

1ST RGNUL NATIONAL NEGOTIATION COMPETITION, 2021

Rajiv Gandhi National University of Law is pleased to organise the 1st edition of the RGNUL National Negotiation Competition on **Aviation Law**,

scheduled to take place on

08th – 10th October, 2021

The competition aims at providing a national platform and opportunity to law students from universities across the country to practise and improve their negotiation skills, in the field of aviation law. The competition shall simulate legal negotiations requiring law students to negotiate a series of aviation law.

Article 1 – General Information

1. **Language** – The Official Language of the competition, for all purposes, shall be English. All written and oral submissions shall be made in English.
2. **Dress Code** – The Dress Code of the Competition shall be business formals.
3. **Registration Fees** – The registration fees for the competition shall be Rs. 2000/- per team.
4. **Platform** – On account of COVID-19, the competition shall be held virtually. Detailed Guidelines for the Virtual Rounds have been mentioned in **Schedule 3**.
5. **Code of Conduct** – CADR, RGNUL reserves the right to disqualify any team for any kind of misconduct on the part of any member of the team or coach, during the dispute. In case of any doubt, the decision of CADR, RGNUL shall be final and binding upon all the interested parties.

Article 2 – Definitions

1. “**BATNA**” means the Best Alternative to a Negotiated Agreement, and refers to what is the most feasible step for a party to take, if the Parties fail to reach an agreement.
2. “**Competition**” means the 1st RGNUL National Negotiation Competition, 2020.
3. **Competition Administrator(s)**” means CADR, RGNUL.
4. “**Competition Date(s)**” means **08th – 10th October 2021**.
5. “**Competition Rules**” means the rules and guidelines mentioned, herein.
6. “**Confidential Information**” means factual information, given exclusively to one party, in accordance with the rules of the competition.

7. “**Eligible Student**” means a student enrolled in an undergraduate/postgraduate law degree program in any of the universities recognised by the Bar Council of India, as on 1st September of this year of the competition.
8. “**General Information**” is the factual information provided to the registered participants on (*the date when it would be provided*).
9. “**Judge**” means a lawyer or an academician nominated and/or selected by the Competition Administrator who evaluates and scores the performance of Participating Team during a Negotiation Session in accordance with the Competition Rules.
10. “**Negotiating Team**” refers to a team of two participants from a registered university, acting in the capacity of client and counsel for the purposes of the competition.
11. “**Negotiation Plan**” means the plan submitted in accordance with Article 7.
12. “**Participating Team**” refers to a team from a recognised law university whose registration has been approved by the Competition Administrator.
13. “**Preliminary Rounds**” stands for the first two rounds of the competition.
14. “**Requesting Party**” stands for the party, in the proposition, at whose behest the option of negotiation was exercised.
15. “**Responding Party**” stands for the party other than the requesting party in the negotiation proceedings.
16. “**Submission date**” stands for date of submission of the Negotiation Plan for each, as notified by the Competition Administrator.
17. “**WATNA**” means the Worst Alternative to a Negotiated Agreement, and refers to the worst outcome if negotiation fails.

Article 3 – Team Composition

Each Participating Team will consist of two Eligible Students from the same university, acting as client and counsel. The composition of the team will not be permitted to change once the same has been communicated to the Competition Administrator.

Article 4 – Release of Proposition

The proposition for the competition shall be released on 20th September 2021. Any clarifications in respect to the same can be submitted by the participating teams to the Competition Organiser by 25th September 2021, at cadr@rgnul.ac.in.

