

1st

ICFAI VIRTUAL NATIONAL MEDIATION COMPETITION 2024

9th - 10th February , 2024



Knowledge Partner



Education Partner



Media Partner



Invitation Letter



ICFAI Law School, The ICAI University, Dehradun is pleased to announce its 1st Virtual National Mediation Competition to be held from 9th February-10th February 2024. This competition is organized in synchronization with the vision and objective of The ICAI University i.e. acquiring domain knowledge, developing professional skills, and its application in the practical world. With participants from across the country, this event aims to foster a culture of peaceful resolution and enhance students' understanding of Alternative Dispute Resolution methods. The competition will not only test participants' mediation techniques but also provide a valuable learning experience, promoting the significance of mediation in today's legal landscape. With immense pleasure, we take this opportunity to invite your esteemed organization to participate in the Mediation Competition actively. We solicit your presence in our competition by sending a team and enhancing the process. A copy of detailed rules and regulations is attached herewith for your kind reference.

It would be an honor to have participation from your esteemed institute. We are thanking you in anticipation.

We are looking forward to your engagement in the event.

Thanking you,

With warm regards

ICFAI Law School, The ICAI University, Dehradun

About The University

The ICFAI University, Dehradun, Uttarakhand (hereinafter referred to as the University) was established under The ICFAI University Act 2003 (Act No.16 of 2003) passed by the Uttaranchal Legislative Assembly and assented to by the Governor on July 08, 2003.

The ICFAI University secured 44th rank in the World Universities with Real Impact (WURI) Rankings 2020 released by United Nations Institute for Training and Research. ICFAI is the only non-governmental institution among two Indian Universities in this list. The University has also been awarded the certificate for E-Learning Excellence of Academic Digitization (e-LEAD).

About ICFAI Law School, Dehradun

The ICFAI Law School (formerly known as Faculty of Law), a constituent of the ICFAI University, Dehradun, is established to develop a new generation of legal professionals through the comprehensive and contemporary body of knowledge integrating law with Management/Humanities. The Bar Council of India has accorded its approval for imparting three-year and five-year Law Courses at ICFAI University, Dehradun, Uttarakhand, and awards degrees in law. The ICFAI Law School, Dehradun offers B.B.A. LL.B. (Hons.), LL.B. and B.A. LL.B. (Hons.) integrated five-year courses, One Year LL.M in Corporate, Constitution law, Cyber law and PhD full-time and part-time programs.

The ICFAI Law School, Dehradun held the 1st Rank in the Category of “Top Law School in the State of Uttarakhand” by CSR-GHRDC Law Schools Survey 2022. It also secured 1st position in Uttarakhand & 13th among Top Law Colleges (Pvt.) in India -IIRF. The ICFAI Law School, Dehradun ranked 11th, by India Today under the category Best College in North India- Law MDRA Best Colleges Survey- 2021.

About CEADRL



The Centre for Excellence in Alternative Dispute Resolution Law (CEADRL) has been instituted within the framework of ICFAI Law School, The ICFAI University, Dehradun, in the year 2021. Under the guidance of Associate Professor Dr. Susanta Shadangi, Assistant professor Ms. Monika Kothiyal, serving as Faculty Convenors and Placement Cordinator Mr. Diwakar Das as Faculty Co-Convenor, the centre adheres to the university's guidelines and regulations. Dedicated to fostering education on Alternative Dispute Resolution Laws (ADR), the center emphasizes a comprehensive, research-driven exploration of this field.

The logo of the Centre bears the Sanskrit phrase वक्ष्यामि ते हितम्, taken from bhagwat Gita translates to "I speak for your benefit." This encapsulates the core ethos of the Centre, emphasizing its commitment to resolving disputes with a focus on the well-being and interests of all parties involved.

Committed to the convergence of academia and expert perspectives, the centre is poised to embark on innovative projects that showcase the intersection of theory and practice in ADR. Through advocacy, research initiatives, and policy-oriented discussions, the centre seeks to facilitate a nuanced understanding of ADR law, providing a platform for individuals to enhance their knowledge in this dynamic legal domain. The centre envisions becoming a hub for fostering excellence in ADR, promoting informed discourse and contributing to the broader legal landscape.

