



## BLUFFS AND BARGAINS

*Prove your negotiation mettle*

### INTRODUCTION

Bluffs and Bargains is a first-of-its-kind Negotiation Tournament, based on negotiation case simulations conducted in top Law schools to teach hands-on experience in one of the most important skills in the modern world. Teams will have to role-play various historical and real-world negotiators and secure the best deal for their situation.

### PRIZE MONEY

1st prize: Rs. 4000

2nd prize: Rs. 3000

3rd prize: Rs. 2000

### PROBLEM STATEMENT

#### ROUND 1

- After a short preliminary online quiz (30 min) on basic negotiating intuition to decide the candidates, Teams will qualify for a specified round knockout tournament on scorable negotiation cases to spotlight the best of the best, the most silver-tongued and hard-balling negotiators that can crack deals in minutes and leave all sides happy with their lot.

#### ROUND 2

- Each knockout round lasts around 40 minutes.
- 20 min given to teams to understand their side of the story and take note of their confidential information and what deal they need to make. Followed by 20 minutes of dealmaking, where both sides try to convince each other to agree to their own terms. If a deal is struck and hands have shaken, the teams are scored based on the result and their application of negotiating skills.

### GENERAL RULES

All participants are supposed to follow the rules and game flow as decided by Mindbend'23 team members. In case of any confusion, the final decision of the conducting team should be obeyed and will be considered final.

If less than 20 Teams will be registered, then only 2 prizes will be given and if less than 10 teams registered only one prize will be given.

### TEAM SPECIFICATION

Up to 3 members



## Rules:

### Team specifications:

- The team should have 1,2 and 3 members.
- Team members can be from different colleges.
- Any number of teams can participate from one college/school.
- Professionals are not allowed. Only students can participate.
- Once registered, the same team cannot register with another name.
- Participants are required to bring their school/college ID cards.
- Team name should not be offensive, conflicting, or inappropriate.
- Organizers must be notified if a team's name has been changed.
- Each team must specify their Team Leader at registration on the website. All critical communications between the organizer and the registered team will be done through their Team Leader. The Team Leader must submit valid contact details (mobile number, email id, etc.) at the time of registration.

### General Rules:

- Any misbehavior will lead you to disqualification from the competition.
- Decision Taken by Judges will be final and binding for all.
- All decisions taken by the organizing team will be deemed final, and no more changes will be encouraged.

### REGISTRATION DETAILS

Registration Fees : Rs. 30

Register at our official website