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Vivekananda Global University

in collaboration with

**Shri Rajdeepak Rastogi, Additional
Solicitor General of India**

3rd VGU R.K. RASTOGI MEMORIAL NEGOTIATION COMPETITION



11th - 12th October, 2025



VGU Campus, Jaipur

PRIZES WORTH

70,000/-



Scan for Registration

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ABOUT DEPARTMENT OF LAW

Vivekananda Global University, Jaipur

At Department of Law, **Vivekananda Global University**, our focus is to develop and advance interdisciplinary legal education and scholarship. We challenge normative pedagogy and believe in establishing and implementing new approaches towards teaching and learning which lead the University to NAAC A+ accreditation in a short span of a decade since its inception.

As a leading research-oriented institute, we encourage unrestricted academic imagination in the belief that thinking outside the box leads to original, relevant and impactful research. Thus, we incubate research on a range of diverse and unconventional ideas, including but not limited to, intellectual property, constitutional law, and criminal law. We take pride that our effective and impact-driven research has on numerous occasions received recognition.

Since our inception in 2013, we have become one of India's premier law universities. Our students have gone on to excel in diverse fields, such as academia, legal practice, administrative services and entrepreneurship. This is a testament not only to our students' drive, talent and intellect but to our sincerity and diligence as well. We value and embrace diversity of thoughts, opinions, values and expressions. We believe that educational institutions should be fair and inclusive spaces that help everyone in achieving their true potential.



ABOUT LATE SHRI R.K. RASTOGI



Shri Radha Krishna Rastogi was born in 1909. He had the distinction of serving as the first Member of Legislative Assembly from Jaipur. He was appointed as Advocate General by the erstwhile Raj Pramukh of Rajasthan. He was also the founding member of the Rajasthan High Court Bar Association, an elected member of the Bar Council of Rajasthan, and was also a member of Bar Council of India. Shri Rastogi had also served as the Judge of the then Election Tribunal. He was later reappointed as Advocate General in 1978.



He was widely quoted as 'master of facts'. Justice V.S. Dave, in his biography, dedicated a few pages for Shri Rastogi. He was very supportive of his juniors. His junior, Mr. Justice D.P. Gupta went on to become the Chief Justice of High Court of Rajasthan. The Bar Council of Rajasthan regularly conducts R.K. Rastogi Memorial Law Lecture in his honour. He was a stalwart at the Bar which is reflected from the fact that he was one of the only three advocates of Rajasthan who finds an Honorable mention and place in Rajasthan High Court Museum at Jaipur.



GLIMPSES OF PREVIOUS EDITIONS OF THE COMPETITION



प्रधान मंत्री
Prime Minister

MESSAGE

It is a pleasure to learn about the organisation of 'R.K. Rastogi Memorial National Negotiation Competition' by Shri Rajdeepak Rastogi at Vivekananda Global University, Jaipur. Greetings and best wishes for this commendable initiative in the memory of Late Shri Radha Krishna Rastogi Ji.

Justice has been a central element of our societal and cultural framework for centuries. Judicial mechanisms play a key role in the establishment of an inclusive and equitable society.

With a longstanding tradition of resolving outstanding issues through dialogue in India, negotiation and mediation are embedded as key processes in delivery of justice. Be it at the local, national or global level, negotiation remains an integral part of dispensation of justice.

Alternative dispute resolution mechanisms offer a faster and cost-effective way for resolution of cases. Negotiation can bring about a significant reduction in the burden in terms of caseloads and pendency. Ease of Justice is one of our topmost priorities in the nation's development journey and negotiation mechanisms play an important role in ensuring this.

A nation's progress gets greater momentum through the empowerment of youth. May this Negotiation Competition attract the participation of youth in large numbers so that they can benefit from this learning experience. I am sure that the legal luminaries present on the occasion will share their knowledge and practical experiences of negotiation with law students and young lawyers.

Powered by the collective resolve of 140 crore Indians, the period till 2047 is an opportunity to realize the vision of building a just, developed and self-reliant India.

Best wishes to R.K. Rastogi Memorial and Vivekananda Global University for making the Competition a huge success.