The Centre For Excellence Alternative Dispute Resolution Law (CEADRL) is a dynamic and proactive student body comprising enthusiastic and committed students from B.B.A./B.A. LL.B. (Hons.) programme, dedicated to promoting peaceful conflict resolution within the academic environment.

Organizing Committee



**Patron-in-Chief: Prof. (Dr.) Ram Karan Singh,
Vice Chancellor, The ICAFI University, Dehradun**



**Patron: Dr. Ramesh Chand Ramola ,
Registrar, The ICAFI University, Dehradun**



**Prof. (Dr.) Tapan Chandola
Dean, ICAFI Law School, Dehradun**



**Dr. Monica Kharola
Associate Dean, ICAFI Law School, Dehradun**



**Dr. Susanta Shadangi
Associate Professor
Convenor**



**Ms. Monika Kothiyal
Assistant Professor
Convenor**



**Mr. Diwakar Das
Placement Coordinator
Co-Convenor**

Our Collaborations



Knowledge Partner

MediateGuru is a social initiative led by members across the globe. The aim of the organization is to build a bridge using which more law students can be encouraged to opt for ADR methods. MediateGuru is creating a social awareness campaign for showcasing mediation as a future of alternative dispute resolution to provide ease to the judiciary by encouraging and empowering Law Professionals to take up the mantle of Mediation.



Education Partner

Weवाद is an Online Dispute Resolution (ODR) Institution which helps parties with time bound, cost effective and confidential dispute resolution through institutional arbitration, institutional mediation and institutional conciliation. Expert facilitation, secure communication & user-friendly interface for fair resolutions.



Knowledge Partner

Aditya Aryan is a hardcore Mediation enthusiast, he is also associated with various leading and eminent organizations promoting and working in the field of Mediation in different capacities. We appreciate his support and insights provided by him for this competition.

Objective Of The Competition

ICFAI Law School, The ICFAI University Dehradun is going to conduct its 1st Virtual National Mediation Competition to encourage the budding lawyers to understand the rising need for Alternative Dispute Resolution mechanisms like mediation.

Mediation is where a neutral third party, known as a mediator, assists the parties in resolving their conflicts. A mediator is a bridge for conflicting parties to meet in the middle by facilitating communication, identifying issues, and guiding parties toward a mutually acceptable solution. The objectives of a mediation competition are multifaceted, encompassing skills development, education, promotion of ADR, networking, cultural advancement, standardization, recognition, and public awareness. These goals collectively contribute to the growth and acceptance of alternative dispute resolution mechanisms in the legal landscape.

Through this competition, The Centre of Excellence in Alternative Dispute Resolution Law (CEADRL) aims at promoting a much achievable choice to resolve the issues of families and preparing future lawyers with the skills required for them to be active cog to smooth functioning of justice in our society.



Definitions

1. **“Breakout Rooms”** refers to the virtual sub-meeting rooms on the designated virtual platforms (as agreed by the organizing committee) that are used for the main rounds, confidential information distribution, and caucus breakout sessions.
2. **“Caucus”** refers to a confidential, private meeting held by the mediator with the individual parties to discuss options with the intent to find a resolution.
3. **“Competition”** refers to the 1st Virtual national mediation competition.
4. **“Competition Problems”** pertains to the problem framed by the organising committee to be used throughout the competition, in the competition sessions/rounds.
5. **“Confidential Information”** pertains to the essential key points provided to the participating teams concerning the party they represent and is confidential.
6. **“Main Round”** refers to the phase of the Competition Session instantly pursuing the Confidential Information Session, where the Teams are commissioned to reconcile the Competition Problem.
7. **“Mediation”** refers to the process where a neutral person assists the parties who help them mitigate their dispute and reach a mutually agreed outcome through negotiations.
8. **“Mediation Session”** refers to the scheduled period during which the mediation process takes place, including any caucus.
9. **“Negotiating Team”** pertains to a team comprising two participants - one Counsel and one Client - from the same institution.

