

# 2nd VINC'23

Virtual International Negotiation Competition



## ABOUT THE NEGOTIATION COMPETITION

2nd VINC'23

The Competition aims at providing an opportunity to law students from top universities around the world to practice and improve their negotiation skills, learn from their peers and benefit from the expertise and experience of judges. It provides a platform for law students to compete in a truly diverse and international environment, making negotiations more complex than usual.

Participation in the Competition is on the first come first serve basis.

The Competition Administrator reserves the right to charge teams a nominal registration fees, payable online or by any other mode of payment.

## Important Dates

Launching of Negotiation  
Problem  
(before 1st June 2022)

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Negotiation Plan  
Submission  
(18 June 2023)

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Preliminary Round 1  
(22 June 2023)

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Preliminary Round 2  
(23 June 2023)

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Quarter Final  
(24 June 2023)

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Semi Final  
(24 June 2023)

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Final  
(25 June 2023)





## ABOUT MEDIATEGURU

Disputes are rife in all walks of life. In the era of increasing emerging legal disputes due to high population within which there are different demographics, not all people can afford the high cost of going to court to seek justice or wait for years to get justice. At the constant burden to monetary terms and time. Here we come to assist you. We intend to bridge the gap between the classes in a community and the mediators, and provide a linkage between the same with an aim to provide social awareness.

Apart from this, we all organize various landmarks events such as conferences, webinars, competitions including Mediation and Arbitration Competitions.



## ABOUT NEWCASTLE UNIVERSITY

Newcastle University is a member of the prestigious Russell Group of UK research intensive universities and ranked in the top 150 universities in the world (2022 QS rankings). Its Law School is dynamic and innovative delivering vocationally-relevant, research-led teaching and an outstanding student experience.

The School has particular strengths in mediation, negotiation and ADR and recently launched a new online LLM in Mediation and International Commercial Dispute Resolution



## FORMAT

MediateGuru's 2nd Virtual International Negotiation Competition 2023 will be held in hybrid (both physical and virtual mode in the month of June.

Preliminary Round 1 and 2, Quarter Final with Semi Finals, will be conducted through Virtual Mode, whereas \*Final can be conducted in MediateGuru's office situated in New Delhi.

\*Provided that qualifying finalist teams reside and is willing to travel for the final rounds.

## DEFINITIONS

of terms used in 2nd VINC'23

1. Organizer means the Organizing Board of MediateGuru.
2. Participating Team means the team that has registered itself for the competition and has subsequently qualified to participate in the competition as per the "First come, First serve" criteria set by MediateGuru
3. Venue means Online platform decided by MediateGuru



## NEGOTIATION SIMULATIONS

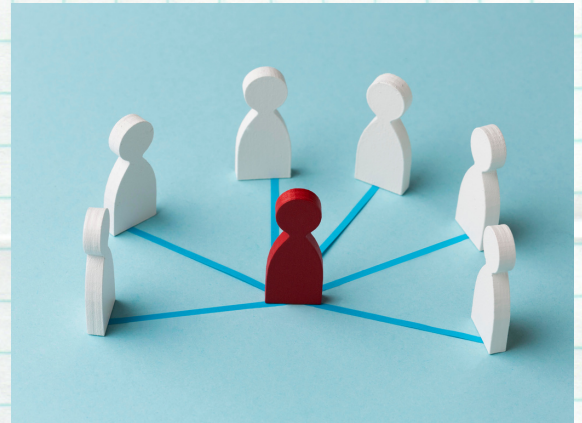
1. Negotiation Simulations would mean Negotiation Problems.
2. Each Negotiation Simulation will consist of General Information for all parties. There will be three Negotiation Simulations, one for each round of the Competition.
3. All Participating Teams will receive General Information for the two Preliminary Rounds, Quarter Finals, the Semi-Final and the Final Rounds before the commencement of the Competition on the date communicated by the organizers.
4. The Participating Teams will be assigned the party that they will represent during each of the Preliminary Rounds well in advance.



## PARTICIPATING TEAM COMPOSITION

### Participating Team Composition

- There will be team of two individual.
- The team will be represented by Eligible Students with one taking the role of "Counsel" and the other taking the role of "Client".



## CLARIFICATIONS TO THE NEGOTIATION SIMULATION

Participating Team has any questions, clarifications or interpretations in relation to one or more Negotiation Simulations then these can be submitted to the organizers at [admin@mediateguru.com](mailto:admin@mediateguru.com) by 17th June, 2023 at the latest.

## ANONYMITY

Participating Teams must not disclose the names of the team members, coach, institution or country to the Judges during the Negotiation Session.



## Interpretation of the Negotiation Simulation

Whilst the Participating Teams are not allowed to create new facts, the Negotiation Simulations 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.

Failure to stay within a reasonable interpretation of the Negotiation Simulation 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 organizers will be final and binding.



