



K.L.E. Society's

GURUSIDDAPPA KOTAMBRI LAW COLLEGE

Approved by Bar Council of India and Affiliated to Karnataka State Law University, Hubballi.

Reaccredited by NAAC with B⁺⁺ Grade (3rd Cycle)

BVB Campus, Vidyanagar, Hubballi - 580031, Karnataka, India



K.L.E. Society Law Academy's

1st National Negotiation Competition - 2023

14th 15th & 16th July 2023

Registration Last Date

1st July 2023



With immense pleasure, K.L.E. Society's Gurusiddappa Kotambri Law College, Hubballi, announces the First National Negotiation Competition 2023, which is scheduled to be offline from 14th to 16th July 2023. Negotiation is an ever-growing mechanism and one of the most effective form of Alternative Dispute Resolution (ADR) mechanism in the contemporary world. Being equipped with negotiation skills in this new and evolving justice delivery system is vital. The main objective of this competition is to bring out the latent talents of students, providing them with a learning experience and building their competitive and cooperative spirit. The team which cooperates well to settle the dispute will be declared as best team. It seeks to encourage them to explore the various aspects of dispute resolution, understand its intricacies and receive a more practical understanding of the methods of dispute settlement out of court, which will ultimately promote the various mechanisms of ADR.

About the K. L. E. Society

Every great event, it has been well said, brings one absolute new thing into the world. Such an event was, starting of the K. L. E. Society in 1916 by seven dedicated teachers and three generous patrons. Their mission was to provide education basically, to children of farming community who constitute a significant majority in Karnataka. Though modest and unadvertised was their act, yet it created a sensation in the educational history of this region.

With 300 institutions spread across Karnataka, Maharashtra and Goa, each narrating their own amazing stories of enriching people's lives, a harmony exists that is very palpable. Our alumni, settled in different parts of the world are a testimony to our achievements and endeavours and are ambassadors promoting the 'Brand KLE' throughout the world. Unmindful of the constraints, KLE ensures that every individual with a desire to learn, irrespective of which strata he/she belongs to in the society has access to infrastructure of international standards. Our well equipped hostels with modern facilities enable every student to enrich himself physically and mentally as well. To ensure that every student is keeping up with the latest developments in technology and the world, all the campuses house internet and IT facilities.

Our qualified teachers who are committed and dedicated to their professions strive to make learning a fascinating journey and experience for all. The collaborations with universities in the US, UK and Malaysia have added a whole new dimension to the K.L.E Society making it on par with reputed educational institutions worldwide. The legacy of selfless-service and sacrifice left behind by the founding fathers is pursued sincerely by the Management to this day. Under the unparalleled leadership of Dr. Prabhakar Kore, the KLE Institution has reached enviable heights. His spectacular Chairmanship beyond 30 years, with the active support of his team of elected members, embodies the collective efforts of everyone in KLE, including 13,000 members of the trust, 1,38,000 students, and 18,000 strong faculty, in making KLE an international Education-destination.

About The K.L.E. Society's Law Academy

Under the strong parental umbrella of K.L.E. Society, the K.L.E. Society's Law Academy strives to reach the horizons of excellence in academics, strengthening the knowledge base of Society and engineering a just, equitable and progressive community. The K.L.E. Society's Law Academy having its tentacles in Six Law Colleges, marches ahead to reach the above said goals.

An individual institution may find it difficult to cope up with the global scenario. Hence a collective approach is essential. In this direction, all the six Law Colleges of the K.L.E. Society have come together under one umbrella called K.L.E. Society's Law Academy.

- 1) G. K. Law College, Hubballi.
- 2) S. A. Manvi Law College, Gadag.
- 3) B. V. Bellad Law College, Belagavi.
- 4) K. L. E. Society's Law College, Bangaluru
- 5) K. L. E. Society's Law College, Chikkodi.
- 6) K. L. E. Society's Law College, Mumbai

The Academy's Objectives are:

- 1) Enhancement of knowledge base of the Society through conducting workshops, conferences, seminars, certificate courses, orientation courses, etc.
- 2) To conduct legal literacy programmes and publish legal Journals.
- 3) Conducting law fest to enhance the research skills of students.