Definitions

10. **“Oral Rounds”** refers to the team's pleadings in the mediation session.
11. **“Organizing Committee”** refers to the CEADRL members and the faculty in charge of the centre.
12. **“Penalty”** refers to actions taken by the Organizing Committee (CEADRL) in response to violations of competition rules, which may include point deductions, participant disqualification, or any other disciplinary measures.
13. **“Preliminary Rounds”** refer to the initial oral rounds which will determine the scores and ranks of the participants for further rounds.
14. **“Room Coordinator”** refers to an individual or individuals appointed by the Organizing Committee to oversee the smooth operation of a specific Competition Room, ensuring adherence to the rules and addressing any issues that arise.
15. **“Rule”** pertains to a special individual regulation in this Rulebook, along with the sub-rules/ suggests thereunder. The Participants are considered to understand and submit these regulations on the report of their enrollment in the Competition.
16. **“Scouting”** refers to the participating teams observing the sessions of other teams.
17. **“Speaker”** refers to the participant who presents oral arguments in rounds of the competition.



Eligibility

Only bonafide students pursuing Law three/five-year degree programs in the Law Colleges/Universities recognized by the Bar Council of India are eligible to participate.



Registration Process

There shall be **no registration fee** for the competition.

Participants are required to fill out the google form. To finalize the registration NOC (No Objection Certificate) issued by the relevant authority of the respective college of the participant shall be submitted within 72 hours of provisional registration through mail to events.ceadrl@gmail.com.

The NOC shall include the names of the members of the participating team. .

The last date for registration is 28/ 01/ 2024.

Registration form : [Link](#)



Team Composition

Each participating team shall consist of 3 members and all the team members shall be from the same institute. No Cross Institutional Team is allowed to take part in the competition. Only **ONE Team** from a college can represent the college and participate in the competition.

A Team shall comprise a **Mediator** and a **Mediating Pair**; the Mediating Pair shall consist of a **Counsel** and a **Client**.

After Final registration is over, no team shall be allowed to change their composition and roles in any of the rounds. If any issue occurs regarding the same, the Organizing Team shall have the discretion to adjudicate upon the same.

Note: The members' roles shall not be changed throughout the competition. No team shall be accompanied by a coach or an instructor.

Language

The official language of the competition is English and shall be strictly followed.

Dress Code

All the participants are required to adhere to the formal style of dressing i.e. The participants must adhere to standards of conduct and dress as high as those required of a lawyer engaged in the practice of law in India.

For Gentlemen - Business Formals (White formal shirt with black formal pants + black blazer + Tie)

For Ladies - Formals (White formal shirt with black formal pants/black formal skirt and a black blazer).

Structure Of The Competition

Preliminary Round

- All participating Teams shall compete in the preliminary round.
- Based on the score, the top 8 teams and the top 8 mediators will qualify for the quarter-final round.
- This round will not be a knockout round.
- The total time for the preliminary round will be 40 minutes, including 10 minutes of the caucus session and 30 minutes of the mediation session.
- To avoid conflict of interest, the organizing committee will shuffle the mediators and ensure that the mediating team and mediator are not from the same institution.
- Participating teams will be informed of the team they would be competing against, venue room link and details, confidential information (CI), and the side they will be representing via mail 1 hour prior to the round.
- In the venue room, participants are expected to follow the code of conduct throughout the competition.
- In times of dispute, the decision of the organizing committee will be considered final.



Structure Of The Competition

Quarter-Final Round

- The top 8 teams qualifying in the preliminary round will be competing in this round
- This round will be a knockout round.
- A total of 4 teams will qualify for the semi-final round.
- The total time for the quarter-final round will be 45 minutes which is inclusive of 10 minutes of caucus session and 35 minutes of mediation session.
- To avoid conflict of interest, the organizing committee will shuffle the mediators and ensure that the mediating team and mediator are not from the same institution.
- Participating teams will be informed of the team they would be competing against, venue room link and details, confidential information (CI), and the side they will be representing via mail 1 hour prior to the round.
- In the venue room, participants are expected to follow the code of conduct throughout the competition.
- In times of dispute, the decision of the organizing committee will be considered final.



