



# VIPS

Vivekananda Institute of Professional Studies

# DRCC

Dispute Resolution and Client Counselling

2ND VIPS DISPUTE RESOLUTION AND  
CLIENT COUNSELLING COMPETITION

APRIL 6

2018

APRIL 7

Agreement

## “SETTLE NOT SUE”

### The Competition

1. These rules shall regulate all aspects of the Vivekananda Institute of Professional Studies Dispute Resolution and Client Counseling Competition, VIPSDRCC (hereinafter referred to as ‘the Competition’) 2018, organized by the Clinical Legal Centre of Vivekananda Institute Of Professional Studies (hereinafter referred to as the Organizing Committee).
2. The Competition will be held at Vivekananda Institute of Professional Studies on **6<sup>th</sup> and 7<sup>th</sup> April 2018** with the Negotiation Competition being held on **6<sup>th</sup> April 2018**.

### Aim and Purpose

3. The objective of the Negotiation Competition is to promote greatest interest among law students in legal negotiation and provide a means for law students to practice and improve their negotiation skills. It is aimed to provide them with a complex environment to enhance their negotiation skills by participating in a dialogue to negotiate upon a problem consisting of common set of facts known by all participants.

### Eligibility

4. The Competition is open to all bona fide students pursuing under graduate degrees (five and three year law courses) in law Schools/Colleges/Institutions/Universities only in **India** (Hereinafter “Participating Institution”). Each Participating Institution is permitted to send a maximum of **two teams** in the Negotiation Competition.

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INDIA

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5. All Participants must be registered with respective institutions as full-time or part-time students for the academic year 2017-2018.

#### **TEAM COMPOSITION**

### Structure

6. Each team shall comprise of *two students* out of which one student will be the **COUNSEL** and one team member will be acting as the **CLIENT** (referred to as the “Negotiating Team”).
7. The composition of the team is not subject to any change after the registration (unless in the case of any serious ailment or any other unavoidable circumstance). Prior notice should be provided to the Organizing Committee regarding any change in the composition.

#### **COMPETITION STRUCTURE**

8. One Team among the Two Negotiating Pairs will be the *Requesting* and the other will be the *Responding Parties*. The Negotiating Teams for each Session and their roles shall be decided by draw of lots.
9. Each round will have members from two different institutions (Two Negotiating Teams from different institutions).

**ROUNDS**

## PRELIMINARY ROUND

10. The competition will have one preliminary round for a period of **30 minutes** (exclusive of the preparation time provided for 15 minutes prior to the session). Last 5 minutes have to be reserved for concluding the session which will be included in the 30 minutes. Followed by a post analysis session with the judges for a period of 5 minutes during which the members of all the teams will receive feedback and comments from the judges regarding the session while discussing their Negotiation Simulation. **(30+5)**

## QUARTER FINALS

11. Eight teams selected from the preliminary rounds on the basis of the scoring criteria will qualify for the quarter finals which will be for a total period of **30 minutes** (exclusive of the preparation time provided for 15 minutes prior to the session). Last 5 minutes have to be reserved for concluding the session which will be included in the 30 minutes. Followed by a post analysis session with the judges for a period of 5 minutes while discussing their BATNA and Negotiation strategy. **(30+5)**

## SEMI FINALS

12. The four teams qualifying for Semi-Finals will be selected on the basis of the scoring criteria. Thus the top 4 scoring teams in the Quarters will move on to the Semi-Finals.
13. The Semi-Final round will be of **40 minutes** (exclusive of the preparation time provided 10 minutes prior to the session). Last 5 minutes have to be reserved for concluding the session which will be included in the 40 minutes. This will be followed by a post analysis session of 5 minutes during which the members of the team will receive feedback and comments from the judges regarding the session while discussing their BATNA. **(40+5)**

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### FINALS

14. The teams selected for finals on a '**Knock-Out**' basis from the Semi-final rounds will compete in the Finals.
15. The Final round will be of **45 minutes** (exclusive of the preparation time provided 20 minutes prior to the session). Last 5 minutes have to be reserved for concluding the session which will be included in the 45 minutes. This will be followed by a post analysis session of 10 minutes during which the members of the team will receive feedback and comments from the judges regarding the session while discussing their BATNA. **(45+10)**

### CONFIDENTIAL INFORMATION

16. Each Negotiating Pair will be provided separate Confidential Information **10 minutes** before the start of each session which will be their **Preparation Time**. Except for the Final Round where a team will be given a **20 Minute Preparation Time**.

