



**CENTRE FOR ADR,
IFIM SCHOOL OF LAW**
in collaboration with **KAMAL & Co.
ADVOCATES**

Presents

CONCORDAT 3.0

3rd NATIONAL ADR COMPETITION



C-NEG RULEBOOK

Table of Contents

Short title & Commencement	01
Definition.	01-02
Interpretation of Rules	03
Eligibility	03
Team Composition	03
Registration	04
Anonymity of Teams	05
Structure of the Competition	05-06
Assessment Criteria	07-08
Written submissions	09
Dress Code	10
Penalty	11
Awards	11
Miscellaneous	12
Important dates	13
Contact details	14

SHORT TITLE AND COMMENCEMENT

(i) The Client Counselling – Negotiation shall hereinafter be referred to as “Concordat 3.0 C – Neg Competition”.

(ii) The rules, awards, and regulations of the Concordat 3.0 C–Neg Competition are subject to changes. Any such amendment shall be notified to all the participants and jury panelists immediately until then reliance should be placed only on the guidelines mentioned herein below.

DEFINITIONS

In these guidelines, unless otherwise stated, a reference to a guideline is a reference to this guidebook of the “Concordat 3.0 C – Neg Competition”. In these guidelines, unless the context otherwise requires:

(i) “**Centre for ADR – IFIM Law School, Bengaluru**” is the organizing and administrating body for the Competition;

(ii) “**Competition**” refers to the Concordat 3.0 C – Neg Competition;

(iii) “**Competition Rounds**” refers to the Preliminary Rounds, the Quarter-Final Rounds, the Semi-Final Rounds, the Final Round and any other rounds that the Competition Administrator may so designate.

(iv) “**Organizing Committee**” refers to the members of the Centre for ADR student volunteer body, responsible for the administration and smooth conduct of the competition, including all other members conferred with powers;

(v) “**Client Counselling**” refers to interviewing and advising the clients with regards to the office memo provided by the Organizing Committee for the Competition;

(vi) “**Negotiation**” refers to disputing parties discussing the agenda at hand among themselves to reach an amicable settlement;

(vii) “**Counsels**” refers to participating in the competition and playing the role of the legal practitioner;

- (viii)“**Client**” refers to a person or organization, as assigned by the Centre for ADR in accordance with the office memo for a particular round, seeking and/or receiving the services of the Counsels in the Client Counseling format; in case of Negotiation Rounds, Client would be used for the parties who have approached for settlement and are discussing on the negotiation table;
- (ix)“**Negotiating Team**” are the 2 students representing a team that has been admitted to acting as Client and Counsel in the Competition.
- (x)“**Requesting Party**” is the party to which the Competition has assigned the role of the party which has requested the Mediation or Arbitration;
- (xi)“**Responding Party**” is the party to which the Competition has assigned the role of the party which has to respond to the request for the Mediation or Arbitration;
- (xii)“**Office memo**” refers to a sheet of correspondence briefly describing the client(s) and/or his problem(s) for which the client seeks the services of a counsel;
- (xiii)“**Secretarial Note**” refers to a concept note containing in brief the crux and legal themes of the Client’s problem(s) for which the client seeks legal services;
- (xiv)“**Bench**” refers to the members duly invited by the Organizing Committee, to adjudge any of the rounds;
- (xv)“**Participant**” refers to any individual eligible to participate in the competition;
- (xvi)“**Team**” refers to any team comprising of not more than two participants and includes only bonafide representatives of any University, may that be State, Central, or any other department recognized/authorized and who have applied and registered for the Competition by complying with the procedure prescribed in the present rules;
- (xvii)“**Team Code**” refers to a unique code assigned by the Organizing Committee to the applied and registered team;
- (xviii)“**Clarifications**” refer to procedural order(s) and/or any clarification(s) issued by the administrator(s);
- (xix)“**General Information**” refers to the factual information in relation to a Proposition that is provided to both parties;
- (xx)“**Hidden Information**” means certain factual information containing confidential elements to be taken into account in determining the strategy and tactics of the Negotiating Teams in a given Session provided by the Committee to the applied and registered team;
- (xxi)“**Penalty**” refers to the deductions imposed on the participating team/individual in breach of any rules, as provided by the Organizing Committee;
- (xxii)“**Plagiarism**” refers to the direct or substantial duplication of the work from the Strategy Paper of any other team through offline or online source(s);
- (xxiii)“**Scouting**” refers to the act of a person observing the sessions/oral rounds of a team other than the team he/she is a part of;
- (xxiv)“**Strategy Paper**” refers to the strategy drafted by the participants for the negotiation rounds, which will be marked and be used in case of tiebreakers only. The Best Strategy Paper prize will be based on the marks so scored.