Article 5 - Competition Format

1st RGNUL National Negotiation Competition, 2021 – Rules

1. There shall be 2 Preliminary Rounds. The top eight teams of the Preliminary Rounds shall proceed to the Quarter-Final Round. The top four teams of the Quarter-Final Rounds shall proceed to the Semi-Final Round. Thereafter, the top two teams of the Semi-Final Rounds shall proceed to the Final Round. The Ranking and Progression criteria for each round shall be as has been discussed in Article 9.
2. Each participant shall act as a client and a counsel in the preliminary rounds. Accordingly, after the two preliminary rounds, each participant must have acted as a client and a counsel, individually.
3. Each party shall be provided with a team code, upon registration, for the purposes of all the rounds of the competition. The participating teams are required to use the team code for all purposes during all the rounds of the competition. The teams must not disclose the names of the team members or their university to the judges of the competition.
4. Each party shall be provided with a set of General Information [**GI**] for all the rounds of the competition, on 20th September 2021. Each party will be provided with a set of Confidential Information [**CI**] for the preliminary, quarter-final, semi-final, and final round; within a time gap of 30, 40, 50 and 60 minutes, respectively, prior to the competition rounds. The parties cannot disclose the CI, to any other party, at any time between its receipt and the conclusion of the concerned rounds, unless disclosure (necessary or appropriate) has been expressly permitted.
5. The participating teams are not allowed to create new facts. Reasonable interpretation of the facts is permissible, and the standard of such reasonability shall be decided by the judges of the competition rounds.
6. Each negotiation session shall last for 80 minutes, with 60 minutes reserved for the negotiation rounds, 10 minutes reserved for the question and answer session, and the remaining 10 minutes reserved for the judges for scoring. Further, the judges shall have the discretion to allow/penalise time alterations.

Article 7 – Negotiation Plan

1. The parties shall submit a soft copy of the Negotiation Plan in (.doc/.docx and .pdf formats) to the Competition Administrator, at cadr@rgnul.ac.in, before the concerned rounds, on such date and time as would be notified by the Competition Administrator. Failure to comply with the Submission Date deadline will attract penalty of 3 marks per day.

2. The Negotiation Plan should state the objective and goals of the parties, case analysis, strengths & weaknesses, needs & interests, and BATNAs & WATNAs.
3. The Negotiation Plan should be covered in 2 — A4 sized pages. The format for the same should be Times New Roman, size — 12, with 1.5 line spacing. The Plan **should not contain footnotes**, and should not disclose the identity of the team, and should mention the assigned team code at the top.

Article 8 - Judges

1. The Competition Rounds shall be adjudged by such judges as would be selected by the Competition Administrator.
2. The Preliminary and Quarter-Final Rounds shall comprise of two judges and the Semi-Final and the Final Rounds shall comprise of three judges each.
3. The Criteria for judgement shall be as follows –
 - i. **Negotiation Plan** – The Negotiation Plan shall form the basis for assessing the complexity, strategy, creativity and soundness of solution.
 - ii. **Opening Statements** – The Judges may assess the opening statement in terms of parameters including (but not restricted to) logic, clarity, coherence, analysis, structure, time management, and reference to the problem.
 - iii. **Identification of issues** – The participants must be able to clearly identify and subsequently deal with such issues to establish their argument.
 - iv. **Teamwork and Team Camaraderie** – The teams here shall be tested on areas of mutual support, cooperation, and team chemistry exhibited by both participants in each team during the session.
 - v. **Legal soundness in the arguments of the Counsel; and Commercial prudence in the arguments of the client** – This section shall essentially ensure role fulfilment by participants, and further encourage novel legal and commercial analysis supported by logic.
 - vi. **Question answering ability** – The ability of participants to respond to questions/feedback by judges shall be assessed under this head.

Article 9 - Rankings and Progression

Rankings shall be decided on the basis of scores in the previous round in all rounds except for quarter-finals, for which rankings will be decided on the basis of cumulative scores in the first and second preliminary rounds.

Article 10 - Awards

1. Winner (Cash Prize)
2. Runner-Up (Cash Prize)
3. Best-Negotiator [Highest Cumulative score in prelims]
4. Best-Negotiation Plan [Highest average score of the two NPs]
5. Certificate of Participation shall be given to all the participants

Article 11 - Disqualification

For the purposes of the Competition, and subject to the discretion of the Competition Organiser, the following acts shall result in disqualification of the participating team

1. Change in team composition.
2. Disclosure of confidential information, except in the course of the concerned competition rounds.
3. Failure to submit Negotiation Plan.
4. Causing unreasonable delay in the commencement of a round. The evaluation of reasonable limits shall be decided by the judges and the competition organiser and such decision shall be final and binding.
5. Non-compliance with any other rule, mentioned herein.
6. Scouting and unfair conduct.

