



1st MNU-M NATIONAL CORPORATE CLIENT COUNSELLING COMPETITION

Online Dates: 21 to 23 February 2025

Offline Dates: 12 to 14 April 2025

RULEBOOK

By the CTRCR, MNU Mumbai

TABLE OF CONTENTS

| | |
|--|-----------|
| PURPOSE OF THE COMPETITION | 4 |
| DEFINITIONS | 4 |
| ELIGIBILITY CRITERIA | 6 |
| GENERAL | 6 |
| REGISTRATION | 6 |
| OFFICIAL LANGUAGE | 7 |
| DRESS CODE | 7 |
| NATURE OF THE COMPETITION | 8 |
| SUBJECT MATTER | 9 |
| STRUCTURE OF THE COMPETITION | 9 |
| FIXTURES | 10 |
| TIME LIMIT | 11 |
| JUDGING CRITERIA & ADJUDICATION OF ROUNDS | 11 |
| CLIENTS | 13 |
| TEAM CODES | 13 |

TABLE OF CONTENTS

| | |
|----------------------------|----|
| CODE OF CONDUCT | 13 |
| DIGITAL GUIDELINES | 14 |
| USE OF EXTERNAL EQUIPMENTS | 15 |
| ACCOMODATION | 15 |
| DISPUTE RESOLUTION | 16 |
| AWARDS | 16 |
| MISCELLANEOUS | 17 |

1. Purpose of the Competition

1.1. The competition highlights the importance of client interviewing and advising in legal practice, emphasizing the need for strong communication and counselling skills. While listening and questioning abilities are often assumed to be inherent in lawyers, this is not always the case.

1.2. Designed to deepen law students' understanding of counselling in legal practice, the competition encourages exploration of preventive law and critical thinking. It also helps participants enhance essential skills such as interviewing, planning, and analysis, crucial for building effective client relationships.

1.3. Additionally, this platform tests students' ability to manage complex corporate disputes, requiring proficiency in client management, legal interpretation, and strategic counselling.

2. Definitions

2.1. CTRCR, MNLUM: Centre for Training and Research in Commercial Regulations, Maharashtra National Law University Mumbai.

2.2. Competition: 1st MNLU-M National Corporate Client Counselling Competition.

2.3. Participant: An eligible individual participating in the Competition. **2.4.**

Team: Any team comprising of not more than two participants, eligible and participating in the Competition.

2.5. Feedback: Critique provided by Expert Assessors to the Competition Session Participants, in relation to each of their performances in the Main Round.

2.6. Institution/s: Colleges and Universities across India.

2.7. Organizing Committee: The Organizing Committee for the Competition refers to all the members of the organising committee of 1st MNLU-M – NCCCC.

2.8. Penalty: Refers to the reduction in marks or disqualification of participants or any other disciplinary action taken by the Organizing Committee on account of any violation of these rules.

2.9. Registration Fee: Fee to be paid by Selected Teams for participation in the Competition.

2.10. Room Coordinator: refers to a member/s of the Host Institution designated as such, in charge of overseeing the smooth conduct of a particular Competition Room.

2.11. Rule: Refers to a particular individual rule contained in this Rulebook, along with the sub-rules/ points thereunder. The Participants are deemed to know and accept these rules on the account of their registration in the Competition.

2.12. Session Supervisor: Refers to the member/s of the Host Institution designated as such, in charge of overseeing the smooth conduct of every Competition Session.

2.13. Undergraduate student of law: Any student enrolled in an undergraduate, dualdegree (5 years) course of law at a college and/or university recognized by the University Grants Commission.

2.14. Professional student of law: Any student enrolled in a professional (3 years) course of law at a college and/or university recognized by the University Grants Commission.

2.15. Lawyer: A person who practices law, such as an attorney, or a solicitor, or a legal practitioner.

2.16. Client: A person or organization, as assigned by the CTRCR, MNLUM in accordance with the office memo for a particular round, seeking and/or receiving these services of a lawyer(s), as defined in 2.15.

2.17. Office memo: A sheet of correspondence briefly describing the client(s) and /or his or her problem(s) for which she/he seeks the services of a lawyer(s).

3. Eligibility Criteria

3.1. This competition is open to all law students enrolled in either a 5-year integrated law program or a 3-year LLB program. Students who have graduated within the last six months are also eligible to participate.

3.2. Each team shall comprise of two students.

4. General

4.1. The 1st MNLUM – NCCC, organized by CTRCR at MNLU Mumbai will be held in hybrid mode: Preliminary rounds in online mode from 21st to 23rd February, 2025. The advanced rounds will be offline at MNLU Mumbai Campus on 12th to 14th April 2025.