INTERPRETATION OF RULES

(i) The Organizing Committee reserves the right to interpret the rules as it deems fit in order to ensure fairness and equality in the competition. Any such interpretation shall be conclusive and the decision of the Organizing Committee for the application of the rules shall be final and binding.

(ii) The Organizing Committee may also amend, modify, change or repeal any rule from the same shall be communicated to the teams in due time. In case of any conflict, the decision of the Organizing Committee shall be final and binding.

ELIGIBILITY

Students duly enrolled and representatives of any University, may that be State, Central or International or any other department recognized/authorized may apply to participate in the Concordat 3.0 C – Neg Competition.

TEAM COMPOSITION

(i) A team shall consist of two members that must include two Speakers, i.e., Senior and Junior Counsel for the client counselling rounds and the same team shall adapt the role of one client and one counsel for the Negotiation rounds. (There shall not be more than one team representing an Institution in the C-Neg Format).

(ii) The members from the teams qualifying for the Negotiation Rounds may adopt the roles of Counsel, and Client as per their choice. These roles must be filled accordingly in the registration form.

(iii) Any team, intending to change the composition of the team shall inform the Organizing Committee by sending an e-mail to concordat@ifim.edu.in, the change will be allowed at the discretion of the Organizing Committee.

REGISTRATION

(i) General –

(a) Each Law School shall register to CONCORDAT 3.0 C – Neg Competition, by filing a provisional registration form, in the prescribed manner on or before 11:59 PM 28th October, 2023.

(b) Each team given a slot in the Competition must register to CONCORDAT 3.0 Med-Arb Competition, through final registration by filling out the final registration form, in the prescribed manner on or before 11:59 PM of 5th November 2023.

(c) Registration Link: <https://forms.gle/jszDQwUsjQsnmEQ58>

(d) For the Selection Process, the Organizing Committee will shortlist a total of 16 Teams out of all the Applicant Teams on a first-come-first basis, who have successfully completed the registration by the above-mentioned deadline.

(e) The Organizing Committee will communicate the acceptance of the provisional registration and e-mail the Final Registration form for the completion of the registration formalities. The teams are firmly encouraged to complete the registration process as soon as possible.

(f) On receipt of the duly filled registration form the Organizing Committee shall respond to the participating team, acknowledging the final registration.

(g) After the deadline for the registration expires, the Organizing Committee shall respond to each registered team, as specified under clause i(d), with a unique team code, which shall be used to identify the teams during the competition.

(ii) Registration Fee –

(a) The registration fee for the Competition is ₹3000/- per person with accommodation and ₹2500/- per person without accommodation. In the event of withdrawal, no refund shall be provided.

(b) The registration fee for the CONCORDAT 3.0 C – Neg Competition, can be paid through electronic transfers. The payment shall be made to the following Bank Account:

Bank: Axis Bank

Account Name: IFIM LAW SCHOOL

Account No : 922010033169523

Customer ID : 102021460

Branch : Koramangala

IFSC Code : UTIB0000194

ANONYMITY OF TEAMS

- (i) Teams shall not reveal their identity in any form during the Competition, except by the refers to of their Team Code allotted by the Organizing Committee.
- (ii) Any material presented to the Panel, should be devoid of any identification mark(s)/seal(s) of the Team. If any such mark(s)/seal(s) exist, it must be rendered unrecognizable before being presented to the bench.
- (iii) Any violation of the aforementioned rules shall attract severe penalty or disqualification as determined by the Organizing Committee. The decision of the Organizing Committee in this regard shall be final and binding, not subject to challenge.

STRUCTURE OF THE COMPETITION

(i) GENERAL:

- (a)The formal commencement of the competition shall be from December 15th 2023.
- (b)The competition shall have one Preliminary Round, one Quarter Final Round, one Semi-Final Round and the Final Round which will be followed by the valedictory ceremony.
- (c)A Secretarial Note explaining the themes of law on which the Client Counselling rounds will be based shall be released on the 15th of November 2023 along with the propositions for Negotiation rounds.
- (d)The Client Counselling rounds will involve a Client allotted by the Organizing Committee narrating their legal problem based on the proposition provided and adhering to the Office memo.
- (e)The proposition for each Negotiation Round will consist of-
 - i. General information for all the parties; and
 - ii. Hidden information for each party in dispute.
- (f)The Background of the dispute in the proposition for the Negotiation Rounds will remain the same. However, the parties to the dispute and the General Information containing the crux of the dispute will evolve between the rounds.
- (g)The Hidden Information (Confidential Information) will be released to the negotiating team **30 minutes** prior to the rounds.