Hubballi - Dharwad

Hubballi, derived from the Kannada word "Hu-balli" meaning delicate flowering plants, was the original garden city of the Deccan carpeted with a tapestry of a myriad flowers. Hubballi is well known as a commercial as well as industrial centre, where as Dharwad is seat of learning. The climate of the city is extremely good throughout the year and especially Dharwad is known for its salubrious climate. After the capital city of Bangalore, Hubballi-Dharwad Twin City Corporation is the largest city Corporation in the State. It is a famous educational centre, and has three universities namely Karnatak University Dharwad, University of Agricultural Sciences Dharwad, and Karnataka State Law University, Hubballi. Government has also established Indian Institute of Technology and Indian Institute of Information Technology as well at Dharwad.

The city hosts web of temples and maths in and around the city. To name a few, Surya Devalaya at Lakkundi, Veerananarayan and Someshwar Temples at Gadag, DoddaBasappa Temple at Dambal can be seen around the city. Historical religious institutions like Siddaroodmath, Moorusaaviramath, Murughamath, Chandramouleshvar temple, Cathedral Church, Hazarat Fatesha Darga cum Masjid are located in the city.

The South Western Railway Zone has its headquarters in Hubballi city. Several express and passenger trains ply between Hubballi and Bangalore every day. Hubballi being an important railway junction has daily trains to Bangalore, Mumbai, Pune, Delhi, Hyderabad, Ahmedabad, Vijayawada, Mysore and weekly services to Chennai, Howrah and Thiruvananthapuram. Indigo and Air India provide daily flight facility to Bangalore, Mangalore, Hyderabad, Chennai. Mysore, Mumbai and Delhi. Another nearest Airport is Belagavi which is 100 kms from Hubballi.

Gurusiddappa Kotambri Law College, Hubballi

The Gurusiddappa Kotambri Law College was established in the year 1974 to cater especially to the needs of the people of this region who were very keen in enhancing their legal awareness. The establishment of the law college was made possible due to the munificent donation of philanthropist Dr. T. M. Kousali, and the college was named after his genitive father Gurusiddappa Kotambri.

The college is located on the main road adjacent to several prominent educational institutions. The area is aptly called Vidyanagar owing to the most conducive atmosphere prevalent for academic perseverance. The college is housed in an imposing building with all the modern amenities. The students are provided with voluminous library with internet facility, spacious lecture halls, qualified and dedicated teaching staff, separate hostel facilities for boys and girls, Bank, Canteen, Post Office, Bus services etc.

The college regularly conducts National level Workshops, Symposia, Seminars and Moot Court Competitions etc. The College was assessed and re-accredited by National Assessment and Accreditation Council in the year 2022 with B⁺⁺ Grade. (3rd Cycle)



ABOUT THE NEGOTIATION COMPETITION:

The negotiation competition would be an excellent opportunity for all law students nationwide. The competition will be held for two days. Negotiation as a method of Alternative Dispute Resolution mechanism encourages disputants to negotiate directly with each other before some other legal process that is very much like a courtroom process. It is an upcoming law arena devoted to preparing a generation of law professionals capable of facing future demands confidently. It is a unique initiative and one of the best avenues worldwide where students can experience a medley of dispute-resolution activities simultaneously.

ELIGIBILITY FOR PARTICIPATION:

- Students pursuing 3 years or 5 years law program from a University or Institute recognised by the Bar Council of India, New Delhi are eligible to apply.
- Only one team from each college/institute can participate in the event. Each team shall consist of 2 participants (Both Counsels) who will most adeptly negotiate with the differing party.

REGISTRATION:

- The registration will be on a first-cum-first basis, up to a maximum of 30 teams.
- Last date of Registration in online mode : **1st July 2023.**
- Registration fees : **Rs. 2,500/. Per team**
- Registration link : <https://forms.gle/UHPF17i9rDXv9BwU7>
- Bank details -Name of the Account holder : **Principal, G. K. Law College, Hubballi**
Name of the Bank : **Canara Bank**
Name of the Branch : **BVB Campus Hubballi**
SB Account Number : **12442010022178**
IFSC Code : **CNRB0011244**

SUBJECT MATTER OF THE COMPETITION:

- Contract Law
- Tort and Consumer Law
- Service Law
- Intellectual Property Rights
- Family Law
- Property Law
- Company Law
- Any other ancillary laws

GENERAL GUIDELINES:

Team Composition:

- Each team shall consist of 2 negotiators (Both Counsels) for the event.
- Each team/participant shall have a Team Code/Individual code allotted at the registration desk, which shall be mentioned to the judges at the time of competition.
- The team composition shall not be altered after registration.

