



**MAHARASHTRA NATIONAL LAW UNIVERSITY
MUMBAI**

**NEGOTIATION & MEDIATION TRAINING PROGRAM
COURSE
AY 2024-2025**



Contact Details :

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“Let us never negotiate out of fear. But let us never fear to negotiate.”

John F. Kennedy

Meet our Patrons



Prof. (Dr.) Dilip Ukey
Hon'ble Vice Chancellor,
MNLU Mumbai



Instructor
Mr. Mohit Mokal
Accredited Mediator
IMI, SIMI, ADR ODR

Course Details

Training Program fees: Rs 3000/- for 2 days

Date : March 30 and March 31, 2024

Venue : Conferance Hall 3, 2nd Floor, MTNL Building,
Technology St, Hiranandani Gardens, Powai, Mumbai,
Maharashtra 400076

Registration Link : <https://forms.gle/shUzg2fdRYGjZHw27>

Payment Link: <https://paytm.me/eBm-EYW>

Program Schedule

March 30, 2024 (Saturday)

Day 1 - Foundations of Negotiation and Mediation

10:00 - 10:15 AM – Introductions + Expectations for the Course + Different Processes (Litigation / Arbitration / Mediation / Negotiation)

10:15 - 10:30 AM - Orange Story

10:30 – 10:45 AM – Arm Wrestling Activity

10:45 – 11:00 AM – Positions and Interests

11:00 – 11:15 AM – Parking Paradox (CIs Only, no GI) + Note down your Positions & Interests

11:15 – 11:45 AM – Parking Paradox Negotiation Roleplay (Pairs of 2)

11:45 – 12:00 PM - Break

12:00 – 12:40 PM – Debrief of Roleplay + Positions and Interests (People ≠ Problems) x2

12:40 – 1:40 PM – Lunch

1:40 – 2:10 PM – BATNA, WATNA, & ZOPA

2:10 – 2:30 PM – Senju Tribe and Luffy Danjo + Note down your Positions & Interests, BATNA/WATNA/ZOPA

2:30 – 3:15 PM – Naya Tribe & Naruto Nari Roleplay

3:15 – 3:45 PM – Debrief of Roleplay

3:45 – 4:00 PM – Client Counsel Role Division

4:00 – 4:20 PM – Client & Counsel Opening Statement – Homework Naruto Nari OS (Max 5 Min)

4:20 – 4:40 PM – Mediator Opening Statement

4:40 – 5:00 PM – Stages of Negotiation / Mediation – 5 Stages

5:00 – 5:10 PM – Break

5:10 – 5:40 PM – Impasse Breaking Techniques

5:40- 6:00 PM - Q&A Session

6:00 PM – Session End

March 31, 2024 - (Sunday)

Day 2 - Advanced Negotiation Techniques and Applications

10:00 – 10:30 AM – Opening Statement Exercise - 3 OS + Self Reflected Feedback

10:30 – 10:45 AM – Information Gathering & Option Generation

10:45 – 11:05 AM – Prep for Situation Roleplay – Note down Key Questions + Creative Options

11:05 – 11:50 AM - Situation Roleplay (Groups of 4)

11:50 – 12:10 PM – Break

12:10 – 1:00 PM – Group Debrief on Role Play + Negotiation Plan & Strategy

1:00 – 1:30 PM – Refresh 7 Elements of Nego – Opening / P&I / BATNA/WATNA/ZOPA/ Info Gathering / Options / Objective Criteria / Closing

1:30 – 2:30 PM – Lunch Break

2:30 – 3:00 PM - SMART Testing and Closing

3:00 – 3:20 PM – Prep for Misbehaving Machines – Note down 7 Elements

We look forward to your presence