

NATIONAL LAW UNIVERSITY ODISHA



SINGLE CREDIT COURSE

on

MEDIATION AND NEGOTIATION: STYLES, STRATEGIES AND LEGALITIES

Course offered by:
NLUO Centre for Mediation and Negotiation

COURSE INSTRUCTORS

Prof. Ved Kumari, Vice-Chancellor, National Law University Odisha

Prof. (Dr.) Sunanda Bharti, Professor of Law, Law Centre – I, Faculty of Law, University of Delhi

Dr. Eluckiaa Asaithambi, Assistant Professor of Law, National Academy of Legal Studies and Research, Hyderabad

Mr. Akash Kumar, Assistant Professor of Law, National Law University Odisha

Mr. Abhay Kumar, Assistant Professor of Law, National Law University Odisha

Dr. Akshay Verma, Assistant Professor of Law, National Law University Odisha

Course designed by: Dr. Akshay Verma

INTRODUCTION

The present single credit course is a skill-based course. It means that the participants in this course will learn by doing. This course introduces the participants to the theory and practice of Alternative Dispute Resolution. The theory part of the course will be delivered through short lectures and the skills of negotiation and mediation will be learnt by participating through simulation exercises.

This course aims to enable participants to identify the reasons for conflict and choose the best method for its resolution through securing interests of parties concerned instead of being bound by the technicalities of the legal provisions and processes. The course outline is divided into four modules focusing on the concept of ADR, the art of communication, different techniques and styles of negotiation, process of negotiation and mediation, laws governing mediation in India, etc.

Through simulation exercises, the participants will be able to learn the skills of communication, persuasion, thinking on their feet, create innovative solutions, and various negotiation and mediation styles and techniques.

COURSE OBJECTIVES

CREATE: To create awareness and educate the participants about the alternative remedies apart from the conventional legal system.

EVALUATE & REMEMBER: To make participants able to interpret the current mediation law in light of the landmark judgments and recent developments.

ANALYSE: To enable participants to differentiate among various processes of ADR.

UNDERSTAND: To familiarize participants and enhance their understanding about the concepts and the legal provisions relating to ADR, and also to make them understand the importance of communication in the dispute resolution process.

APPLY: To provide practical exposure to participants through simulation exercises on mediation and negotiation.

COURSE LEARNING OUTCOMES

At the end of this course, the participants will be able to:

KNOWLEDGE: Understand the fundamental concepts of ADR and identify the nature of dispute and limitations of the formal judicial systems to effectively offer its resolution; Compare and contrast the strengths and weakness of different dispute resolution methods and choose the best method for dispute resolution in their case.

ATTITUDE: Solve problems and disputes amicably through appropriate ADR mechanism and encourage people to use ADR.

SKILL: Communicate effectively, choose appropriate negotiation strategy employ the best techniques during negotiation or mediation knowing their BATNA, WATNA and MLATNA; Draw settlement agreements.

ETHICS: Solve the ethical dilemmas while acting as a negotiator and mediator; Respect the demeanour of each individual participating in dialogue.

TEACHING METHODS

- Lecture method
- Role plays and Simulation exercises
- Brainstorming
- Group discussions
- Experience sharing
- Experiential learning
- Story telling method

DIVISION OF MODULES

Module	Topic	No. of hours
I	Introduction to ADR	4
II	Negotiation: Introduction, Styles and Strategies	5
III	Mediation and the Process	3.5
IV	Laws governing mediation in India	3.5

Total no. of hours = 16

COURSE EVALUATION

The evaluation of the course will be solely based on simulation exercises and role plays on Negotiation and Mediation. Therefore, an extra engagement of two hours shall be required i.e., total number of hours = 16 + 2 = 18.

It includes:

- Simulation exercise on Negotiation: 15 marks
- Mediator's Opening Statement: 15 marks
- Mediation Settlement Agreement: 20 marks
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Total marks: 50

Attendance:

In addition to the compulsory 2 hours evaluation, participants are required to attend a minimum of 75% of total lectures conducted i.e., 14 out of 16 hours.

OTHER DETAILS

Target group:

- Students from any discipline (at UG and PG level)
- Academicians
- Advocates
- Any other ADR Enthusiasts

Mode: Online (through Google Meet)

Dates: Every Saturday and Sunday in the month of December, 2024, from 5 pm to 7 pm. The course starts from 7 December and ends on 29 December, 2024.

Note: On successful completion of this course, the participants will get a single credit certificate. Based on the **Choice Based Credit System (CBCS)** and other internal rules, the participants may transfer and utilise this credit in their respective institutions.

OTHER DETAILS

Course Fee:

- For participants outside NLUO: ₹1,200/-
(Rupees One Thousand Two Hundred Only)
- For participants from NLUO: ₹1,000/-
(Rupees One Thousand Only)

Maximum number of participants: 60 (Sixty)

Note: Since the course is limited to 60 participants, the registration shall close automatically after the 60th registration.

Registration deadlines:

Registration starts from **18 November**, 2024.

Registration ends on **30 November**, 2024.

Registration Link:

<https://forms.gle/XMtCpfcXMfTx4W1m9>

FOR MORE DETAILS

Email:

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Contact:

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