



IN PARTNERSHIP WITH
A&O SHEARMAN

NATIONAL LAW UNIVERSITY JODHPUR

INTERNATIONAL DEAL NEGOTIATION COMPETITION

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FEBRUARY 28 - MARCH 2, 2025



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The NLUJ International Deal Negotiation Competition in partnership with A&O Shearman invites law students from across the world to showcase their negotiation skills in a simulated deal-making environment while accommodating diverse opinions and cultures in the process.

2025

The Competition offers participants the opportunity to put their legal knowledge and strategic tactics to test by tackling complex business transactions. They get an opportunity to engage in intense negotiations while carefully analyzing legal issues and devising innovative solutions. Beyond assessing negotiation skills, the competition also emphasizes upon the development of teamwork, effective communication and critical thinking abilities. It plays a crucial role in honing their negotiation prowess and equipping them with the necessary skills for the dynamic realm of business law. With the involvement of distinguished judges and a challenging competition structure, this event proves to be an invaluable experience for aspiring legal professionals.

PREVIOUS EDITION WINNERS



We are pleased to announce that the NLUJ International Deal Negotiation Competition shall be jointly organized by National Law University, Jodhpur and A&O Shearman. The Competition is scheduled to take place from February 28 to March 2, 2025. The Competition will host 32 teams from India and overseas, selected based on the experience and accomplishments of the universities in the field of Alternative Dispute Resolution. The objective of the Competition is to instil soft-skills of negotiation and commercial awareness in law students from across the globe, set to practice law. The Competition will include a bespoke training session conducted by A&O Shearman as well as several other networking sessions, that students can participate in.

THE ORGANIZERS



A&O Shearman

A&O Shearman emerged in May 2024 from the merger of Allen & Overy, a leader in European banking, finance, and capital markets, and Shearman & Sterling, known for its U.S. expertise in corporate law, M&A, and dispute resolution. Together, they bring a powerful blend of skills across 47 offices in 29 countries. Leveraging Allen & Overy's strengths in cross-border transactions and Shearman & Sterling's deep roots in litigation and regulatory work, the firm offers seamless, multijurisdictional services across English, U.S., and international law. With a client base that includes over a third of NYSE-listed companies, A&O Shearman combines innovative solutions with a commitment to shaping the future of global legal practice.

National Law University, Jodhpur

Embracing the philosophy of "Knowledge is Empowerment" for over two decades, National Law University Jodhpur stands as a beacon of legal excellence in the subcontinent. Recognized as one of India's premier law institutions, it holds a coveted spot among the nation's top law schools. By sculpting legal minds, it ensures that its students are equipped to adeptly handle multifaceted legal challenges in every field they come across. Its distinguished faculty, with an amalgamation of profound academic experience and vast industry insights, is unwaveringly dedicated to imparting high-quality legal education that emphasizes excellence in every aspect.



Alternative Dispute Resolution Committee

Established in 2018, the Alternative Dispute Resolution Committee of NLU Jodhpur stands as a testament to the university's proactive approach in modernizing the facets of legal education. Conceived with the profound vision of promulgating the significance of ADR techniques, the ADRC has been at the forefront of instilling and refining ADR skills amongst the student community. The Committee has made notable strides in its mission, evident through its Deal Mediation Competition. Since its inception, this particular initiative has seen three successful editions, each surpassing its predecessor in terms of scale, participation, and impact.

THE VENUE

Located at the edge of the Thar Desert in Rajasthan, Jodhpur is the embodiment of colourful exuberance ingrained within its people, places, and culture. The city has maintained an index of massive progress and development in the tourism sector with Rajputana palaces interspersed with innumerable mythological stories, a renowned chain of hotels & resorts, and the local streets of the city where customs meet costumes in the 'Leheriya' pattern prints unique to the fabric of Jodhpur.

COMPETITION SCHEDULE

Confirmation of Registration to Universities	Early-November 2024
Release of Rules and Propositions	December 2024 (First-Week)
Last Date for Payment of Registration Fee	January 2025 (First-Week)
Last Date for Submission of Negotiation Plans	Late-January, 2025
Training Session & Competition	28 February - 2 March, 2025

VISAS

Students attending the Competition from outside India may be required to arrange for a visa. Kindly review the visa requirements for each individual attending the event.

A Letter of Support will be issued to facilitate the visa process if required.

TRAVEL & ACCOMODATION

The registration fee will cover a comfortable stay at a hotel in Jodhpur for the duration of the Competition, intra-city travel between the accommodation and the University, breakfast and lunch, along with a networking and a social event on the days of the Competition. Travel expenses to Jodhpur, including visa and related expenses, shall be borne by the participants individually.

COMPETITION FORMAT

Each team shall consist of 2 participants, representing the Client and the Counsel, with 2 teams set to negotiate with each other representing opposing parties in the Preliminary Rounds.

The General Information shall be given to the participants to assess the positions and interests of both parties and to determine the business needs of both sides.

The Confidential Information shall be provided 1 hour prior to the negotiation session, informing the teams about the side they would be representing.

The top 8 teams from the Preliminary Round shall advance to the Quarter-Final Rounds, after which teams would advance on a single-elimination/knockout basis.

ELIGIBILITY

All students who are enrolled in a full-time undergraduate or postgraduate degree in law at an accredited university will be eligible to participate.

COMPETITION FEE

International Teams	\$ 150 /-
Domestic Teams	₹ 10,500 /-

ALTERNATIVE DISPUTE RESOLUTION COMMITTEE NATIONAL LAW UNIVERSITY, JODHPUR

Members: Nidhi Singh (Convenor), Rachana Rammohan (Co-Convenor), Revati Sohoni (Co-Convenor), Himanshu Sharma (Senior Advisor), Paridhi Gupta, Saanvi Shekhawat, Saksham Gaikwad, Shambhavi Uniyal, Vidushi Singh, Yash Joshi (Senior Members), Aditya Jain, Bhavita Vashishtha, Charuvi, Chhavi Chawla, L. Lhaineichong Khongsai, Manvi Goyal, Mohak Dua, Mohammad, Paavni Kaur, Samay Tulsyan, Siddharth Singh, Siya Chaudhary, Srishti Pandey, Vrinda Gupta, Zoya Fazar, Aarav Midha, Aaryan Bagrecha, Aditi Ramanathan, Ahzam Anwar, Ananya Dipali, Anirudh S. Krishnan, Azhar Ahmed, Bhanu Pratap Singh, Mantha S. Sushen, Mrinmay Kumar, Paavani Paulene Kalra, Prabhav Chaturvedi, Raghunandan N., Shruti Singh Jayant, Shubhaksh Dwivedi, Tanishi Ahuja, Akash Bajpai, Anant Mittal, Daksh Poonia, Eeshaan Sharma, Himanshi Sobti, Mhalo Humtsoe, Pari Gupta, Saanvi Sharma, Vasudev Sharma, Vidhi Shah & Yashaswi Jindal.