Narendra Modi
(Narendra Modi)

New Delhi
कार्तिक 10, शक संवत् 1945
01st November, 2023



NEGOTIATION PROBLEM

Problem For Preliminary Rounds

Background

The bustling metropolis of Indrapura, with a population of over 12 million, aspires to become India's most advanced Global Smart City. To realize this ambition, the Indrapura Municipal Corporation (IMC) has proposed a partnership with Sentinel AI Pvt. Ltd., a leading technology company specializing in artificial intelligence, surveillance, and smart infrastructure.

The project envisions establishing a citywide AI-powered surveillance ecosystem, including:

- Facial recognition cameras linked to police and national ID databases,
- Predictive policing algorithms to forecast and flag high-risk areas,
- Drone monitoring during festivals, rallies, and large gatherings,
- Smart traffic management systems integrated with CCTV and automated fine-collection.

For the government, this represents an opportunity to project Indrapura as a safe, modern, and investment-ready city. For Sentinel AI, it is a prestigious contract that could establish it as the dominant player in India's urban security market.

Controversy

The proposal has triggered intense debate:

- Civil rights groups warn of mass surveillance, privacy violations, and algorithmic discrimination.
- The media has coined phrases such as "Digital Panopticon" and "Big Brother Indrapura."
- Residents and businesses are divided—some welcome enhanced safety, others fear wrongful arrests, excessive monitoring, and loss of trust.
- Opposition leaders frame the project as a corporate sellout before elections.
- International human rights groups are monitoring the developments closely.

Recent flashpoints include:

- A wrongful arrest in another Indian city due to faulty AI surveillance, fueling skepticism in Indrapura.
- A leaked draft MoU, sparking protests and op-eds warning of digital authoritarianism.



The Draft MoU

The circulated Memorandum of Understanding (MoU) is deliberately broad, offering only a skeleton outline. Key provisions remain vague and open to interpretation:

- **Scope:** Refers to phased implementation in “identified zones,” without clarity on which zones or how many phases.
- **Funding:** Commits IMC to ₹500 crores in Phase I, subject to budgetary approval, but lacks timelines for disbursement or future costs.
- **Data:** Provides that data shall remain under the “joint stewardship” of both parties, but does not clarify whether Sentinel can use it for R&D, AI training, commercialisation, or post-termination access.
- **Liability:** Mentions “proportional responsibility” for misuse or errors, but without defining who determines the proportion or remedies.
- **Audits:** Permits periodic independent assessments, but does not specify whether reports are public or confidential.
- **Contract Duration:** Refers to a multiyear renewable contract upon satisfactory performance, but does not specify whether this means 3, 5, or 15 years.
- **Intellectual Property:** Silent on ownership of algorithmic improvements or customised solutions developed during the project.

Issues for Negotiation

1. Scope of Deployment

- o Full city coverage versus limited pilot rollouts in high-crime or sensitive zones.
- o Inclusion of government offices, transport hubs, and private business districts.

2. Funding Structure

- o Lump-sum versus phased payments.
- o Exploring co-funding from private businesses, CSR contributions, or state/central government grants.
- o Penalties for delays or cost overruns.

3. Data Ownership and Rights

- o Whether joint stewardship allows Sentinel to use anonymized data for R&D, AI training, or third-party partnerships.
- o Cross-border storage, cloud providers, and localization requirements.
- o Duration of Sentinel’s access to data after contract expiry.



4. Liability and Accountability

- o Allocation of responsibility for privacy violations, wrongful arrests, wrongful profiling, drone accidents.
- o Liability for cyberattacks or data breaches.
- o Requirement of insurance/indemnity.

5. Audits and Oversight

- o Confidential assessments versus public transparency reports.
- o Frequency of audits and independence of auditors.
- o Possibility of appointing a public ombudsman.

6. Contract Duration and Exit Clauses

- o Short pilot versus long-term exclusivity.
- o Renewal conditions and scope of exclusivity.
- o Exit clauses: who bears costs if the project is prematurely terminated due to protests, litigation, or court orders.

7. Public Communication and Narrative

- o Whether the project is framed as “India’s Safest Smart City” or “Privacy with Accountability.”
- o Control over media releases, public messaging, and crisis communication.

8. Intellectual Property Rights

- o Ownership of improvements or customized algorithms developed during the project.
- o Whether IMC retains technology use if Sentinel exits.



