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NLU DELHI – HERBERT SMITH FREEHILLS
INTERNATIONAL NEGOTIATION COMPETITION 2022

National Law University Delhi (NLU Delhi) and Herbert Smith Freehills (HSF) are pleased to announce the NLU Delhi-HSF International Negotiation Competition (INC) to be held on 09 - 11 September 2022.

The seventh edition of the International Negotiation Competition, jointly organised by Herbert Smith Freehills LLP and National Law University Delhi, will be held at NLU Delhi from 09 – 11 September 2022. The HSF-NLU International Negotiation Competition is the first of its kind in India. It is an invite-only competition which aims at providing opportunities to students of top law schools of the world to hone their negotiation skills and compete in an international business-like environment.

The participants in the competition assume the role of international lawyers representing their clients in a series of negotiations with the other party. The negotiation simulations closely imitate real life examples with a common set of facts known to all participants, and confidential information known only to the participants representing a particular side. Teams submit a negotiation plan prior to the Competition, and then discuss these plans with the other party in negotiation sessions that last for eighty to ninety minutes.

In the sixth edition of the competition (2019), the University of Oxford emerged as the overall winner. Over the years, the other winners have been –

- 2018 (fifth edition)- West Bengal National University of Juridical Sciences Kolkata (NUJS)
- 2017 (fourth edition)- University of Technology, Sydney (Winners), University of Melbourne (Runners-Up)
- 2016 (third edition) – University of Sunshine Coast (Winners), Australian National University (Runners-Up)
- 2015 (second edition) – University of Cambridge (Winners), Deakin University (Runners-Up)
- 2014 (first edition) – Australian National University (Winners), GNLU Gandhinagar (Runners-Up)

Negotiation Simulations: 6th HSF - NLU Delhi International Negotiation Competition 2019

- 2019 Preliminary Round 1 Negotiation Simulation ([Hyperlink file: “Negotiation Simulation Preliminary Round 1.pdf”](#))
- 2019 Preliminary Round 2 Negotiation Simulation ([Hyperlink file: “Negotiation Simulation Preliminary Round 2”](#))

Best Negotiation Plans: HSF - NLU Delhi International Negotiation Competition 2019

- Prelim 1 Side A (Sample 1) ([Hyperlink file: "Sample Negotiation Plan Preliminary Round 1 Side A"](#))
- Prelim 2 Side A (Sample 1) ([Hyperlink file: "Sample Negotiation Plan Preliminary Round 2 Side A"](#))
- Prelim 1 Side B (Sample 2) ([Hyperlink file: "Sample Negotiation Plan Preliminary Round 1 Side B"](#))
- Prelim 2 Side B (Sample 2) ([Hyperlink file: "Sample Negotiation Plan Preliminary Round 2 Side B"](#))

The Rules of the Competition are available here ([Hyperlink file: "HSF-NLUD INC 2022 Competition Rules"](#)), while the competition flyer can be accessed here. ([Hyperlink file: "HSF-NLUD International Negotiation Competition 2022 Flyer"](#))

For further information about the competition, please contact the Faculty Advisor, Dr. Daniel Mathew (Assistant Professor, NLU Delhi), at hsf.nc@nludelhi.ac.in.