## NEGOTIATION SESSIONS

### Rounds

Each Participating Team will be required to take part in two preliminary rounds, on the basis of which the Participating Team may proceed to the Semi-Final Rounds. For the Preliminary Rounds, the team will ensure that the two Eligible Students switch the roles of client and counsel between themselves such that both the eligible students switch the roles of client and counsel between themselves.

Any persons directly affiliated with any Participating Team may only attend Preliminary Rounds in which their Participating Team is competing. Scouting is strictly prohibited.

These competition will have following rounds

1. Preliminary Round 1
2. Preliminary Round 2
3. Semi Final
4. Final

Following which, the awards will be distributed/announced in Valedictory Ceremony.



## Time Limits

In the Preliminary Rounds, each Negotiation Session will consist of 45 minutes, a break-up of which is as follows:

- 35 minutes for the actual negotiation;
- 5 minutes (2.5 minutes per Participating Team) for questions from or feedback by the Judges; and
- 5 minutes for the Judges to score the Participating Teams and their Negotiation Plan

In the Quarter Final & Semi-Final each Negotiation Session will consist of 60 minutes, a break-up of which is as follows:

- 50 minutes for the actual negotiation;
- 5 minutes (2.5 minutes per Participating Team) for questions from or feedback by the Judges; and
- 5 minutes for the Judges to score the Participating Teams.

In the Final Rounds, each Negotiation Session will consist of 80 minutes, a break-up of which is as follows:

- 70 minutes for the actual negotiation;
- 10 minutes for the Judges to score the Participating Teams



# NEGOTIATION PLAN

## General Requirements

Each Participating Team shall submit a negotiation plan (the "Negotiation Plan") for only the first Negotiation Session in the Preliminary Rounds.

The purpose of the Negotiation Plan is to present the objectives and goals of the respective party to the Negotiation Simulation.

The Negotiation Plan shall contain a case analysis evaluating the respective strategic strong points and weak points of each party to the Negotiation Simulation, their respective needs and interests, and their BATNAs and WATNAs.

A Negotiation Plan must strictly conform to the following general requirements. Non-conformity may attract negative marking in a manner that the organizers may deem fit. A Negotiation Plan must:

- only be typed on a plain white A4 paper with black ink;
- be no more than two pages long (excluding a front cover and back cover);
- only use the following format: Times New Roman, size 12, single line spacing, 1 inch or 2.54 cm margin on all sides (no text must be placed within this margin of the page, other than the page number);
- not use footnotes; and
- not disclose the names of the team members, coach, institution or country in any manner, and, in order to maintain anonymity, the Negotiation Plan shall only contain the allotted team code for identification.

## Submission

The Negotiation Plans for all Preliminary Rounds Negotiation Simulations must be submitted to the Competition Administrator by email with .doc/.docx and .pdf file extensions on or before the Submission Date i.e., 18th June 2023. Failure to comply with the Submission Date deadline will attract disqualification. The Participating Teams will not be permitted to modify their Negotiation Plans after the submission to the Competition Administrator.

## Evaluation

The Organizers will make reasonable efforts to ensure that the Negotiation Plans for the Preliminary Rounds are evaluated before the Negotiation Sessions by external judges.

Subject to any penalty levied or in case of tie to qualify for subsequent rounds, the score received for a Negotiation Plan will not be counted towards that Participating Team's overall score in the specific Negotiation Session. The negotiation plans shall be adjudicated only for the purpose of the award of "Best Negotiation Plan" to be awarded to one of the participating teams.



## REGISTRATION PROCESS

- (1) The Organizing Committee will communicate the acceptance of the provisional registration and e-mail the participants.
- (2) The Participating Team shall mandatorily fill their necessary details as contained in the google form.
- (3) The payment of registration fees will be made available below in Registration fees section.
- (4) The Participating Team shall mandatorily email a scanned copy of the duly completed Registration and Payment Form along with the receipt of payment.
- (5) The Organizing Committee shall send a confirmation of participation email after verifying the entire process as enlisted under the aforementioned clauses.
- (6) In case of any withdrawal after making the payment of the registration fee, the same shall not be refunded.
- (7) Any failure or non-adherence with the aforementioned procedure may be treated as withdrawal from the competition and no claim of whatsoever nature shall be entertained thereafter.
- (8) Any additional charges incurred by the Team while making the payment are to be borne by the Team.

## REGISTER BY

Register by Scanning the QR Code or by filling the Google form -  
<https://forms.gle/LJaJBXpAHWw9mE9a9>



## Registration Fees

The registration fees per team shall be:

- For Indian Students: Rs. 3000/-
- For European Students: £50/-
- For other International Students: \$50/-

## Note:

- 1) Account Details will be released to participants individually via e-mail, only after the provisional registration process is completed.
- 2) The fee is non-refundable.
- 3) Any other overhead charges (if applicable) are to be beared by the team or participating university.



