



*100 Years of Excellence
(1924-2023)*



ILS LAW COLLEGE, PUNE

1st Inter-College

Management Fest

ILS BIZHOUR 2026

Preliminary Rounds: 10th March 2026

Final Rounds: 11th March 2026

The Sunrise Sunset (Business Negotiation Competition)

Rulebook for Sunrise Sunset (Business Negotiation Competition)

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I. ABOUT THE COMPETITION

The Sunrise Sunset Business Negotiation Competition is one of the events of **BIZHOUR – The Management Fest organized in ILS Law College, Pune**, designed to simulate real-world business negotiations in a structured and competitive environment. The competition seeks to test participants' ability to strategize, communicate effectively, build consensus, and arrive at commercially viable solutions while safeguarding their client's interests.

Through carefully curated negotiation problems, participants will be exposed to practical challenges commonly faced in corporate and managerial settings. The competition aims to encourage analytical thinking, persuasive advocacy, ethical negotiation practices, and collaborative problem-solving. Participants are expected to demonstrate professionalism, preparation, and adaptability throughout the rounds.

The competition will be conducted over **10th and 11th March 2026**. Detailed instructions regarding reporting time, venue allocation, and round schedules will be communicated to registered participants via email.

II. FORMAT OF THE COMPETITION

1. The Negotiation Competition shall be conducted over **10th and 11th March 2026** as part of BIZHOUR – The Management Fest.
2. A total of **16 teams**, each comprising **two participants**, shall compete in the competition.
3. The competition shall consist of **Preliminary Rounds** and a **Final Round**.
4. Each team will be allotted a **unique Team Code**, which must be kept strictly confidential throughout the competition.
5. The **common problem (proposition)** shall be released **four (4) days prior to the competition** to all registered teams.
6. **Separate Confidential Information (CI)** for each side shall be provided to the teams **prior to the commencement of their respective rounds**.
7. Participants are required to **report at the venue at least one (1) hour prior** to their scheduled round timing. Detailed reporting time shall be communicated via email.
8. The **distribution of Confidential Information shall commence after the reporting time**, and **both members of the team must be present** at the time of CI distribution. Failure to be present may lead to disqualification, subject to the discretion of the Organising Committee.
9. **Mobile phones and all electronic devices are strictly prohibited** during the CI preparation and negotiation rounds. Such devices shall be deposited with the Organising Committee and will be returned after the completion of the respective rounds.
10. Submission of a **Strategy paper is not compulsory** for this competition and the participants will not be evaluated on the same. The participants may submit it to the judges

on the day of the competition. A sample strategy sheet will be shared in the participants' drive.

11. All registered participants shall be awarded **Certificates of Participation**.
12. The team securing the highest score in the Final Round shall be declared the **Winner of the Negotiation Competition, BIZHOUR 2026**.
13. Participants are expected to strictly adhere to all instructions issued by the Organising Committee. Any misconduct or breach of rules may result in disqualification.

III. SELF-ANALYSIS (DEBRIEF)

WHAT IS THE PROCESS FOR THE SELF-ANALYSIS/DEBRIEF?

Each team will have 5 minutes to analyse the team's performance in the negotiation before the judges. The opposing team will wait outside the conference room during the debrief session of a particular team.

WHAT IS THE CONTENT OF THE SELF-ANALYSIS?

Students may begin these 5 minutes by answering, in the presence of the judges, the following questions:

1. "In reflecting on the entire negotiation, if you faced a similar situation tomorrow, what would you do the same and what would you do differently?"
2. "How well did your strategy work in relation to the outcome?"
3. "If given a second chance, what would you have done differently?"
4. "Did you face any ethical issues when negotiating?" etc.

The team should also be prepared to respond to questions from the judges concerning the team's performance. In addition, the team might use this as an opportunity to explain why they chose a particular approach or even a specific tactic. The judges may consider for scoring purposes anything said during this session.

WORD TO THE WISE: Negotiation competitions are often won/lost in the self-analysis period, so do take it seriously. This is a chance for you to explain your strategy going in, talk up the things you did well, but also to acknowledge what you would have done differently. While you don't want to disparage yourself, being candid about your mistakes will usually earn the respect of your judges. Finally, make sure to focus on the "package" you walked away with at the end of the negotiation - if it's written on a whiteboard somewhere in the room, walk the judges through each element of the deal and explain how it satisfies your client's interest.