RULES & REGULATIONS

The structure of the competition is as follows:

- There will be **two preliminary rounds** of 60 minutes each.
- Top **4 qualifying teams** will then proceed to the **semi-final rounds**, which will be knock-out rounds.
- The final round will take place **between the winners of the semi-final rounds**.
- Semi-finals and Final round will consist of a **90 minute round**, which may be extended at the discretion of the judges, to make it akin to a real life experience.

General Information

Registration fee

A registration fee of INR 6,000 per team including accommodation for 3 nights will be charged, to be paid in advance at the time of registration itself, to be deposited online.

A registration fee of INR 4,000 per team excluding accommodation will be charged, to be paid in advance at the time of registration itself, to be deposited online.

Registration and Payment Link

<https://forms.gle/n4UaQsVx4NZw6LecA>



Register Here



Pay Here

Travel Expenses and Accommodation

Each participant will be responsible for his or her own travel expenses.

VGU Jaipur can provide accommodation to the participants on the days of the competition charges for which are included in the registration fee.

Team Composition and Eligibility Criteria

Each team shall comprise of two (2) members only.

The competition is open for bonafide students pursuing 3 Year Law Programme/Five Year Law Programme, duly recognized and affiliated by Bar Council of India.

General Rules:

The participating students, acting as lawyers, will negotiate a series of legal simulations. The simulations, which are based on real life examples, comprise:

1. A common set of facts known to all participants.
2. Confidential information known only to the participants representing a particular side.



RULES & REGULATIONS

Negotiation Simulation

- Each Negotiation Simulation will consist of General Information for all parties and Confidential Information for each party.
- All Participating Teams will receive General Information for the two Preliminary Rounds, the Semi-Final and the Final Rounds before the start of the Competition at a date communicated by the Competition Administrator.
- The Participating Teams will be assigned the party that they will represent during each of the Preliminary Rounds in advance at a date communicated by the Competition Administrator.
- Each team will receive Confidential Information pertaining to the interests of the party they will be representing during the Preliminary Rounds along with the General Information.
- The Confidential Information for the Semi-Final and Final Rounds will be provided after the results of the Preliminary Rounds have been announced.
- The Participating Team will not disclose the Confidential Information to anyone else at any time between the receipt of this information and the conclusion of the Competition, save that disclosure by the Participating Teams during a Negotiation Session (to the extent they consider necessary or appropriate) is permitted.

Clarifications to the Negotiation Simulation

Every effort will be made to ensure that the Negotiation Simulations are clear; however, if a Participating Team has any questions, clarifications or interpretations in relation to one or more Negotiation Simulations then these can be submitted to the Competition Administrator latest by 10 days prior to the competition i.e. by 30th September 2025.

Interpretation of the Negotiation Simulation

- Whilst the Participating Teams are not allowed to create new facts, the Negotiation Simulations are subject to reasonable interpretation and the Participating Teams may draw reasonable conclusions from them. Whether a Participating Team's interpretation is reasonable is a matter entirely within the discretion of the Judges.



RULES & REGULATIONS

- Failure to stay within a reasonable interpretation of the Negotiation Simulation may result in a Penalty in accordance with the Competition Rules. In case of any doubt in the understanding or interpretation of any matter concerning the Competition, the decision of the Competition Administrator will be final and binding.

Roles and Rounds

- In a Negotiation Session, each Participating Team will be represented by not more than two participants with one taking the role of 'Counsel' and the other taking the role of 'Client'.
- Each Participating Team will be required to take part in two preliminary rounds, on the basis of which the Top Four highest scoring Participating Teams will proceed to the Semi-Final Rounds. For both the Preliminary Rounds, the Participating Teams will ensure that the two participants switch the roles of client and counsel between themselves so that both the participants get an opportunity to take the role of client and counsel.

Time Limits

- **In the Preliminary Rounds, each Negotiation Session will consist of 60 minutes, a break-up of which is as follows:**

1. 40 minutes for the actual negotiation;
2. 10 minutes (5 minutes per Participating Team) for questions from or feedback by the Judges; and
3. 10 minutes for the Judges to score the Participating Teams.