Language : The language of the competition shall be English.

Dress Code : The dress code for the competition shall be business formals.

ACCOMMODATION AND TRAVEL

- a. Accommodation and food shall be provided to the participating teams by the organisers from the evening of **14th July, 2023** to the evening of **16th July, 2023**.
- b. The interested teams are required to inform the organising committee about the arrival of the team so as to enable them to make necessary arrangements. Food menu will consist of both north and south Indian meals.
- c. Separate accommodation arrangements are made for boys and girls.

RULES OF THE NEGOTIATION COMPETITION:

1. There will be five rounds. Preliminary I and Preliminary II, Quarter-final, Semi-final and Final Rounds.
2. Draw of lots shall take place soon after the inauguration.
3. Each negotiation round comprises three stages

Soon after the confidential information is given both teams shall proceed as per the following stages

- * Stage I. Pre - Negotiation Stage
- * Stage II. Presentation of Written Plan of Action
- * Stage III. Negotiation Proceedings

4. Preliminary Round :

- a. There will be Preliminary Rounds 1 and 2. The teams shall present their case on one side in
- c. There is no pressure on parties to settle the dispute in the session. No special marks for settling disputes and no negative marking for failure to settle.
- d. Qualifying criteria from Preliminary rounds to Quarter finals - Top 8 Teams shall qualify to quarter finals in the following way
 1. The teams with most wins qualify.
 2. In case there are more than 8 teams with 2 wins then highest scorers among them will qualify.
 3. In case there are less than 8 teams with 2 wins the teams with one win who have closely lost the other round will qualify.
 4. In case of tie for the 8th position the marks secured for written plan of action will be taken in to consideration.
 5. If the tie still subsists then the teams will be selected by way of draw of lots.

5. Quarter-Final Round :

- a. The Quarter Final Round will have a Time Limit of forty minutes for the conclusion of a Negotiation Session in which the teams shall conclude their deliberations.
- b. Negotiation problem will be the same for both the Quarter Final Rounds and Semi Final Rounds. Confidential information will be given thirty minutes in advance.
- c. Four Teams will qualify for the Semi Final Round by way of Knockout

6. The Semi-final Round:

- a. The Semi-Final Round will have a Time Limit of fifty minutes for the conclusion of a Negotiation Session in which the teams shall conclude their deliberations.
- b. Negotiation problem will be the same for both the Quarter Final Rounds and Semi Final Rounds. Confidential information will be given thirty minutes in advance.
- c. Two teams will advance to the Final Round by way of Knock out.

7. The Final Round:

- a. The Final Round will have a Time Limit of fifty minutes for the conclusion of a Negotiation Session in which the teams shall conclude their deliberations.
- b. The winners are adjudged by way of highest score.
8. There shall be 3 fact sheets. One for preliminary rounds, the second for quarter-final and semi-final rounds and the third for final rounds. Fact sheets of all rounds will be communicated to registered participants by 4th of July 2023.
9. The party to whom they have to represent and who is the opponent shall be determined by a draw of lots which shall take place one hour before the commencement of each round.
10. All participants must attend a briefing session before the commencement of the competition.
11. The participating teams are required to be present in the competition room fifteen minutes before every round.
12. Teams will not be allowed to share any material.

CONFIDENTIAL INFORMATION :

1. For all rounds of the competition, confidential Information will be released by the host college thirty minutes before the competition.
2. Teams are prohibited from disclosing the confidential Information to any other team or person throughout the competition.
3. No communication with the coach or other team members is permitted.
4. Any violation or breach of this will result in immediate disqualification from the competition.

DISCIPLINARY GUIDELINES :

1. All participants' grievances shall be addressed to the Director of the KLE Law Academy in writing.
2. The grievance redressal committee reserves the right to disqualify any team or participant or impose any other penalty for misconduct on the part of any team member during the competition. In case of any doubt/dispute, the grievance redressal committee's decision shall be final.

