

Entrepreneurship, Business, and Law Committee



Faculty of Law, PES University

presents

Quid Pro Quo 2024

A Negotiations Event



ABOUT FACULTY OF LAW, PES UNIVERSITY

PES University, located in Bangalore, India is one of the country's leading teaching and research universities. The University is committed to providing "navigation for the real world" that inspires us as students to find our true north.

Our peers graduate with the ability to adapt to an intellectually and technologically changing environment. Over the years, this has been accomplished with the participative efforts of the management, staff, students and parents.

We realize that we as students represent the future of our society and we take our responsibility seriously. We ensure that the rock-solid foundation we build here – both, in terms of skills and values – will stand us in good stead no matter which career we choose.

The rapid changes in the economy and society, the balance between business and regulations, and emerging market dynamics and policy measures have made law and legal strategy important like never before.

It also demands a new approach to teaching and understanding law that works towards creating solutions for maintaining order and handling disagreements that confront business and society. PES University aims to set new standards of excellence and relevance in legal education.

ABOUT THE COMPETITION

We are proud to organise Quid Pro Quo, A Negotiations Event, 2024.

Negotiation skills are in great demand, and the Faculty of Law, PES University proudly hosts these events to develop these skills in students. In the university's intermural competition, two teams of two to three students each participate in a simulated negotiation session based on a hypothetical fact pattern. A panel of judges scores the teams, and winners would be qualified for the further rounds. The Negotiation Competition is an excellent opportunity for students to gain on-the-ground practical experience in remote negotiation, a critical new skill given our current national landscape. We strongly encourage all students to apply.

It is a bargaining process between parties when both seek to reach an agreement that settles a matter of mutual concern or resolves a conflict. We participate in negotiations every day of our lives. They are reached through discussions made between the parties. Each party should consult or see one or two counsels before settling down the matter so that they are well aware of their rights and duties with respect to the matter of the dispute that they are willing to solve. The process of Negotiation is a win-win outcome where both sides feel they have gained something positive through the process of negotiation and both sides feel their point of view has been taken into consideration.

Link of the Registration:

Note: The dates, schedules and details pertaining to the tournament are tentative in nature and subject to change. In case of any change, the details shall be communicated by the organising committee.

IMPORTANT DEFINITIONS

1. "BATNA" shall refer to the Best Alternative to a Negotiated Agreement and refers to the best thing a Party can do, without the consent of the other Party, if the Parties fail to reach an agreement.
2. "CLARIFICATIONS" shall refer to procedural order(s) and/or any clarification(s) issued by the Organizing Committee.
3. "CLIENT" shall refer to a participant from a Negotiating Team who plays the role of the Client in the Negotiation Session.
4. "COMPETITION" shall refer to Quid Pro Quo '23

5. “CONFIDENTIAL INFORMATION” shall refer to the confidential elements to be considered in determining the strategy and tactics of the Negotiators Teams in a given Negotiation Session. The Confidential Information is for exclusive use of each team and shall not be disclosed to the opposing team.
6. “COUNSEL” shall refer to a participant appointed to act as the Legal Counsel in a Negotiation Session.
7. “IST” shall refer to Indian Standard Time.
8. “NEGOTIATION PROBLEMS” shall refer to the official problems for the Competition released by the Organizing Committee.
9. “NEGOTIATION SESSION” shall refer to a session during which the Teams will simulate a negotiation procedure pursuant to rules.
10. “ORGANIZING COMMITTEE” shall refer to the Organizers of the given a Negotiation Competition.
11. “PRELIMINARY ROUNDS” refers to the Written Rounds which will determine which teams shall advance to the next Rounds.
12. “REQUESTING PARTY” is the party to which the Competition has assigned the role of the party which has requested the negotiation.
13. “REQUEST FOR CLARIFICATIONS” shall refer to an official request to clarify the problems submitted by a Team within the time stipulated.
14. “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 negotiation.
15. “RULES” shall refer to the Official Rules of the Competition and shall be applicable to any supplementary Rules published by the Organizing Committee.
16. “TEAM” shall refer to teams participating in the said Competition. All the below mentioned Rules and Regulations will be considered as the General Information for the Quid Pro Quo '23.