### NEGOTIATION SIMULATION

17. Each Participating Team will have to submit a Negotiation Simulation on the Preliminary Round Problem. The Simulations would be provided to the Judges at the time of judging the corresponding Team.
18. The **soft copy** of the Negotiation Simulation must be submitted by **1<sup>st</sup> April 2018** and **three sets of hard-copy** (spiral bound separately) must be submitted by the teams at the time of registration on the **date of the Competition** to the Organizing Committee.

**NOTE:** The soft copy of the Negotiation Simulations for each side should be E-mailed to [vipsdrcc@gmail.com](mailto:vipsdrcc@gmail.com). The subject of the mail should be – **“Negotiation Simulation: \*Team Code\*”**.

19. The Negotiation Simulation shall include the following:

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- Brief Facts
- Issues Involved
- Objectives and Interests of the Party
- Weaknesses of the Party
- Arguments
- Best Alternate To Negotiated Agreement (BATNA)

**NOTE:** Teams have the option to include additional components in the simulation, if necessary; however they cannot edit or exclude any of the components listed above. The team codes must be written on the **right top most corner** of the first page of the simulation. **The name of the university or participants should not be disclosed in the simulation, failing which will attract a penalty.**

- 20.** A Negotiation Simulation must strictly adhere to the following general requirements. Non- conformity of which may attract negative marking
- Negotiation Simulation must not exceed 10 pages and should be in the following format:
- Only be printed on a white A4 size paper with black ink.
  - Font- Times New Roman
  - Size- 12
  - Line Spacing- 1.5
- 21.** The Participating Teams will not be permitted to modify their Negotiation Simulation after its submission.

#### LANGUAGE

- 22.** All Negotiation Sessions will be conducted in English. The members (Client & Counsel) of the same team are allowed to talk in other languages but only amongst themselves. They cannot converse with the other team in any other language, besides English.

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MATERIAL

23. Teams are permitted to carry their Negotiation Simulation, Books, personal notes and stationery items. (Teams may also bring one single-side printed A4/letter sheet to share with the other participants).
24. No electronic equipment such as phones, tablets and laptops may be used during the Session by any acting member of any Team. Students are encouraged to bring calculators watches or other dedicated timing devices. Phones or other electronic equipment are not allowed to be used during the Sessions for time-keeping, calculating, etc.

DRESS CODE

25. The dress code for the competition will be business formals. All the participants are required to adhere to the dress code.

COMPETITION PROBLEMS

26. The organizing committee will be releasing the problems of all the rounds of the competition in advance on **25<sup>th</sup> March, 2018** subject to any change in the schedule, which shall be notified through the Official Facebook Page of the of the competition.

JUDGING CRITERIA

27. The teams will be evaluated on the following basis:

CRITERION
Opening Statement
Knowledge of Law
Identifying Key Issues of Dispute
Application of Law to Facts
Amicable Settlement

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Consideration of Best Interest of the Party
Originality and Creativity of Solutions Suggested
Negotiation Tactics
Post Negotiation Analysis

NOTE: Negotiation Simulation will carry 20 marks in the preliminary round.

**Tie-Breaker System:** In case of two or more participants having the same marks, the winner shall be decided on the basis of the following:

- The College with the highest marks in Negotiation Simulation
- In case the tie continues, the highest marks obtained in Application of Law to Facts.
- In case the tie still continues, the highest marks obtained in Post Negotiation Analysis.
- In case the tie still continues, the Organizing Committee shall reserve the rights to introduce any new tie-breaker.

## Results

28. Experts will be selected by the Organizing Committee to score the performance and provide feedback to the students to help them move through the Competition rounds.
29. The timings and the venue for the announcement of results of each competition round will be intimated to the teams in advance and the teams are expected to present themselves at the designated time and venue.



## Awards

30. The following is a list of the awards that will be presented to the teams.

### **Best Team**

Winner's Trophy

Cash Prize: Rs. 10,000/-

Winner's Certificate of Merit

### **Runner Up Team**

Runner's up Trophy

Cash Prize: 7500/-

Runner's up Certificate of Merit

### **Best Negotiator (based on score of both preliminary round)**

Best Negotiator Trophy

Cash Prize: Rs. 5,000/-

Best Negotiator's Certificate of Merit

### **Certificate of Merit**

Quarter finalists, Semi-Finalists and Finalists.