STAGES OF THE NEGOTIATION PROCESS :

Each Round shall include:

- Pre-Negotiation Stage – Stage I
- Presentation of Written Plan of Action- Stage II
- Negotiation and Summarizing the Outcome – Stage III

STAGE I- Pre Negotiation Stage

- Teams shall prepare a written plan of action on behalf of their client within the allotted time.(See- Annexure I)
- The written plan of action should be submitted before the judges.
- The written plan of action shall consist of i) Identification of interests generally ii) Identification of issues for Negotiation iii) Different options explored to satisfy the identified interests during negotiation, iv) Exploring the alternatives if negotiation fails v) How to utilise identified alternatives etc. (See-Annexure II)

STAGE II- Presentation of Written Plan of Action

- The stage is for the submission of the written plan of action followed by oral presentation before the judges including the opening statement.
- Written plan of action shall not exceed Four Pages.
- The team shall choose one participant only to present the plan of action.
- Opponent team shall go out at the time of one team's presentation of the plan of action.
- Judges may seek clarifications.

STAGE - III Negotiation Proceedings

- The participants may set up their negotiation tables before the judges arrival.
- Teams shall not alter the facts provided in the fact sheet. In case of any doubts, the interpretation supplied by the organising committee shall remain final.
- During the negotiation each team shall be entitled to one break of 2 minutes, which is inclusive of the allotted time.

Annexure I : Time Schedule

Round	Total Time	Pre-Negotiation Stage I Preparation of Written plan of action	Presentation Written plan of action. (5 Min. per team) Stage II	Negotiation Proceedings & summarising the outcome. Stage III
Preliminary Rounds	70 Minutes	20	10	40
Quarter Final Round	70 Minutes	20	10	40
Semi Final Round	80 Minutes	20	10	50
Final Round	80 Minutes	20	10	50

Annexure II : Judging Criteria:

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

Sl.No.	Particulars	Max. Marks
1	Opening statement	10
2	Relationship-building and problem solving	15
3	Advocating interests	10
4	Information gathering	10
5	Mutually generating creative options	10
6	Collaborating with the other party	05
7	Team work and coordination	05
8	Written plan of action (It's design, presentation and use)	15
9	Negotiation strategy and skills	20
	Total	100

Note: The decision of the Judges shall be final.

PRIZES OF THE COMPETITION :

The prizes shall be awarded in the following categories:

1	Winner of Negotiation Competition	: Cash prize of Rs. 10,000 and Trophy
2	Runner up of Negotiation Competition	: Cash prize of Rs. 7,500 and Trophy
3	Best Negotiator	: Trophy with Certificate
4	Consolation Prize	: Trophy with Certificate.

Certificate of achievement to all the winners and certificate of participation to all the participants will be given.

IMPORTANT DATES :

1.	Last date of online registration and payment of fees	1 st July 2023
2.	Fact sheets of all rounds will be released on	4 th July 2023
3.	Last date to seek clarification of negotiation problems	7 th July 2023
4.	Date of the competition	14 th , 15 th and 16 th July 2023

PROGRAMME SCHEDULE :

Registration	14 th July 2023	4.30 PM to 5.30 PM
Inaugural Function	14 th July 2023	5.30 PM to 6.30 PM
Briefing and Draw of lots of preliminary rounds	14 th July 2023	6.30 PM to 7.30 PM
Preliminary and Quarter Final rounds	15 th July 2023	9.30 AM onwards
Semi-final and Final rounds	16 th July 2023	9.30 AM onwards

CONTACT :

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FOR REGISTRATION QUERIES :

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Miss. Vanishree I. Badiger

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Mob. 7899350817

FACULTY COORDINATORS:

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Assistant Professor
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Dr. Sharada G. Patil

Principal, KLE Society's G. K. Law College, Hubballi
Organising Secretary

Dr. B. Jayasimha

Principal, KLE Society's B.V. Bellad Law College, Belagavi
Member Secretary,
KLE Society's Law Academy
Member, Organising Committee

Dr. J. M. Mallikarjunaiah

Principal, KLE Society's Law College, Bengaluru
Director
KLE Society's Law Academy
Chairman, Organising Committee.



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REGISTRATION FORM

1st National Negotiation Competition -14th, 15th and 16th July 2023

1. Name of the Negotiator 1 :	_____	
Class :	_____	
Address :	_____	

Phone No. :	_____	
E-mail id :	_____	
2. Name of the Negotiator 2 :	_____	
Class :	_____	
Address :	_____	

Phone No. :	_____	
E-mail id :	_____	
3. Co-ordinator of the College :	_____	
Phone No. :	_____	
E-mail id :	_____	

Signature and Seal of the
Principal/ Head of the Institution

- Photographs should be signed by the Negotiator & attested by the Principal/ Head of the concerned Institution.

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G.K.LAW COLLEGE, HUBLI

LAW LITERATE SOCIETY

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