

Activity Based Learning for attainment of expected outcome

Negotiation

What is Negotiation?

The Negotiation Competition is designed to teach students critical negotiation skills, emphasizing the importance of negotiation in resolving disputes and facilitating client transactions.

Competition provides a means for students to practice and improve their negotiation skills.

Note that.....

- ❖ The competition usually consists of a training program, plus a series of simulated negotiations between two teams of attorneys, each representing a client.
- ❖ It allows students, working in teams of two, to negotiate with another team.
- ❖ Each team is representing their own client.
- ❖ The competition simulates legal negotiations in which students, acting as lawyers, negotiate a series of legal problems.
- ❖ The simulations consist of a common set of facts known by all participants and confidential information known only to the participants representing a particular side. All of the simulations deal with the same general topic, but the negotiation situation varies with each round and level of the competition.
- ❖ The goal is for the two sides to reach a mutually acceptable resolution of the dispute.
- ❖ Disputes are similar to those commonly faced by attorneys in areas such as business and contracts.

Important skills which student learn during this competition are:

- ✓ Negotiating Planning
- ✓ Teamwork
- ✓ Relationship Between the Negotiating Teams
- ✓ Information Gathering
- ✓ Bargaining
- ✓ Outcome
- ✓ Negotiation Ethics
- ✓ Self-Analysis

Glimpses of Negotiation Activity Conducted at Sardar Patel Institute of Technology, Mumbai



Recommended to read the sample negotiation competition cases supplied with the course material.

Note: These are examples of Negotiation Activity. May not be appropriate from legal point of view. These are given to you for understanding the format and scope of Negotiation competition.

Thank You