



SYMBIOSIS LAW SCHOOL, NAGPUR

Constituent of Symbiosis International (Deemed University), Pune

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REPORT FOR THE WORKSHOP ON 'NEGOTIATION SKILLS AND DRAFTING OF NEGOTIATION PLAN' 30.01.2023

The **Alternate Dispute Resolution Cell (ADRC)** of Symbiosis Law School, Nagpur has been established with the goal to spread legal awareness and train students about the ways, means and methods of alternate dispute resolution. In furtherance of its objective, the ADRC organized a workshop on '**Negotiation Skills and Drafting of Negotiation Plan**' on **January 30, 2023**.

The workshop began with the moderator greeting the participants and the guest speaker for the workshop. It was then followed by **Ms. Nuvita Kalra, Assistant Professor of Symbiosis Law School, Nagpur**, delivering the welcome address for the guest speaker and honoring the guest with a memento.

The workshop was conceived with the objective to acquaint the students with the concepts and intricacies of ADR mechanisms, particularly Negotiation which is one of the most popular means of dispute resolution. In the recent years, ADR mechanisms have gained popularity and has essentially become the need of the hour as the ever-growing strain on Indian judiciary is not an undeniable fact anymore. With lakhs of pending cases and delayed justice, ADR mechanisms are seen as a way to social justice. An advocate working as a litigation lawyer, as a corporate counsel or as an in-house counsel would come across this mode of ADR, thus making it one the most important subject that a law student should be skilled with.

After a brief introduction of the **Guest Speaker Adv. Ayushi Dangre, Practicing Advocate at Bombay High Court**, the guest speaker went ahead with the presentation and shared her insightful knowledge on the subject.

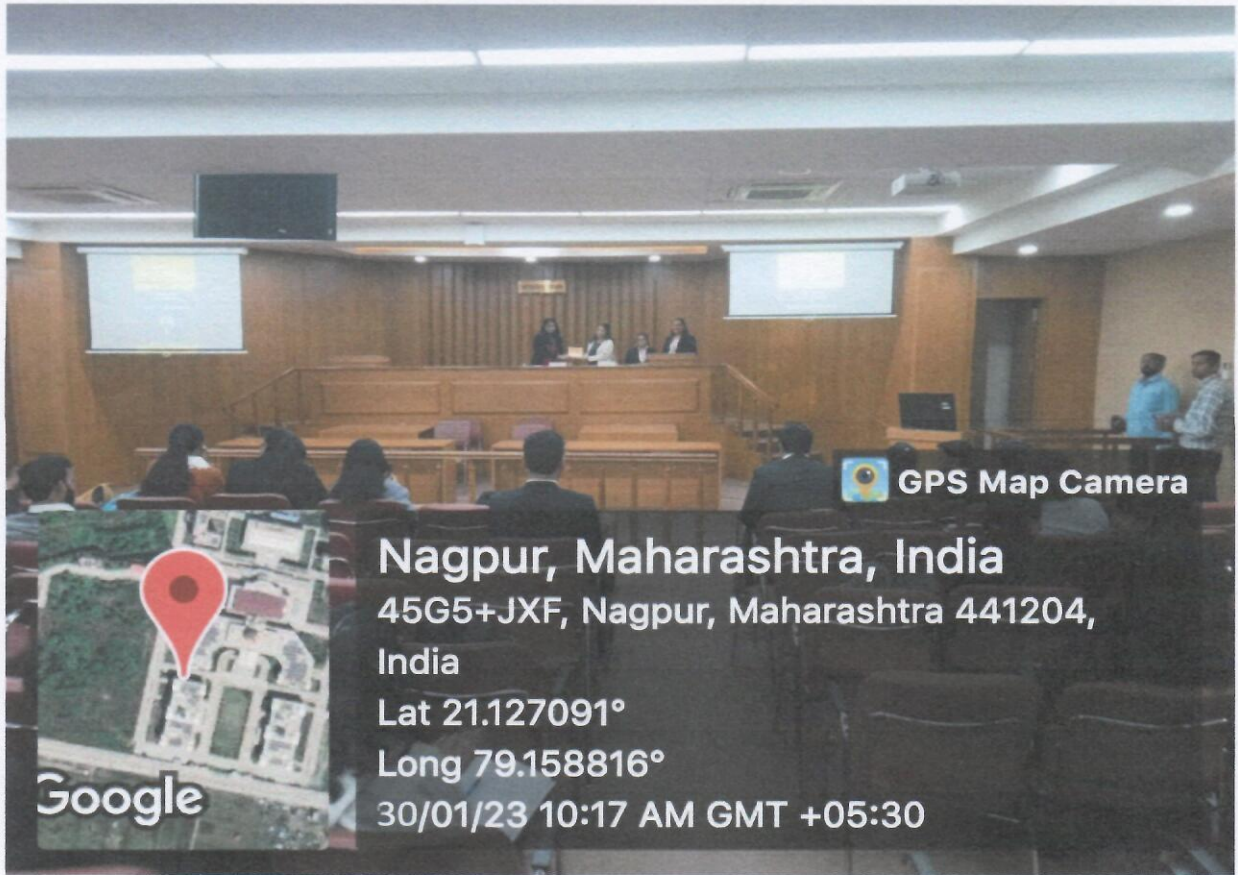
Adv. Ayushi Dangre began with explaining different modes of ADR such as negotiation, Mediation, Arbitration and Expert Determination. Thereafter, she dwelled into the practical aspects of a well-drafted arbitration clause which as she explained, essentially has to be simple, precise and non-ambiguous. Then, she went on to explain the pros, cons, process, principles

and skills required in a negotiation process with the help of case study and examples. Further, she explained the concepts of BATNA and WATNA. The workshop concluded with a Question and Answer session.

The workshop was planned and executed by the ADRC headed by **Dr. Shilpa Sharma, Faculty-in-charge of the ADRC** along with the constant guidance and support from **Dr. Sukhvinder Singh Dari, Director of Symbiosis Law School, Nagpur** and **Ms. Nuvita Kalra, Assistant Professor at Symbiosis Law School, Nagpur.**

The workshop was moderated by the members of the ADRC - Ms. Naina Poddar and Ms. Shruti Khatri, fourth year students from Symbiosis Law School, Nagpur.





Nagpur, Maharashtra, India

45G5+JXF, Nagpur, Maharashtra 441204,
India

Lat 21.127091°

Long 79.158816°

30/01/23 10:17 AM GMT +05:30

Glimpses from the workshop

Prithi



[Signature]
Director
Symbiosis Law School,
Nagpur