IV. ROUND STRUCTURE

A. Preliminary Rounds

1. The Preliminary Rounds shall be conducted on **10th March 2026**.
2. A total of **16 teams** shall participate in the Preliminary Stage.
3. The Preliminary Rounds shall be conducted across **four (4) negotiation conference rooms**, functioning simultaneously.
4. Each courtroom shall host **two negotiation rounds**, thereby ensuring that all **16 teams** are accommodated in the preliminary stage.
5. Each team shall participate in **one preliminary negotiation round** against the opposing team as per the draw of lots.
6. Each preliminary negotiation session shall be **30 minutes** in duration.
7. The **opening statement** must not exceed 2 minutes in duration.
8. Prior to the commencement of the round, teams shall be provided with their respective **Confidential Information (CI)** and shall be given **25 minutes** for preparation.
9. At the conclusion of the Preliminary Rounds, the **highest-scoring team from each conference room** shall qualify for the Final Round.
10. Accordingly, a total of **four (4) teams** will advance to the Final Round.

B. Final Round

1. The Final Round shall be conducted among the **four qualifying teams** from the Preliminary Rounds.
2. The Final Round shall take place in **one (1) designated conference room**.
3. The four qualifying teams shall compete in the Final Round as per the draw of lots conducted by the Organising Committee.
4. Each final negotiation session shall be **45 minutes** in duration.
5. Prior to the Final Round, teams shall receive their respective **Confidential Information (CI)** and shall be given **30 minutes** for preparation.
6. The judges shall evaluate the teams based on the prescribed evaluation criteria.
7. The team securing the **highest scoring team in the Final Round** shall be declared the **Winner of the Business Negotiation Competition, BIZHOUR 2026**.

V. ELIGIBILITY

1. The competition is open to students currently enrolled in the following programmes:
 - a. B.B.A. LL.B
 - b. B.B.A.
 - c. B. Com.

- d. B.A.LL.B.
- e. LL.B.
2. Registration shall be processed on a **priority-come-first-come-first-served basis**, depending upon availability of slots.
3. Only bona fide students of recognized colleges/universities are eligible to participate.
4. Each participant may register **as part of only one team**.
5. The Organising Committee reserves the right to accept or reject any registration in order to ensure fair representation and smooth conduct of the competition.
6. Cross-batch teams are allowed.

VI. TEAM COMPOSITION

1. Each team shall consist of **exactly two (2) participants**.
2. A total of **16 teams** shall be accommodated in the competition.
3. Both participants of a team must complete the registration process successfully.
4. Teams may internally designate roles (such as **Director/CEO**) for the purpose of the negotiation; however, such designation shall not affect scoring.
5. No change in team composition shall be permitted after registration.
6. In case any member of a team is unable to participate after registration, the Organising Committee's decision regarding replacement or disqualification shall be final.
7. Participants are expected to maintain coordination and professional conduct throughout the competition.

VII. REGISTRATION

1. Registration shall be conducted on a **first-come-first-served basis**, subject to the eligibility priority mentioned above.
2. The maximum number of participating teams shall be **16 teams**.
3. Teams must ensure that all details provided during registration are accurate. Any discrepancy may lead to disqualification.
4. The information required in the forms is as follows (may not appear in the same order)
 - Names of the participants (STRICTLY AS PER THE COLLEGE ID CARD)
 - Class, Roll No. and Division
 - Email ID - official mail ID of the college
 - Contact No. (Preferably WhatsApp number.)
 - ID Cards of both the participants (in PDF Format only).
5. Upon successful registration and verification, teams shall receive a confirmation email from the Organising Committee.
6. Further details regarding:
 - a. reporting time
 - b. venue

- c. team codes
- d. and round allocation
- e. scores

shall be communicated to the registered participants via email.

- 7. The registration fee, once paid, shall be **non-refundable**, except at the discretion of the Organising Committee.
- 8. The Organising Committee reserves the right to close registrations earlier than the notified deadline upon reaching the maximum team capacity.

VIII. WITHDRAWAL AND DISQUALIFICATION

- 1. If a registered team is unable to participate in the competition, it must inform the Organising Committee before 8th March via email at bizhour@ilslaw.in.
- 2. Withdrawal requests received after the communication of team codes or draw of lots may be subject to the discretion of the Organising Committee.
- 3. The registration fee, once paid, shall be **non-refundable**.
- 4. Failure of a team to report at the designated time on the day of the competition may result in **disqualification**, subject to the decision of the Organising Committee.
- 5. The Organising Committee reserves the right to replace withdrawn teams with waitlisted teams, if any.
- 6. Any team found violating the rules of the competition, engaging in misconduct, or breaching confidentiality may be **disqualified at any stage** of the competition.