- **In the Semi-Final and the Final Rounds, each Negotiation Session will consist of 90 minutes, a break-up of which is as follows:**

1. 60 minutes for the actual negotiation;
2. 20 minutes (10 minutes per Participating Team) for questions from or feedback by the Judges; and
3. 10 minutes for the Judges to score the Participating Teams.

- **The Judges will have complete discretion to:**

1. alter the restriction on time limits set out above; and
2. impose a Penalty of 1 mark for every 30 seconds exceeded beyond the time limits for the actual negotiation prescribed herein.



RULES & REGULATIONS

Any change will be notified to the Participating Teams in advance to ensure that no Participating Team has any unfair advantage or is otherwise prejudiced in relation to its participation in any of the Competition Rounds.

Anonymity

Participating Teams must not disclose the names of the team members, coach, institution or country to the Judges during the Negotiation Session.

Judges

General

Department of Law, VGU will be responsible for selecting the Judges for the Competition and for allocating them to a Negotiation Session in each round of the Competition. Every attempt will be made for the Participating Teams to face different Judges in each round; however due to limited availabilities, this might not always be possible.

Judging Criteria

The Judges will evaluate and score the performance of the Participating Teams according to the judging criteria (the “Judging Criteria”) which will include the following:

- Introduction and identification of issues

Each Participating Team must provide an accurate assessment of the fact situation and identify the key issues for each of the parties at the beginning of the Negotiation Session. The introduction can be used to set the agenda or structure for the Negotiation Session.

- Team work

The Negotiation Session should ideally have equal contribution by the four participants. Counsels are expected to focus on the legal and technical issues in the negotiation and the Clients are expected to focus on the commercial aspects and take final decisions on the issues.

- Building relations with the other party

Whilst teams should stick to their respective interests, they should also recognize and appreciate the position and interests of the other party. Participants should aim to develop a positive environment for communication.

- Generation of creative legal solutions

Teams are encouraged to think out of the box and come up with creative legal solutions.



RULES & REGULATIONS

- Analysis of interests and answering questions during the feedback session
- Teams should be:
1. in a position to identify their main interests for the Negotiation Session; and
 2. to be able to explain the strategies adopted, solutions suggested and rationale thereof to the Judges.

Questioning by Judges

After completion of 60 minutes in a Negotiation Session, the Judges may ask questions from each team relating to their negotiation strategy and their actions during the Negotiation Session. During this part of the session, the Judges may not reveal to any Participating Team the results of their individual determinations, the Participating Teams' scores or the contents of the Confidential Information.

Number of Judges in each round

There will be at least one Judge for each Preliminary Round and at least two Judges for the Semi-Final and the Final Rounds. The Competition Administrator will use their reasonable efforts to ensure that all teams will be judged by the same number of Judges within each round.

Best interests and settlement

The Participating Teams are encouraged to act in the best interests of the party they represent during a Negotiation Simulation. It is not necessary that the Participating Teams reach a settlement during the Negotiation Session.

Ranking and Progression

Ranking

Each judge will mark the team according to the Judging Criteria outlined in the Competition Rules or otherwise communicated by the Competition Administrator to the Participating Teams. The team that secures the higher number of points on a particular judge's Score Sheet will be the winner on that judge's Score Sheet.

- The Judges will be informed that they cannot mark both teams with an equal score and must necessarily give higher marks to one of the two teams.
- At the end of the Preliminary Rounds, the Participating Teams will be ranked based on the following criteria:



RULES & REGULATIONS

1. the total number of overall points scored;
2. in the case of a tie, the total number of Score Sheets designating a "Win"; and in case there continues to be a tie, the lowest total of the differentials between the number of points scored in each Negotiation Session shall be taken into account, with the team having the smaller cumulative differential ranking higher. (where relevant).

Progression

- The four top ranked Participating Teams on the basis of scores from the Preliminary Rounds will advance to the Semi-Final Rounds.
- Semi-Final and Final Rounds of the Competition shall be knock- out rounds.
- In each of these rounds, Participating Teams will be ranked based on the following criteria:
 1. The total number of Score Sheets of that round designating a "Win";
 2. In the case of a tie, the total number of points scored in that round;
 3. and in case there continues to be a tie, their ranking in the Preliminary

Rounds of the Competition.

- The higher ranked team in each of the Semi-Final Rounds will advance to the Final Round. The higher ranked team in the Final Round will be declared the winner of the Competition.
- Semi-Final and Final Rounds of the Competition to have high-low power matchups.