4.2. All the rules contained herein are mandatory in nature, and Penalties for non-compliance, where existent, are provided for in the relevant Rule/s.

5. Registration

5.1. The competition will be limited to a total of 32 teams (including both open and institutional teams) and the maximum number of teams in the competition may be increased subject to the discretion of the CTRCR. The participation shall be on a first-come, first-serve basis for institutional teams.

5.2. By registering for and/or entering this Competition, all participants agree to be bound by the rules contained herein.

5.3. Participants can register through two modes: University-Nominated Teams or Individual Open (Non-university) Teams. **5.4.** Universities may send official teams through their respective ADR or Moot Court societies.

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6. Official Language

6.1. The Official Language of the competition shall be English. Use of unparliamentary language/ discriminatory language is prohibited.

6.2. Official communication in any other language during the Round will reflect negatively on the participants.

7. Dress Code

7.1. All participants are required to adhere to appropriate attire for the competition rounds. The prescribed dress code for both men and women is formal business attire. All teams are to follow the dress code for both, the online as well as the offline rounds.

8. Nature of the Competition

8.1. Each round shall be broadly divided into two segments, i.e.

- 1) client-consultation session, and
- 2) post-consultation session

8.1.1. Client-Consultation Session - In the client-consultation session, Participants shall be expected to extract fact information from the client, briefly analyse the issue(s) at hand, and make recommendations to the client in order to resolve his or her problem.

8.1.2. Post-Consultation Session - In the post-consultation session, the Participants shall be expected to legally analyse the interview and the various issues of the matter (or case) present, and discuss a future course of action. They shall further be expected to discuss the recommendations made by them to the client and whether an alternative approach could be or has been adopted to attain a better outcome from the session. The judges may, during this period, question the participants on their presentation.

8.2. Participants are permitted to provide legal advice to their clients solely based on the laws mentioned in the office memo.

8.3. They are also expected to uphold professional ethics and standards of conduct applicable to lawyers throughout the competition. Regardless of their country of residence, all participants will be considered bound by the rules and regulations established by the Bar Council of India under the Advocates Act, 1961, or any equivalent regulatory authority.

9. Subject Matter

9.1. The areas of law covered during the competition are broad and varied, reflecting the complexities of modern corporate practice. The list of laws and subjects is indicative and nonexhaustive, including but not limited to:

9.1.1. Competition Law

9.1.2. Company Law

9.1.3. Insolvency Law

9.1.4. Banking Regulations/Law

9.1.5. Contract Law

9.1.6. Securities Law

9.1.7. Capital Markets

9.1.8. Mergers and Acquisitions (M&A)

9.1.9. Financial Technology (FinTech) Law

9.1.10. Taxation Law

9.2. This extensive scope ensures that participants can demonstrate their legal acumen across multiple dimensions of corporate practice, enhancing their ability to think critically, strategize effectively, and counsel clients with professionalism and clarity.

10. Structure of the Competition

10.1. Preliminary Rounds:

10.1.1. Teams Participating: A total of 32 teams, including both mixed and institutional teams.

10.1.2 Rounds: Each team will participate in two rounds, each based on a unique proposition. One round will be conducted per day.

10.1.3. Scoring: Teams will be evaluated on cumulative scores of both rounds. The top 4 teams from this segment will advance to the next stage.

10.1.4. Clients: Selected students from MNLU Mumbai will role-play as clients in all rounds.

10.2. Advanced Rounds

10.2.1. Semi-Finals: The top 4 teams from the preliminary rounds will compete in the semi-final, judged by a 4person bench.

10.2.2. Finals: The 2 teams with the highest scores in the semifinal will advance to the final round. The final round will be judged by a 6-person bench, with the highest-scoring team declared the competition winner.

11. Fixtures

11.1. The fixtures of the competition shall be released on the basis of team codes.

11.2. The breaks shall be decided on the basis of the absolute scores, i.e. the top teams according to their scores shall qualify.

11.3. In the event of a tie of scores between two teams, the same shall be resolved on the basis of – First, the aggregate points of the problem analysis, followed by the client’s goals and expectations (in case the aggregate points in the problem analysis are the same), followed by assisting client in making an informed choice (in case the aggregate points in the client’s goals and expectations are the same); and; Second, on the basis of a coin (unbiased) toss, if and only if the tie is not resolved by the above-mentioned method.