## JUDGES

### General

MediateGuru will be responsible for selecting the Judges for the Competition and for allocating them to a Negotiation Session in each round of the Competition. Every attempt will be made for the Participating Teams to face different Judges in each round; however due to limited availabilities, this might not always be possible.

### Judging Criteria

The Judges will evaluate and score the performance of the Participating Teams according to the judging criteria which will include the following:

- Introduction and identification of issues
- Team work
- Building relations with the other party
- Generation of creative legal solutions
- Analysis of interests and answering questions during the feedback session
- Best interests and settlement
- Questioning by Judges

## Ranking

Each judge will mark the team according to the Judging Criteria outlined in the Competition Rules or otherwise communicated by the organizers to the Participating Teams. The team that secures the higher number of points on a particular judge's Score Sheet will be the winner on that judge's Score Sheet.

The Judges will be informed that they cannot mark both teams with an equal score and must necessarily give higher marks to one of the two teams.

At the end of the Preliminary Rounds, the Participating Teams will be ranked based on the following criteria:

the total number of overall points scored;  
in the case of a tie, the total number of Score Sheets designating a "Win";  
and in case there continues to be a tie, then the scores of their negotiation plan will be considered as a tie breaker.

## Qualification to next Round

The four top ranked Participating Teams from the Preliminary Rounds will advance to the Quarter Final.

The Quarter Final, Semi-Final and Final Rounds of the Competition shall be knock-out rounds. In each of these rounds, Participating Teams will be ranked based on the following criteria:

the total number of Score Sheets of that round designating a "Win";  
in the case of a tie, the total number of points scored in that round;  
and in case there continues to be a tie, their scores of negotiation plan will be considered as a tie breaker.





## AWARDS

### Categories

The Competition will involve the following award categories:

- Best Negotiating Pair
- Second Best Negotiating Pair
- Best Negotiating Pair in prelims
- Best Negotiation Plan
- Certificate of Participation

Further detailed incentives under these award criteria's will be launched before the commencement of the competition

### Awards Ceremony

All Participating Teams shall attend the awards ceremony, which will be held on the last day of the Competition.

## DISQUALIFICATION

Subject to the discretion of the organizers, the following may result in disqualification of a Participating Team and/or the University being represented by the Participating Team:

1. Failure to submit the Negotiation Plan in accordance with the Competition Rules;
2. Failure to comply to the dress code;
3. Non-compliance with the Competition Rules.
4. All disqualification-related correspondence shall be formally communicated to the University of the Participating Team by the organizers.

## PENALTY

The Competition Administrator may impose penalty of a maximum of 20 marks if the Participating Team fails to:

adhere to time limits set out in the Competition Rules or otherwise communicated by the Competition Administrator to the Participating Team; or stay within a reasonable interpretation of the Negotiation Simulation.

## LANGUAGE

The official and only language of the Competition is English.



## MISCELLANEOUS

### Notification to the organizers

The submission of the Negotiation Plans, queries and clarification in relation to the Negotiation Simulations and any other questions/requests must be submitted to [admin@mediateguru.com](mailto:admin@mediateguru.com)

### Notification to the Participating Team

If any one of the members of a Participating Team is notified or informed of any detail or information concerning the Competition, it will be deemed that the said Participating Team as a whole has been duly notified or informed.

### Time

Any reference to time in the Competition Rules will be construed as a reference to Indian Standard Time.

### Dress Code

Members of Participating Teams should be dressed in formal dress for the duration of the Competition, including for the welcome address and the valedictory.

### Withdrawals and blacklisting

The Competition Administrator may, at its discretion, blacklist a team and/or the University of a team from participation in future editions of the Competition if that team or the University of that team unjustifiably withdraw from the Competition after having committed to participate.

### Residual

The organizers may take such other measures as are required for the orderly and fair conduct of the Competition. The organizers' interpretation as to the implementation of the Competition Rules is final and conclusive.

### Walkover

If any team, on their allotted time, doesn't appear. The opposing team would get their scores doubled in their previous or upcoming round.

For ex. If in Prelim 1 - Team 01 doesn't appear in front of Team 02, Team 02 would get a walkover and their scores of Prelim 2 would be doubled to compensate for Prelim 1.



**MEDIATEGURU**

*Sharing the gift of Mediation with the World*

## CONTACT US

Get in touch with us



In case of any query please contact:

Kindly refer to below mentioned (in this order):

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## Our Message

We believe that strong negotiation and mediation skills can help people in all industries resolve conflicts in their workplace, in their home and in their personal life. The ability to negotiate can change how you perceive conflict and how you deal with it. Additionally, we believe that taking things online is the new must. Therefore, we would like to encourage and support students in taking this step.