GENERAL INFORMATION

General Format:

This Competition will consist of total 5 rounds:

- Round 0 (mass elimination)
- Preliminary Rounds (24 teams)
- Quarter Final Round (16 teams)
- Semi Final (4 teams)
- Final Round (2 teams)

Each Participating team shall comprise 2-3 members:

- One Client
- One or Two Counsels

Eligibility & Participation

Each Participant must be a current Under/Postgraduate Student of their respective departments in PES University.

Registration

Any Interested team across the University can register for this Competition and confirm their Registration on or before 4th November 2023 through the link.

Team Identification and Anonymity Rule:

- After Registration, each Participating team will be provided with a Team Code which will be served to all the teams. All Communications must be made in reference to this TC via e-mail with the address
- None of the Teams are supposed to reveal their TC or any other details to other teams or the judges. All communication must be made in regard to the TC.

Dresscode

Dress code for the competition is Formal Shirt and Trouser. The dress code is applicable to all the participants participating in the competition.

Language

The competition will be conducted in English language only.

Date and Mode

This Competition will be held through offline mode on 16th of November 2023.

RULES FOR NEGOTIATION PROCESS

The following Rules would be considered as Official Rules of the Quid Pro Quo'23.

The Participants are supposed to strictly adhere to the Official Rules of the Competition. Any violation can lead to penalty or disqualification of the team from this competition.

Negotiation Problem:

- Each Negotiation Problem will consist of General Information for all the parties.
- There shall be a total of 5 Rounds in this Competition.
- The Negotiation problem for all the rounds will be sent via e-mail from on 5th November.
- The Negotiation Problem shall be self-contained and teams shall be prohibited from deviating from the facts provided in the problem in any manner possible, including the Background Story, the misrepresentation of facts, or the creation of new facts. However, teams may reasonably interpret the problem in order to reasonable conclusions.

Confidential Information:

- The Confidential Information for all rounds will be released 30 minutes before the Competition.
- The Teams are prohibited from disclosing the Confidential Information to their Negotiator or other party during or before the Competition.

Clarification and Interpretation of the Problem:

- Each team may submit to the Organizing Committee on or before 10th November 2023 any relevant questions for clarification or interpretation of the General Information per problem.
- All Clarifications must be sent with a Subject Line of 'CLARIFICATION || TEAM CODE' at

Designation of Role of Members:

- The Team shall before the competition fix the role of each member of the team as one Client and two Negotiators or one Client and one Negotiator.
- The Role of the Team Members shall be fixed throughout the Competition and in no case, it can be switched.

Rounds

Each round includes two Negotiating Teams (Client and Negotiators), from different teams, representing each side.

- The Timing of the Rounds is designated in the following manner:

Sl. No.	Rounds	Session Time	Session Brief
1.	Preliminary Round	1 hour	Submission of written strategy
2.	Pre-quarters	1 hour	First Negotiation Meeting which discusses the agenda of the meeting prepared by the two teams which is concluded with an agreement which is drafted by the teams.
3.	Quarters	1 hour	A crisis is introduced and the agreement that is drafted needs to be amended.
4.	Semi	1 hour	A crisis is introduced and the agreement that is drafted needs to be amended.
5.	Finals	30 minutes	One team intends to back out of the agreement and it becomes the responsibility of the other team to persuade the backing out team to proceed with the deal.

- The Participants are supposed to strictly adhere to the timings.
- During the competition, if the party is in need of more time than allotted, they may ask from the judges for the same. It's up to the discretion of the judges.
- However, the Feedback Timing may increase as per the judges.
- The top 24 teams will qualify for Pre-Quarters.

- The top 16 teams will qualify for Quarters
- The top 4 teams will qualify for Semi finals
- The top 2 teams will qualify for Finals.

NOTE: For the Pre-Quarters, Quarter-finals, Semi-Finals as well as for Finals, the teams need to knock-out the other team in Pre-Quarters, Quarter-Final Round and Semi-Final Round respectively. Thus, throughout the Competition, one team needs to knock-out the other team by achieving a greater score.

SCORING SHEET

Each round may be judged by two judges or more, each of whom will award marks on the basis of the following criteria:

AREAS FOR ASSESSING NEGOTIATING TEAMS
Opening Statement
Joint Session
Strategy and Planning
Negotiation Management
Teamwork
Demeanour
Cooperation with other parties

AWARDEES

- Winner Negotiating Team
- Runners-up Negotiating Team
- Best Counsel
- Best Client