to the squad and any club within their right senses would not sell him, but in this case, after being sold to Udunese FC he is immediately brought back on Loan from Udunese back to Wetford as if he never left.
8. The concept of 'Loan in Football' essentially allows Football Clubs to trade (loan) players for a short period (6 months, 1 year, 2 years) without having to transact any transfer fees during the trade, just that the wage of the player in transaction must be taken care of by either of the clubs.
9. Posthumously, after the commencement of this drama, FIFA could not criminally charge Pozzo and make him liable as the Regulations existing at that time could not prove that he went against the laws of the Footballing Transfer Market.
10. During his term as the owner of the Club, Pozzo had won over the likings of the support staff at the club, the players and had built new training grounds with updated the training equipment for the players and had improved the facilities at the clubs as a whole.
11. Although the shareholders at the club were trying to push Pozzo away, the players and the support staff were unhappy with the situation.
12. It was also noted that many collaborations and the business deals inclusive of advertisements, equipment production brands had only joined hands with Wetford and Udunese because of the Goodwill of Pozzo and had hinted that they would leave the clubs if Pozzo would not be part of the clubs anymore. The players were reported to be unhappy too with the departure of the owner and had submitted transfer requests.
13. Pozzo had officially left the club after the decision was made by the board and now Wetford and Udunese were left ownerless. One of the local small scale business tycoons had roped up Udunese in Sere A, whilst Wetford was left ownerless and was in a very sad state of affairs as all their endorsement brands had left them, they were recently relegated and the players were very unhappy to stay with the club.

14. Pozzo on the other hand had a humongous loss once he returned back to his other businesses and was on the verge of becoming bankrupt, and was desperately clinging on to whatever was left over.
15. Wetford were closely monitoring the situation of Pozzo and had come to a conclusion to bring him back to the club for a second stint, but this time with improved contractual stances which would make him much more liable for certain actions. 6 months after his departure, he was asked to come back into the Club and would be given the position of the Head Director of the club as well as the Head of operations.
16. Pozzo was looking for this opportunity to come back and hence agreed to attend the Negotiation Session with the Board at Wetford for his comeback. Wetford in order to stay afloat in the 2nd Division had to show a certain amount of financial stability and hence were in desperate need of a new capital influx and hence proposed the Negotiation Session at Watford, England.

Annexures-

1. Wetford although had potential buyers could only buy them out of becoming insolvent but bringing back Pozzo would help them in many different ways such as – making the players and support staff happy, bringing in brands for collaboration and get more TV rights.
2. Pozzo had many Professional friends and once such friend who ran a famous football academy franchise in Italy, had agreed to provide the best of his talents at a considerable price for any incentives in return.
3. Pozzo although was a successful tycoon, had many debts which he had to pay off and the only way he could ever repay them without going under criminal charges was to act on the situation in the next 3 months and showcase to his debtors that he would be in a position to repay the debts.
4. Wetford were put on a close scrutiny by FIFA and monitored the club very seriously due to the clubs history with respect to the transfers done to Udinese during Pozzo's old stint and the Club could potentially tried for criminal charges for those transfers along with Pozzo but due to lack of proper regulations and evidence, that was a far chance.