Structure Of The Competition

Semi-Final Round

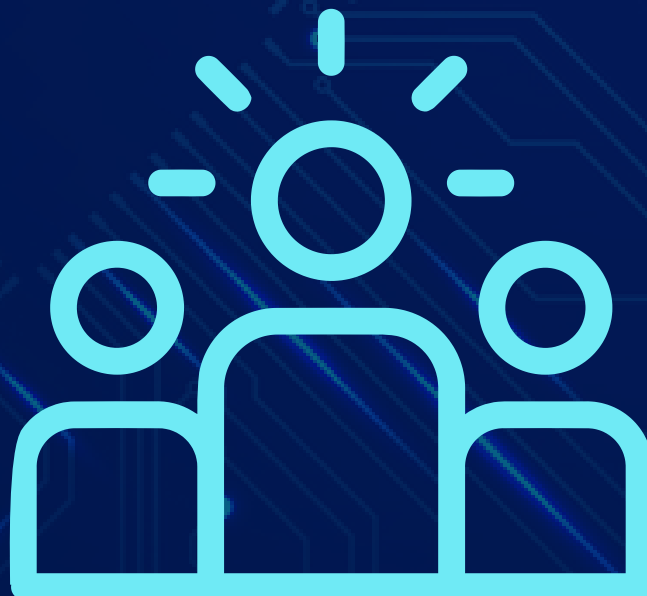
- The top 4 Teams qualifying from the Quarter-Finals Round will be competing in this round will be a knockout round.
- A total of 2 teams will qualify for the final round.
- The total time for the semi-final round will be 55 minutes which is inclusive of 15 minutes of caucus session and 40 minutes of mediation session.
- To avoid conflict of interest, the organizing committee will shuffle the mediators and ensure that the mediating team and mediator are not from the same institution.
- Participating teams will be informed of the team they would be competing against, venue room link and details, confidential information (CI), and the side they will be representing via mail 1 hour prior to the round.
- In the venue room, participants are expected to follow the code of conduct throughout the competition.
- In times of dispute, the decision of the organizing committee will be considered final.



Structure Of The Competition

Final Round

- Top 2 Teams qualifying from the Semi-Final Round will be competing in this round.
- This round will be a knockout round.
- The total time for the final round will be 60 minutes which is inclusive of 15 minutes of caucus session and 45 minutes of mediation session.
- Participating teams will be informed of the team they would be competing against, venue room link and details, confidential information (CI), and the side they will be representing via mail 1 hour prior to the round.
- In the venue room, participants are expected to follow the code of conduct throughout the competition
- In times of dispute, the decision of the organizing committee will be considered the final



Code Of Conduct

The Participating Teams should mention only their allotted Team Codes for communication with Judges/Organizers. The identity of the Participating Team or Members or the name of their College/University shall not be disclosed to any other person during the Competition in any form, whether directly or indirectly. Disclosure of identity shall lead to immediate disqualification.

In addition to the above rule, sporting any visible or distinguishable badges/card/ uniform by any participant that provides an opportunity to infer/disclose their identity or the identity of the Law College/University being represented, is strictly forbidden. Any violation shall lead to immediate disqualification.

The Organizing Committee reserves the right to disqualify any team for misconduct during the competition. In case of conflict, the decision of the Organizing Committee shall be final.

General Rules & Regulations

Mediation Problem: The problem for the Preliminary Round, Quarter Final round, Semi-Final, and Final Round shall be different. The problem for Quarter Final, Semi-Final and Final Round shall be released 1 week prior of the competition and the participating teams will be informed of the problem via mail.

The problem for the Preliminary Round has been provided below. (pg.24 & pg.25)

Problem Interpretation: Teams are required to base their strategies solely on the information provided in the Competition Problem. Negotiating Teams and Mediators are prohibited from introducing new facts or modifying existing ones within the Competition Problem. However, they are permitted to draw reasonable conclusions from the given facts. Deviating from a sensible interpretation of the case may lead to penalties. Should there be any uncertainties or questions about the interpretation of any aspect of the competition, the decision of the organizing committee shall be considered final and binding. The Organizing Committee retains exclusive authority over all matters related to the competition's problems.

Confidential Information

Confidential information specific to each team will be provided 1 hour before each competition round through email. Along with the confidential information teams will be intimated of the sides they will be representing.

Confidentiality Obligation: Participants must not reveal confidential information to any other participating team during the competition. Any disclosure made to other participants before or after their round will result in immediate disqualification without the possibility of appeal.