Article 12 - Miscellaneous

Any information communicated to one of the team members, shall be deemed as information communicated to the whole team.

SCHEDULE I

SCORE SHEET (NEGOTIATION SESSION)

Match-up: Team _____ v. Team _____ Room No: _____

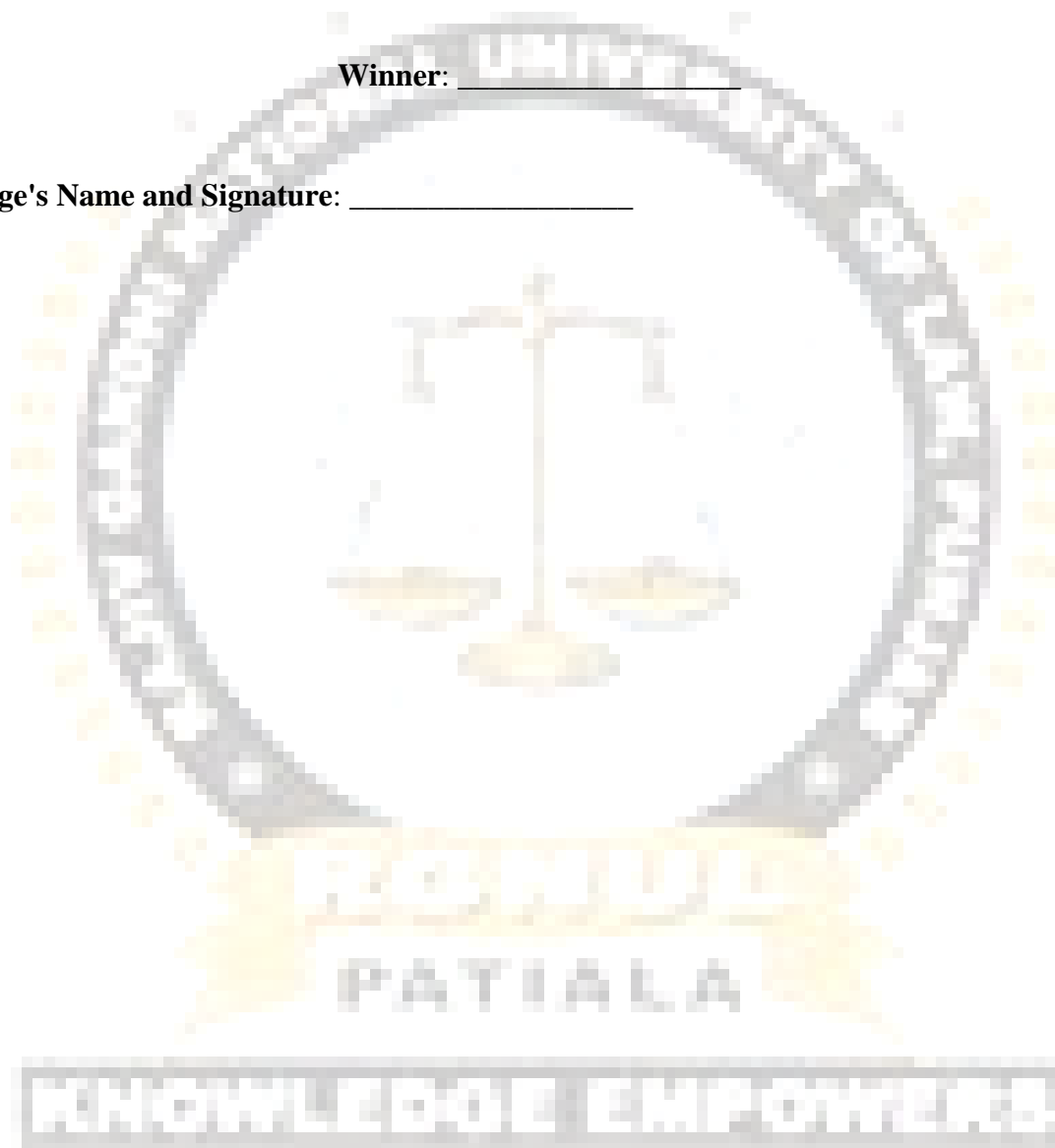
CRITERION	TEAM _____		TEAM _____	
	S1	S2	S1	S2
<p>Negotiation Plan (10)</p> <p>(Excellent: 9-10) (Very Good: 7-8) (Good: 5-6) (Average: 3-4) (Below Average: 0-2)</p>				
<p>Opening Statements (10)</p> <p>(Excellent: 9-10) (Very Good: 7-8) (Good: 5-6) (Average: 3-4) (Below Average: 0-2)</p>				
<p>Identification of issues (20)</p> <p>(Excellent: 18-20) (Very Good: 15-17) (Good: 12-14) (Average: 9-11) (Below Average: 0-8)</p>				
<p>Teamwork & Camaraderie (10)</p> <p>(Excellent: 9-10) (Very Good: 7-8) (Good: 5-6) (Average: 3-4) (Below Average: 0-2)</p>				
<p>Exercise of Legal and technical expertise [<u>Counsel</u>]; and Commercial prudence [<u>Client</u>] (20)</p> <p>(Excellent: 18-20) (Very Good: 15-17) (Good: 12-14) (Average: 9-11) (Below Average: 0-8)</p>				