### **Other Participants**

Certificate of Participation

## Registration Procedure

31. A team is required to register by completing the registration form annexed herein and thereafter sending a scanned copy of the Registration form filled, duly signed and stamped by the Head of Institution/Principal/Head of Department along with the Demand Draft (DD) of **Rs. 2000/- per team** in favor of **'Vivekananda Institute of Professional Studies'** at [vipsdrcc@gmail.com](mailto:vipsdrcc@gmail.com) with the mail marked as **"REGISTRATION: VIPSDRCC Negotiation Competition"**.

The Last Date of Team Registration is **20<sup>th</sup> March, 2018**.

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32. To complete the process of Registration, the hard copy of the Registration Form along with the Demand draft must be sent (by Post or by hand) to the following address latest by **25<sup>th</sup> March, 2018**

**The Dean, Vivekananda Law School,  
Vivekananda Institute of Professional Studies,  
AU Block, Pitampura, New Delhi – 110034,  
Phone: +91 (11) 27343401, 27343402, 27343403**

Further, any delay in such submission shall be considered only on case by case basis.

33. Registration fees:

VIPSDRCC Mediation Competition - Rs 2000/- per team

VIPSDRCC Negotiation Competition- Rs 2000/- per team

34. In case a team is registering for both the competitions, the team shall fill out the registration forms of both the competitions and a scanned copy of the Demand Draft(DD) shall be drawn for a total of **Rs 4000/-** and the forms shall be sent in a mail at [vipsdrcc@gmail.com](mailto:vipsdrcc@gmail.com) marked as **‘REGISTRATION: VIPSDRCC Mediation and Negotiation Competition’**

## Code of Conduct

35. Participants are to conduct themselves with the required etiquette during the span of the entire competition. Reckless or irresponsible behavior by any of the team members of an institution may result in the disqualification of the entire team.
36. All and any grievances are to be presented only to the organizing committee of the Competition.
37. Participants shall not reveal their personal identities or that of their University to any judge or participant during the course of the competition.
38. Any attempt to obtain the Confidential Information shall render a team liable for immediate disqualification.
39. Failure to adhere to any of the time limit will result in a penalty against whomsoever the delay is attributable to. The penalty will be decided by the Judges /Organizing Committee.

## Clarifications

40. The Participants may seek Clarifications regarding any aspect of the Problems, Rules or Procedure vide a mail at [vipsdrcc@gmail.com](mailto:vipsdrcc@gmail.com) latest by *31st March 2017*

## Interpretation

41. Any question regarding the interpretation any provision of this rule shall be subject to the decision of the Organizing committee and any decision made by them thereon shall be final.

## Accommodation

42. For accommodation

**Email** – [vipsdrccacc@gmail.com](mailto:vipsdrccacc@gmail.com)

**Angad Bir Singh** +91-9999493990  
(Student Coordinator)

**Praneet Kaur**- 9899892787  
(Student Coordinator)

## Contact Us

43. For any further clarifications questions or queries the participants may feel free to contact any below mentioned –

**Gunjan Arora** –8860467658  
(Student Coordinator)

**Sheffali Chaudhary**-  
8373932996 (Student  
Coordinator)

**Shauray Bal** – 9910262109  
(Student Coordinator)

**Praneet Kaur**- 9899892787  
(Student Coordinator)

**Angad Bir Singh**- 9999493990  
(Student Coordinator)

**Aanchal Rathore**-  
9650831808(Student  
Coordinator)

**REGISTRATION FORM**  
**VIPS DRCC NEGOTIATION COMPETITION**

(Fill in Block Letters)

**INSTITUTION DETAILS:-**

**Name:** \_\_\_\_\_  
\_\_\_\_\_

**Address:** \_\_\_\_\_  
\_\_\_\_\_

**PARTICIPANTS DETAILS:-**

**(1) COUNSEL**

**Name:**  
**Year:**  
**Phone No:**  
**E-mail:**

**(2) CLIENT**

**Name:**  
**Year:**  
**Phone No:**  
**E-mail:**

\_\_\_\_\_  
Faculty In-charge  
(Signature with Institutional Seal)

\_\_\_\_\_  
Head of the Institution  
(Signature with Institutional Seal)

**We the undersigned declare that the institution and its team members will abide by all the rules of the competition set out as official and as notified to us from time to time throughout the period of the competition. We also declare and confirm that all the information provided in the registration form is true and accurate.**

CLIENT: \_\_\_\_\_ COUNSEL: \_\_\_\_\_

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