Mediation Plan

- All participating teams, on completing the registration process, shall submit their mediation plan for Preliminary Round.
- Every team shall mandatorily submit the mediation plan, the failure of which will result in the deemed withdrawal of the respective team's registration.
- The mediation plan shall be prepared as per Annexure A. (pg.28, pg.29, pg.30, pg.31)
- Formatting of the mediation plan shall be done in font type Times New Roman with a font size of 14 for headings and 12 for the main text. The body of text shall be justified and Line Spacing shall be 1.5.
- **The mediation plan shall be submitted before 05/02/2024 before 11:59 pm via mail to events.ceadrl@gmail.com**



Private Caucus

During the mediation session, the decision to initiate a private caucus rests with the Mediator(s). A private caucus involves a confidential meeting between the mediator(s) and one of the disputing parties, without the presence of the other party. This setting allows for an open and frank discussion of issues, concerns, and potential solutions.

The mediator(s) have the autonomy to call for a private caucus based on their judgment of what would best serve the interests of the parties involved. The Mediator(s) must conduct at least one private caucus during the session to ensure the progression of the mediation process.

Parties may also express their preference for a private caucus, and such requests should be considered by the mediator(s) in the spirit of facilitating constructive dialogue.

The use of private caucuses is a strategic tool in the mediation process, allowing the mediator(s) to effectively guide the parties toward a mutually acceptable resolution. The mediator(s) should ensure that these sessions are conducted in a manner that respects the confidentiality and integrity of the mediation process.

The caucus will be conducted in a separate breakout room in the same virtual meeting room in which the round will be conducted.



Ranking & Tie-Breakers

The ranking and selection of Negotiating Teams and Mediators will primarily be based on overall scores.

In case of a tie in the score of two or more Negotiating Teams during the Preliminary or Knock Out Rounds, the advancing team shall be determined by (i) the total number of score sheets designating 'wins,' and (ii) the highest number of points scored during the joint session.

In case of a tie in the score of two or more Mediators during the Preliminary or Knock Out Rounds, the advancing Mediator shall be determined by (i) the highest number of scores secured during Caucus, and (ii) the highest number of points scored in the Opening and Closing Statement.

If the tie is not resolved by the aforementioned methods, then the team advancing to the next round shall be decided by a coin toss.

Penalties

In the event of a rule violation, the Organizing Committee reserves the right to impose penalties. These may include a deduction of points or, in more severe cases, disqualification of the entire team from the competition.

If a team member fails to adhere to the directives of the Organizing Committee, the team may face penalties as determined by the Expert Assessors overseeing the respective Round.

Teams that are subject to potential penalties will be granted a fair opportunity to present their case and explain why the penalty should not be applied.

Decisions made by the Organizing Committee regarding penalties are conclusive and binding. All participants must familiarize themselves with the rules and follow them diligently to maintain the integrity of the competition.

Marking Criteria : Mediator

Serial No.	Criteria	Allotted Marks
1.	<u>Initial Presentation</u> (Covers the introduction to the concept of mediation, clarification of mediator roles, the establishment of basic rules, and a clear outline of the mediation process)	/20
2.	<u>Collaboration with Fellow Mediator</u> (Working in harmony with the fellow mediator throughout the session, providing support as needed)	/20
3.	<u>Application of Mediation Techniques</u> (Demonstrates active listening, fosters trust in both joint and private meetings, ask pertinent questions, grasps the underlying interests of the parties, and remains impartial at all times)	/20
4.	<u>Management of Private and Collective Sessions</u> (Focus on the confidentiality aspect, effective information collection, distinguishing between the parties' interests and their stated positions, and managing the collective session efficiently)	/20
5.	<u>Advancements made in the Resolution Process</u>	/20

Marking Criteria : Mediating Pair

Serial No.	Criteria	Allotted Marks
1.	<u>Introductory Remark</u> (This encompasses the clear presentation of facts, outlining of interests, objectives, and the agenda for mediation)	/20
2.	<u>Negotiation Abilities</u> (This includes the capacity for problem resolution, leveraging mediation services to overcome deadlocks, gathering relevant information, and the strategic use of questioning)	/20
3.	<u>Strategic Approach in Negotiation</u> (This covers the strategic revelation and application of confidential data, prioritizing the client's interests, and the tactical use of private caucus sessions)	/20
4.	<u>Innovative Problem Solving</u> (This involves the generation of creative options and solutions, testing the viability of proposed solutions, and the degree of cooperation with the opposing party)	/20
5.	<u>Synchronization within the Team</u> (This pertains to the collaboration between the client and counsel, ensuring clear communication within the mediating duo, and distinct separation of roles)	/20

Awards

Winning Team

The Winning Team (client & counsel) shall receive a cash prize worth Rs.7,000 along with the opportunity to secure an internship at MediateGuru.