(ii) **ROUNDS:**

• **PRELIMINARY ROUND**

1. This Round shall be a Client Counselling Session, where the Counsels shall be allotted a total of **30 minutes**;
2. The time frame of 30 minutes for this Round does not include the questioning time allotted to the bench;
3. The top 8 high scoring teams shall qualify for the Quarter Final Round;
4. In the case of a tie, strategy paper scores will be referred to break the same.

• **QUARTERFINAL ROUND**

1. The Quarter-Final Round shall also be a Client Counselling Session.
2. The top 8 teams shall compete in this Round, out of which the Top 4 teams with the highest total scores in this round shall qualify for the Semi-Final Rounds.
3. Teams shall get a total of **40 minutes** which shall exclude feedback and questioning by the bench.
4. In the case of a tie, strategy paper scores will be referred to break the same.

• **SEMIFINAL ROUND**

1. The Semi-Final Round shall assess your Negotiation Skills.
2. Teams together shall get a total of **50 minutes** to negotiate their case. Any extension of time beyond the specified period shall not be allowed and shall result in a negative marking.
3. The time frame of 50 minutes for this Round does not include the questioning time allotted to the bench.
4. In the case of a tie, strategy paper scores will be referred to break the same.
5. This Round will be a knock-out round, from where the 2 teams shall qualify for the Final Round.

• **FINAL ROUND**

1. The Final Round will follow the Semi-Finals Round, which will evaluate your Negotiation Skills. A team will be credited with a win in the Final Round if the total marks are higher than those of its opponent team.
2. Teams shall get a total of **60 minutes** to negotiate their case. Any extension of time beyond the specified period shall not be allowed & shall result in a negative marking.
3. The time frame of 60 minutes for this Round does not include the questioning time allotted to the bench. However, the parties can request an extension of time to present their arguments which shall be granted at the discretion of the bench.
4. The team with the highest cumulative score in this round will be declared the Winner.

ASSESSMENT CRITERION

The Teams will be evaluated by the Bench based on the following criteria:

- **PRELIMINARY ROUND & QUARTERFINAL ROUND:**

- a. **Observation Rounds:**

- 1.Relevance of information extracted, outlining the problem.
- 2.Tactics used to make clients comfortable to understand Client goals and expectations.
- 3.Moral and Ethical Issues: Recognized, clarified and responded to any moral or ethical issues which may have arisen, without being prejudicial in judgments.
- 4.Alternative Course of Action suggested (Legal/ Non-Legal).
- 5.Professional Conduct, Confidentiality and fees asked.

- b. **Post Consultation Session:**

1. Post Interview Reflection: explaining the strengths and limitations of their interviewing and counselling skills, and their handling of the substantive aspects of the client's problems(legal and non-legal), provided for an effective follow-up.
- 2.Problem Analysis and Effective Conclusion: Analysis of the Client's problem with creativity and from both legal and non-legal perspectives, resulting in a clear and useful formulation of the problem.
- 3.Effective answers to the Bench.

- **SEMI-FINAL & FINAL ROUNDS:**

The coordination between the Client and Counsel of each participating team, whether the Client and Counsel were able to meet the Hidden Information provided to them and used the same during their negotiation with the opposite team's Client and Counsel. Approach towards the settlement of disputes and creative solutions for the same.

Format of Negotiation to be followed:

- i. Opening Statement by Client and Counsel
- ii. Agenda Formulation (Issues of conflict)
- iii. Negotiation
- iv. Closing Statement by Client and Counsel

• **STRATEGY PAPER MARKING:**

Proper Inclusion of parties and identification of BATNA and WATNA	10 marks
Accurate interpretation and analysis of facts	15 marks
Quality of structuring and organization	10 marks
Persuasiveness of arguments in brief arguments	10 marks
Use of relevant facts in framing arguments	15 marks
Correctness of formatting	10 marks
Originality in presentation	10 marks
General impression and clarity of thought	10 marks
Grammar and style of presentation	10 marks

WRITTEN SUBMISSIONS

Each team will be required to submit two sets of Strategy Papers (from both sides) for the Semi-Final and Final Rounds. The papers would be provided to the bench at the time of Rounds.

