

Herbert Smith Freehills – NLU Delhi
International Negotiation Competition 2019

The sixth 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 6 - 8 September 2019. The HSF-NLUD 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.

The competition offers valuable takeaways for all participants in terms of experience and learning, and the best of the teams take away the winning awards. The Best Negotiation Team is awarded a cash prize of GBP 1000 (INR 90,000 approx.), while the Runners-Up receive a cash prize of GBP 500 (INR 45,000 approx.). The Best Negotiator and the team with the Best Negotiation Plan receives a cash prize of GBP 100 (INR 9,000 approx.) each. The team which best represents the spirit of negotiation through their communication skills receives the 'Spirit of the Competition' award and a cash prize of GBP 100 (INR 9,000 approx.).

In the 2018 edition of the competition, the West Bengal National University of Juridical Sciences, Kolkata (WBNUJS) emerged as the overall winner, while the University of Oxford was the runners-up. Mr. Shourya Dasgupta from WBNUJS bagged the best negotiator and Maharashtra National Law University, Mumbai won the award for the best negotiation plan. Additionally, the team from Rajiv Gandhi National University of Law, Patiala received the Spirit of the Competition Award by popular vote.

Over the years, the other winners have been –

- 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)