Runners-up Team

The Runner-up Team (client & counsel) shall receive a cash prize worth Rs.5,000 along with a scholarship in the CIRC-Weवाद ODR Learning Course.

Best Mediator

The Best Mediator shall receive a cash prize worth Rs.5,000 along with the opportunity to secure an internship at MediateGuru.

Runner-up Mediator

The Runner-up Mediator shall receive a cash prize worth Rs.4,000 along with the opportunity to secure an internship at Weवाद.



Important Dates

- 1** 8th
Jan 2024 Registration Open
- 2** 28th
Jan 2024 Last date of Registration
- 3** 29th
Jan 2024 Last date of Clarification
- 4** 31st
Jan 2024 Release of Clarification
- 5** 9th
Feb 2024 Inauguration,
Prelims & Quarter
- 6** 10th
Feb 2024 Semi final, Final &
Valedictory

Mediation Problem - Prelims

Reviving Lakeside Legacy: The Azure Oasis Hotel Dilemma

The Harrison siblings, four individuals from the outskirts of Manchester, inherited £1,300,000 from their parents 40 years ago. At that time, Samuel Harrison, the eldest sibling, was 11 years old, and Oliver Harrison, the youngest sibling, was six. Their parents' friend, Richard Blake, set up a business for the four siblings with the inheritance by purchasing 'The Azure Oasis Hotel,' a spacious lakeside hotel in Windermere. For 40 years, this hotel served as a livelihood for the four siblings.

Unfortunately, over the last four decades, Windermere experienced a general decline, and the once state-of-the-art and luxurious hotel lost its '5-star' rating 20 years ago. After a prolonged period of stagnation and only minor modernization, it lost its '4-star' rating three years ago. The hotel's Wi-Fi was limited to communal areas, with half of the rooms unable to receive a mobile signal, let alone mobile internet. While the amenities met the standards of the 1980s, for modern-day vacationers, the once luxurious-looking hotel had become less appealing.

This resulted in the hotel being used mainly by bikers and older vacationers. Young couples attracted by the hotel's beautiful exterior and lakeside balconies never returned due to the perceived 'run-down' condition of the hotel.

With the hotel running at a loss for a year following the downgrade from 4- to 3-stars, the Harrison siblings had to take action. Each of them was leading separate lives, managing their businesses. None of them needed the hotel anymore but couldn't bring themselves to sever ties with the hotel that had supported them, a hotel that had been their parents' final gift before their tragic deaths in their youth.

The primary issue they faced was Windermere itself. The Lake District town possessed breathtaking beauty but lacked sufficient investment and tourism. Renovating a hotel with as many rooms and function spaces as 'The Azure Oasis Hotel' would cost millions. After approaching investors for funding, the siblings discovered that Windermere couldn't attract an investment of that scale, even for a hotel as iconic as theirs. After facing rejection from multiple investors, the siblings decided, as a last-ditch effort, to approach banks.

Mediation Problem - Prelims

Emma Thompson is the relationship manager at First North Bank, where the hotel's accounts are held. She had spent her childhood summers at 'The Azure Oasis Hotel' and believed in its potential. Following due diligence checks and studying the siblings' projections and business plans, she championed their cause. After a grueling six months of meetings and negotiations, she successfully convinced the bank to support the siblings with a loan of £2,500,000.

Work on the renovation commenced two years ago. The funds were released in stages directly to the contractors, and after 14 months of nearly seamless work, the hotel reopened its doors exactly on schedule, three months ago. It was a modern marvel with superfast fiber broadband, contemporary designer furniture and bathroom fixtures, and a sleek new design in every room. The state-of-the-art kitchen and revamped function rooms successfully retained the old charm of the building while ushering it into the 21st century. Following the renovations, the hotel regained its '4-star' rating.