1st RGNUL National Negotiation Competition, 2021 – Rules

Feedback/Question Session (10) (Excellent: 9-10) (Very Good: 7-8) (Good: 5-6) (Average: 3-4) (Below Average: 0-2)				
Participant(s) Total (80)				

Winner: _____

Judge's Name and Signature: _____



SCHEDULE II
PENALTY SCORE SHEET (NEGOTIATION PLAN)

Team: _____ Round: _____

NATURE	PRESCRIBED PENALTY (IN MARKS)	PENALTY INCURRED
1. A4 Paper Size	2	
2. Making up Facts	2 per new fact	
3. Exceeding Time	2 per extra minute	
4. Plain White with Black Ink	2	
5. Two-Page Limit	5 per extra page	
6. Font Requirements (see Article 7)	2	
7. Spacing	2	
8. Margins	2	
9. Incorrect Citations	2	
10. Breach of anonymity	5	
11. Late Submission	5 per hour	

KNOWLEDGE EMPOWERS

SCHEDULE III

GUIDELINES FOR VIRTUAL ROUNDS

The Covid-19 pandemic has forced us to conduct the RGNUL Negotiation Competition virtually. The following guidelines are being issued to ensure Virtual Rounds are a smooth process for all parties involved. These guidelines co-exist with the other set of rules notified — which address different aspects of the Competition.

I. General Guidelines

- The virtual rounds will be conducted on Cisco Webex. Teams are encouraged to download the software and practice virtual sessions before the rounds take place.
- During the rounds, the camera shall remain on and directed towards the oralists at all times. However, participants shall mute themselves and only unmute when it's their turn to speak to avoid any background noise.
- The participants' camera and microphone should be firmly positioned throughout the negotiations so as to show oralists and to ensure their voices are clearly audible. External cameras and microphones may provide better quality audio-visual experience. Each participant is responsible for finding a suitable venue from which to participate. The venue must be a quiet location which can be closed and private and which has adequate and reliable internet connectivity and has a desk and chairs for the oralist. Locations in open spaces or hallways or cybercafes or similar areas are NOT permitted.
- Participants are cautioned to ensure that all equipment has a power supply sufficient to last for at least two hours without interruption.
- Participants are permitted to join from different locations.
- The teams shall not use the chat functionality of Zoom for internal discussions. They shall use a separate platform for the same.