AWARDS

Categories

The Competition will involve the following:

Winner's Trophy

To be awarded to the Participating Team declared as the winner of the Final Round of the Competition, which will include a cash prize of INR 30,000.

Runner-up Trophy

To be awarded to the Participating Team coming in second in the Final Round of the Competition, which will include a cash prize of INR 20,000.

Best Negotiator Award

To be awarded to the individual who has received the highest cumulative score in the Preliminary Rounds, which will include a cash prize of INR 10,000.

Spirit of the Competition Award

Awarded to the team that best demonstrates professionalism, respect, communication, and sportsmanship in the Preliminary Rounds. Each team is scored by its judges (1–5 points per round), and the team with the highest total wins. In case of a tie, the highest single-round score prevails; if still tied, judges decide. It will include a certificate and a cash prize of INR 10,000.

Certificate of Participation

To be awarded to each member of all Participating Teams.

Awards ceremony

All Participating Teams shall attend the awards ceremony, which will be held on the last day of the Competition. No competition awards, including Certificates of Participation, shall be awarded in absentia.



SCHEDULE

DAY 1

(OCTOBER 10th , 2025)

Arrival of Teams on campus	3:00 PM
Registration,	
Draw of Lots & briefing of teams for Preliminary Rounds.	3:00 PM - 5:00 PM
High Tea	5:00 PM - 6:00 PM
Dinner	7:30 PM - 8:30 PM

DAY 2

(OCTOBER 11th , 2025)

Arrival of Teams at the VGU Campus Auditorium	9:30 AM
INAUGURAL CEREMONY	9:00 AM onwards
Lunch	12:00 PM - 1:00 PM
PRELIMINARY ROUND 1	1:30 PM - 2:30 PM
PRELIMINARY ROUND 2	3:30 PM - 4:30 PM
GALA NIGHT	6:00 PM - 8:00 PM
Result Declaration (In Gala Night)	
Dinner	8:00 PM - 9:00 PM

DAY 3

(OCTOBER 12th , 2025)

Arrival of Teams at VGU Campus	9:00 AM
SEMI-FINAL ROUNDS	9:30 AM - 11:00 AM
Result Declaration	11:30 AM - 12:00 PM
Lunch	12:00 PM - 1:00 PM
FINALE ROUND	1:30 PM - 3:00 PM
VALEDICTORY, RESULT DECLARATION &	
AWARDS CEREMONY	3:30 PM - 5:30 PM
High Tea	5:30 PM - 6:00 PM



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जयपुर



The City of Royal Negotiations

Welcome to Jaipur—the Pink City where every wall whispers stories of strategy, persuasion, and power plays. While you sharpen your skills in the competition, step out and explore a city that has been negotiating cultures, trade, and traditions for centuries.

Attractions That Speak the Language of Negotiation

Amber Fort – Where rulers sealed alliances and treaties in grand halls. Today, you negotiate your way through winding corridors for the best view of Jaipur!



Hawa Mahal – Built so queens could observe city life without being seen—a silent negotiation between privacy and power

City Palace – A royal residence that balanced politics and power. Here, negotiation wasn't just an art—it was survival.



Jantar Mantar – The astronomical observatory that negotiated with the stars to measure time and destiny.

Nahargarh Fort – Once the city's watchful negotiator, guarding Jaipur from hilltops. Now, your best bet for sunset deals with the sky.





जयपुर



The City of Royal Negotiations

Albert Hall Museum – A cultural dialogue through art and history, bridging past and present.



Jal Mahal – A palace in the middle of the lake, perfectly negotiating with land and water for its charm.

Local Bazaars (Johari & Bapu Markets) – The ultimate training ground in bargaining—test your persuasion skills outside the courtroom!



Chokhi Dhani – Experience cultural negotiations in action: folk artists, food, and traditions creating a perfect balance of Rajasthan's heritage.

Why Jaipur & Negotiation Belong Together

Every fort is a fortress of strategy. Every market is a lesson in persuasion. Every palace echoes past treaties. Jaipur is not just your host city—it's a living case study in negotiation itself.

Come. Compete. Explore.

Negotiate with history, culture, and yourself.



VGU

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