IX. SCORING AND EVALUATION CRITERIA

- 1. The performance of the teams shall be evaluated by a panel of judges based on their effectiveness during the live negotiation rounds.
- 2. The evaluation shall be carried out on a **100-mark scale**.
- 3. The judging standards recognize that there is no single correct approach to negotiation; teams shall be assessed based on the suitability of their strategy, communication, and outcome in the given factual matrix.
- 4. The judges' decision shall be **final and binding**.

Evaluation Parameters

Sr. No.	Criteria	Marks
1	Understanding of Facts and Preparation	15
2	Negotiation Strategy and Planning	20
3	Communication and Persuasion Skills	20
4	Problem-Solving and Deal Structuring	15

5	Team Coordination and Role Management	10
6	Professionalism and Etiquette	10
7	Outcome Effectiveness (Value Created)	10
	TOTAL	100

In the event of a tie, preference shall be given in the following order: **Negotiation Strategy and Planning**, followed by **Communication and Persuasion Skills**, **Understanding of Facts and Preparation**, **Problem-Solving and Deal Structuring**, **Outcome Effectiveness (Value Created)**, **Professionalism and Etiquette**, and finally **Team Coordination and Role Management**.

It is worth noting that, regardless of the approach used, negotiation effectiveness can be at least partially judged by the outcome of the session, even if an agreement was not reached. A good negotiation outcome is one that:

1. Satisfies the interests of:
 - The client – very well
 - The other side – acceptably (enough for them to agree and follow through)
 - Third parties – tolerably (so they won't disrupt the agreement)
2. Adopts a solution that is the best of all available options
3. Is legitimate – no one feels "taken"
4. Involves commitments that are clear, realistic, and operational
5. Involves communication that is efficient and well understood, and
6. Results in an enhanced working relationship, so the parties and/or their lawyer can deal with future differences more easily.

WORD TO THE WISE: You are not permitted to make up facts of your own in these rounds, that serve your interest alone but otherwise, creativity is always a good idea! This stems from the notion of "expanding the pie" (creating a larger pool of benefits to distribute between the parties) before parsing out who gets what in the later phases of negotiation.

X. CONFIDENTIALITY

1. Each team shall be allotted a **unique Team Code** for the purpose of maintaining anonymity during the competition.
2. Participants shall not disclose their Team Code to any other team or third party prior to the conclusion of the competition.

3. The **Confidential Information (CI)** provided to each side is strictly for the use of the concerned team and must not be shared, discussed, or disclosed to any other participant.
4. Teams are expected to prepare and negotiate **independently**. Seeking external assistance during the competition rounds is strictly prohibited.
5. Any breach of confidentiality, unfair collaboration, or misuse of information shall result in **disqualification**, at the discretion of the Organising Committee and the Faculty-in-Charge.
6. The conduct of rounds is confidential. Participants or any associates of the participants are not allowed to witness any of the preliminary and final rounds. Any team found to be scouting the rounds shall face immediate disqualification.

XI. DRESS CODE

1. Participants are expected to adhere to **western formal attire** throughout the competition.
2. Professional appearance and business etiquette are strongly encouraged during all rounds of the competition.

XII. COMMUNICATION

1. All official communication regarding the competition shall be made through the **registered email IDs** of the participants.
2. Information including, but not limited to:
 - a. reporting time
 - b. venue details
 - c. team codes
 - d. CI distribution schedule
 - e. and round allocation

shall be communicated via email.

3. Participants are advised to regularly check their email (including spam/junk folders) for updates from the Organising Committee.
4. The Organising Committee shall not be responsible for any missed communication due to incorrect email details provided by the participants.

XIII. RESULTS AND DECISION

1. The performance of the teams shall be evaluated by the designated panel of judges in accordance with the prescribed evaluation criteria.
2. The results announced by the Organising Committee shall be **final and binding** on all participants.

3. In case of any dispute or ambiguity, the interpretation of the rules by the **Faculty-in-Charge** shall prevail.
4. The Organising Committee reserves the right to modify the schedule, format, or any administrative aspect of the competition, if necessary, in the interest of smooth conduct of the event.