- Teams are encouraged to log in **30 minutes before the start** of the negotiation session to ensure their audio-visual connection is stable.
- Teams shall not use phones, internet or any other devices during the rounds for anything but participating in the rounds and internal communication.
- In case of any violation of the rules of the competition, at any stage of the competition, the team(s) shall send a mail to the Competition Administrators within half an hour after the completion of the round, elaborating on why the alleged violation has occurred.
- Teams cannot approach the Judges with complaints under any circumstances.
- The Competition Administrators shall take best available measures to resolve or mitigate any connectivity issues that may arise. However, in cases where that is not possible, the Competition Administrators cannot be held responsible for the unforeseen issues which include (but are not limited to) - Software failure and connectivity issues.
- A timekeeper will be present during the negotiation.
- The results (of all rounds) will be communicated to the participants via email.
- By agreeing to participate in the RGNUL Negotiation Competition the participants acknowledge that the final discretion lies with the organizing committee.

II. Participating in The Round

- Teams must provide the organiser with the email addresses of all their members to receive the information mentioned below:
 - a. Team code of the opposing team;
 - b. Side the team is representing;

- c. Case applicable to the negotiation session;
- d. Date and time of the rounds;
- e. The contact email of the representative of the Competition Administrators coordinating the competition; and
- f. Link to access the video conference.

This information will be emailed to the participants at least **3 days** before the rounds are scheduled to take place.

- Judges shall receive **2 separate meeting links**. One to judge the rounds, and the other to deliberate on the participants' performance and upload their score sheets.
- The organiser shall mail the pleadings of one party to the other, and this shall be the only way employed to exchange the pleadings.
- The participants and the judges will be contacted by the organiser to ensure the functionality of the software - to avoid any complication during the round - at least 2 days before the competition.
- The text below will be read out by the judges at the beginning of each round and each team will be asked whether they affirm that they will comply.
 - a. The judges shall not communicate with the teams during the session.
 - b. The Judges have the discretion to disqualify a team for violation of this rule.
 - c. No participant shall enter or leave the room without the permission of the judges, once the rounds are initiated.
- Team members or coaches shall not record the video conference. The Judges and the organisers hold the disqualify a team for violation of this rule.
- No more than 2 laptops/computers shall be used for the purpose of conference and reference to study material.

- The chat functionality of the Cisco Webx App shall only be used for the following and not any other purpose:
 - a. Announcement of time limits
 - b. Seeking attention of judges
- Judges shall give feedback to the teams at the end of the round in the same video conference room.
- Judges shall update the scores in the score-sheets provided via email to them.

III. Technical or Other Difficulties

- The teams shall be responsible for any technical faults at their end.
- In the event of a participant not being able to connect to their round or experiencing poor audio and video quality due to connectivity issues, said participant will be given 10 minutes to reconnect or fix their connection problem. If the issue is not resolved in said time, then the judges shall decide the course of action in consultation with the organizers. The organizers will have the final discretion.
- In the event that a participant disconnects or experiences poor audio and video quality during a round, said participant will be given 10 to reconnect or fix their connection problem. If the issue is not resolved in said time, then the judges shall decide the course of action in consultation with the organizers. The organizers will have the final discretion. Participants will not be allowed to restart their round and only be allowed to continue from the point of disconnection.
- Where a team does not appear within 15 minutes of the scheduled time for the round, the team forfeits the round.

- If a judge is unable to connect, 15 minutes shall be the time-limit for waiting for the judge to connect. If the judge connects, after the beginning of the session, they shall only mark for the part of the round attended. If the judge is unable to connect, for the entire round, the marks shall be awarded on the basis of calculating the average score by the judges who attended the round.
- In case where the entire session crashes due to technical issues, the teams along with the judges shall immediately contact the organiser. If feasible, the rescheduling of the session shall be immediately considered. If rescheduling the round is not plausible, the following methods shall be considered:
 - a. Where part of the negotiation has been conducted, the judges present during any part of the negotiation session will decide whether it is possible to attribute team scores.
 - b. Where no part of the negotiation has been conducted or where the judges do not consider it possible to attribute team scores, the team score will be an average of the team scores awarded in all previous negotiations, subject to any modification deemed necessary by the Competition Administrators and the judges.

KNOWLEDGE EMPOWERS