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THE FOURTH HERBERT SMITH FREEHILLS AND NLU DELHI

# INTERNATIONAL NEGOTIATION COMPETITION

8-10 SEPTEMBER 2017

National Law University, Delhi  
Sector-14, Dwarka  
New Delhi-110078  
India

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# HSF-NLU DELHI INTERNATIONAL NEGOTIATION COMPETITION 2017

Herbert Smith Freehills (HSF) and National Law University, Delhi (NLU Delhi) are pleased to invite you to the fourth edition of the HSF-NLU Delhi International Negotiation Competition (INC) to be held on 8-10 September 2017 in Delhi.

The competition aims at providing an opportunity to law students of top universities across the globe to practice and improve their negotiation skills. It provides a platform for students to compete in a truly diverse and an international environment. The competition is carefully structured to simulate legal negotiations particularly for those students who aspire to be international lawyers.

Students participating in the competition will assume the roles of international lawyers in negotiating a series of legal problems. The problems will be based on real life examples and will comprise a common set of facts known to all participants and confidential information known only to the participants representing a particular side.

## INC is an invitation only competition.

**Structure of the competition:** Over 30 teams are expected to participate in the competition. There will be two preliminary rounds. Qualifying teams will then proceed to the advanced rounds, which will be knock-out rounds. The final round will take place between the winners of the advanced rounds. Each round will consist of a 60 or 90 minute negotiation session, which may be extended at the discretion of the judges, to make it akin to a real life experience.

**Team composition:** Each team will consist of two students.

**Eligible students:** All students who are enrolled in a full-time law degree (undergraduate or post-graduate) as on 1 September 2017 will be eligible to participate.

**University representation:** Only one team per University will be allowed to participate in the competition.

## SCHEDULE

15 June 2017	Release of the problems/negotiation simulations
15 July 2017	Deadline for seeking clarifications
1 August 2017	Submission of the negotiation plan
8 September 2017	Registration and welcome address
9-10 September 2017	Preliminary and advanced rounds
10 September 2017	Finals and awards ceremony

The participants will be informed sufficiently in advance if there is any change in the schedule.

**Judging:** Each round is judged by a panel of one to three judges. Judges will include renowned lawyers and academicians.

**Prizes:** All participants will receive certificates of participation. The winners will receive a trophy to be held in their university and each member of the winning team will receive a cash prize. The runners-up will also receive a trophy and cash prize. There will be an award for the best negotiator and the best negotiation plan. A spirit of the competition award will also be given to the team that best displays the qualities of good negotiation.

## GENERAL INFORMATION

**Registration fees:** A registration fee of INR 3,000 per team will be charged, to be paid upon arrival at NLU Delhi.

**Travel expenses and accommodation:** Each participant will be responsible for his or her own travel expenses. NLU Delhi will provide accommodation to the participants on the days of the competition for no costs.

**Registration:** Once you have confirmed participation, you will be requested to provide the team details.

**Indian visa:** International teams are recommended to apply for the Indian visa at least 4-6 weeks before the competition dates. The Indian visa requirements will vary from country-to-country, thus it is advisable to visit the Indian embassy's/consulate's website in your country for further details. India has recently started the TVOA facility (Tourist visa on arrival) for select countries.

For further information about the competition, please contact Daniel Mathew ([hsf.nc@nludelhi.ac.in](mailto:hsf.nc@nludelhi.ac.in)).

# HSF-NLU DELHI INTERNATIONAL NEGOTIATION COMPETITION 2017

## **ABOUT HERBERT SMITH FREEHILLS**

As one of the world's leading law firms, we advise many of the biggest and most ambitious organisations across all major regions of the globe. Our clients trust us with their most important transactions, disputes and projects because of our ability to cut through complexity and mitigate risk.

We can help you thrive in the global economy. Operating from over 20 offices spanning Africa, Asia, Australia, Europe, the Middle East and the US, we can deliver whatever expertise you need, wherever you need it.

Because technical ability alone is not enough, we seek to build exceptional working relationships with our clients. By doing so, we are able to develop a deeper understanding of our clients' businesses, provide commercially astute, innovative advice and create better business outcomes for our clients.

Herbert Smith Freehills's India practice is one of the strongest and most versatile of any international firm. Comprising over 40 partners, Herbert Smith Freehills offers a true breadth of service to clients - from Indian businesses seeking global expansion to international organisations building an operational presence in India.

For further details, please visit: [www.herbertsmithfreehills.com](http://www.herbertsmithfreehills.com).

## **ABOUT NATIONAL LAW UNIVERSITY, DELHI**

NLU Delhi is an institution of excellence striving for all round development and holistic growth to create enterprising, sensitised, socially aware legal personalities. Within a short span of a few years, the university has managed to strike a balance between academics, extra curricular and co curricular activities with phenomenal success at national and international moot court competitions.

For further details, please visit: [www.nludelhi.ac.in](http://www.nludelhi.ac.in).

## **ABOUT DELHI**

Delhi has been the seat of power in India for several rulers and many empires for about a millennium. The city's importance lies not just in its past glory as the seat of empires and magnificent monuments, but also in the rich and diverse cultures. Delhi is sprinkled with dazzling gems, captivating ancient monuments, fascinating museums and art galleries, architectural wonders, a vivacious performing-arts scene, fabulous eating places and bustling markets. Its excellent location, just a few hours from Taj Mahal, Rajasthan and the Himalayas, makes it an attractive destination for tourists across the globe. Delhi has also evolved as the education capital of the country with top institutions (such as the University of Delhi, Indian Institute of Technology, All India Institute of Medical Sciences, Jawaharlal Nehru University and the National Law University) making it their home.

For further details, please visit: [www.incredibleindia.org](http://www.incredibleindia.org) and [www.delhitourism.gov.in](http://www.delhitourism.gov.in).