- **Components of Written Submissions –**

The strategy paper shall include the following components:

1. Cover Page
2. Brief Facts
3. Issues Involved
4. Strengths & Weaknesses of Both the Parties
5. Interests of Both Parties
6. Conflicting Interests of Both Parties
7. Brief Arguments
8. B.A.T.N.A.
9. W.A.T.N.A.

- **Format of Written Submissions –**

1. Font Style – Times New Roman;
 2. Title Font Size – 14;
 3. Body Font Size – 12;
 4. Line Spacing – 1.5;
 5. Team Code – The team codes provided by the Organizing Committee have to be mentioned on the top-right-most corner of the first page of the Strategy Paper.
- Further instructions regarding the submission of memorials will be communicated to the participating teams.

(iii) OFFICIAL LANGUAGE:

The official language of the Competition shall be English. All written and/or oral submissions made to and/or before the bench shall be in English.

DRESS CODE

The participants shall adhere to the following dress code while in the courtrooms:

- (i) Ladies: White shirt and black trousers or skirt along with a black blazer.
- (ii) Gentlemen: White shirt, black trousers, a black tie, a black blazer and black shoes.

PENALTY

(I) Scouting:

No member of any team other than the team they are a part of or the team which is not one of the participating teams whilst that team is a part of the Competition, shall gather any kind of information on opposing teams or participants without proper authorization. It shall include unauthorized observation, data collection or any covert activities aimed at gaining a competitive advantage. If this rule is violated, the Organizing Committee shall take strict actions, which may include but may not be limited to, the expulsion of the said team from the Competition.

(ii) Disclosure of Identity:

Teams shall not disclose their identity, i.e., the name of their institution, city, etc. or any other information which has the effect of disclosing their identity and affiliation with a particular university or institution. Such disclosure shall result in disqualification subject to the discretion of the Organizers.

(iii) Exceeding Time:

If any participant exceeds the time limit of the rounds provided in the rule then 0.5 marks will be deducted for each exceeding minute from their scores. The Bench will have authority to waive the same.

AWARDS

Participation certificates will be given to all the participants. The following awards will be distributed during the valedictory ceremony:

- i. Winning Team – ₹20,000/- & Internship Opportunities with BIMACC
- ii. Runner-up Team – ₹10,000/- & Internship Opportunities with BIMACC
- ii. Best Counsel – ₹5,000/- (based on the Preliminary Round)
- iii. Best Strategy Paper – ₹5000 (based on the Preliminary Round)

MISCELLANEOUS

- (i) No team shall indulge in any act of misconduct during the competition, undermining the credibility of the Bench or that of the competition. Any act to the contrary may lead to immediate disqualification from the competition without scope of appeal.
- (ii) All the teams shall be bound to follow the code of conduct and the rules laid down by the organizers.
- (iii) Any behavior of indiscipline with the Organizing Committee or any other student or volunteer body shall be dealt with strictly and may lead to immediate disqualification from the competition without scope of appeal.
- (iv) No team shall ask for feedback immediately on completion of any round. However, at the end of all the rounds, the participants may talk to the bench, with minimum inconvenience caused to them.
- (v) Any attempt to approach the framer of the Office Memo or the panel of bench of the competition, prior to the competition shall be dealt with strictly and may lead to immediate disqualification from the competition without scope of appeal.
- (vi) No team is allowed to use mobile phones during any of the observation rounds, for the purposes of research, phone call, texting, or any other purposes.

IMPORTANT DATES

Last Date for Provisional Registration	28th October 2023
Last Date for Final Registration	5th November 2023
Release of the Problems	15th November 2023
Last Date for seeking clarifications	25th November 2023
Release of Clarifications	30th November 2023
Submission of Strategy Paper	8th December 2023
Preliminary Round	15th December 2023
Quarter and Semi-Finals	16th December 2023
Final Round	17th December 2023

CONTACT DETAILS

For any queries, feel free to drop us an email at concordat@ifim.edu.in, the subject line should be “Clarifications: Problems or Rules”, or contact the following members of the Centre for ADR, IFIM School of Law:

Faculty Co-ordinators:

Prof. Pooja Ogale (Faculty Chair)

pooja.ogale@ifim.edu.in

Prof. Nithin Rajeev (Faculty Co-Chair)

nithin.rajeev@ifim.edu.in

Student Co-ordinators:

Rishabh Reddy (Convenor)- +91-7659977440

Nazneen Binu Bashir (Co- Convenor) - +91- 7406179188

Chanchal Chaturvedi (Secretary)- +91- 6266504099