However, the business figures did not respond as expected. The hotel's regular guests and vacationers, with an average age of 62, were delighted with the renovations but would have come to the hotel anyway. A substantial new social media campaign is underway, and some exciting professional conferences are upcoming, but the numbers so far have been disappointing. Last month, Emma's worst fears were realized: the siblings missed the third of their 100 instalments of £30,000. Emma convinced her superiors, who are closely monitoring the account, that this was merely an administrative error. The siblings promptly paid the instalment, along with an apology, but privately indicated to Emma that they might be late again next month.

If the siblings continue to miss payments, First North Bank will have to initiate proceedings to take the hotel from them. Before anything serious happens, Emma, with full authority to represent the bank, and Samuel Harrison, representing all four siblings, have decided to sit down and have a mediation along with their legal counsels.

Author -

Aditya Aryan

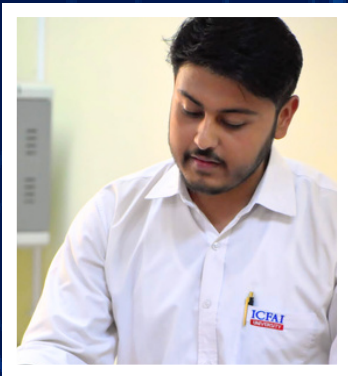
Dispute Prevention and Resolution Professional

Note: Kindly do not contact the author in any case. Any contact will lead to immediate disqualification.

Student Organizing Body



Mayank Saraf
Student Convenor



Shitanshu Abhishek
Student Co-Convenor



Raghav Khandelwal
Student Co-Convenor



Abhay Pandey
General Secretary



Suyash Singh
Secretary



Trisha Soni
Secretary



Arnav Tripathi
Secretary



Pallavi Kashyap
Secretary

Clarification

All queries regarding the competition must be submitted in writing to the designated email address events.ceadrl@gmail.com with the subject line “Clarification to the competition problem”. Responses to queries will be circulated to all participating teams to ensure transparency. The last date to seek clarification is 29/ 01/ 2024 before 11:59 PM. The clarifications shall be released on 31/ 01/ 2024.

Clarifications can be sought only by the teams short-listed for the Competition. Clarifications can be requested only for ambiguity or possible errors, but not to inquire about further information, as the Problems are self-contained.

Grievance Redressal

We understand the importance of addressing your concerns promptly and efficiently. We are committed to resolving your concerns and providing a satisfactory resolution. For any further information or if you have any grievances, kindly contact the numbers provided :-

Mayank Saraf - +91 74870 69179

Shitanshu Abhishek - +91 8923242727

Raghav Khandelwal - +91 82670 31708

Abhay Pandey - +91 70075 70215

**** In the event of any ambiguity arising during the mediation competition, the decision of the organizing committee shall be final and binding.**

Annexure A

ICFAI
UNIVERSITY
DEHRADUN

Recognised under Section 2(f) of UGC Act



ICFAI
LAW SCHOOL

1st ICFAI VIRTUAL NATIONAL MEDIATION COMPETITION 2024

9th-10th February 2024

Mediation Plan Outline

Team Code:

Preliminary/Quarter/Semi-final/Final:

Party:

Core Issues:-What are your main interests? What brings you to the mediation?

Know your ZOPA (Zone Of Possible Agreement)

Your goals (financial and other) Their goals (financial and other)

My high expectation is: They will be hoping for:

The minimum we expect is (and why): The minimum they will expect is (and why):

Annexure A

Know your Alternatives – BATNA / WATNA If mediation fails, is litigation an alternative? How does it weigh? Any other alternatives?

<i>Your perspective:</i>	<i>Their perspective:</i>
Your costs to date:	Their costs to date:
Your costs in court:	Their costs in court:
Your chances of winning/losing at trial:	Their chances of winning/losing at trial:
Your hidden costs - eg. Management of time, finances - of going to trial:	Their hidden costs – eg. management of time, finances - of going to trial:

Strings attached?

Are there any consequences to reputation or existing relationships that depend on the conclusion of the mediation?

<i>With the other party / third parties</i>	<i>What is at stake for them to lose?</i>
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Annexure A

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Timelines and deadlines Are there any timing issues that may force or retard agreement?	
<i>For You</i>	<i>For them</i>

Annexure A

Mutual problem-solving

What offers can you make to the other side that cost you little and they might value highly and vice versa?

<i>What could you offer?</i>	<i>What might the opposite party offer?</i>