11.4. The match-ups of the semi-final rounds shall be on the basis of power match-ups.

12. Time Limit

12.1. The Client Counselling sessions shall be of the following lengths respectively:

12.1.1. Preliminary Rounds – 20 minutes

12.1.2. Semi-Final Rounds – 30 minutes

12.1.3. Final Rounds – 40 minutes

12.2. In each round, other than the Final Round, teams shall have not more than 10 minutes for the Post-Consultation Session. In the Final Rounds, 15 minutes shall be provided for the same.

13. Judging Criteria

13.1. Each participant shall be marked out of a maximum of 50 marks by each judge and every participant shall be judged for his/her performance(s) based on the following criteria: (Each criterion will be marked out of 10)

13.1.1. Establishing the Working Atmosphere and Professional Approach: Evaluating the ability to create a welcoming environment, explain confidentiality, and establish mutual obligations.

13.1.2. Understanding the Client's Problem and Goals: Assessing skills in identifying the client's goals and expectations using effective communication.

13.1.3. Effective Problem Analysis: Judging the ability to analyze the client's problem through appropriate questioning and linking it to their goals.

13.1.4. Addressing Moral and Ethical Issues: Recognizing and addressing ethical concerns relevant to the client's case.

13.1.5. Suggesting Alternative Courses of Action: Providing appropriate legal and non-legal solutions aligned with the client's objectives.

13.1.6. Assisting the Client in Making an Informed Choice: Helping the client understand options and consequences while managing their expectations.

13.1.7. Effective Conclusion of the Session: Concluding with clear summarization, reassurance, and outlining the next steps.

13.1.8. Teamwork: Evaluating the balance, collaboration, and flexibility between team members.

13.1.9. Overall Structure and Clarity: Ensuring the interview is well-structured and flows logically.

13.1.10. Post-Interview Reflection: Reflecting on performance, identifying areas for improvement, and planning follow-up actions.

13.2. The top 8 teams with the highest absolute score shall qualify for the quarter-final rounds. Similarly, the top four teams with the highest absolute score shall qualify for the semi-finals.

13.3. Two teams with the highest absolute score shall qualify from the semi-final rounds to the final round.

13.4. The winner of the final round, decided based on the highest absolute score in the final round, shall be declared the Winner of the Competition. **1**

3.5. The counsel with the highest individual score at the conclusion of the Preliminary Rounds shall be declared as the Best Counsel of the Competition.

13.6. Provided that, any dispute arising out of such rounds shall be resolved by the CTRCR, MNLUM. The decision of the CTRCR shall be final in such regard.

14. Clients

14.1. The Competition Organizing Committee will be responsible for selecting students for each session. Every client will be provided with a packet containing the consultation scenario along with a detailed confidential memorandum outlining the client's background and concerns. **14.2.** The Organizing Committee will also conduct a briefing session prior to the commencement of the rounds. At the discretion of the judging panel, clients may be consulted at the conclusion of a round.

15. Team Codes

15.1. To ensure anonymity, each team will be identified to the judges solely by a unique team code, which will be assigned during registration. **15.2.** Teams that have completed their interviews in a session will be separated from those who have yet to participate. Additionally, other teams, participants, and observers will not be permitted to observe the preliminary, quarterfinal and semi-final rounds.

16. Code of Conduct

16.1. The Organizing committee reserves the right to disqualify any team or impose any other penalty for any kind of misconduct on the part of any participant during the competition. In case of any doubt or dispute, the decision of the Organizing Committee shall be final. **16.2.** Disclosure of identity to other participants during the course of the round or to any expert assessor.

16.3. Scouting and sharing confidential information or particulars of the problems.

16.4. Any attempt to obtain confidential information of problem from the clients.

16.5. Contacting the drafters of the problems or any other individuals who are expressly barred from consultation.

16.6. Any other conduct which may give a team an unfair advantage over the other teams.

16.7. Any decision to disqualify a Team will be formally communicated to the University of the concerned team by the Organization Committee

17. Digital Guidelines

17.1. The preliminary rounds of the 1st MNLUM – NCCCC will be conducted on a video-conferencing platform. All the advanced rounds will be conducted on the MNLU Mumbai Campus physically.

17.2. The Mode of Communication for the preliminary rounds between the Host Institution and members of Selected Teams shall be email and the official WhatsApp Group, unless specified otherwise.

17.3. For the preliminary rounds, every team is required to have the necessary electronic equipment along with a stable internet connection. Any issues with respect to the device failure, connectivity issues etc. shall be the responsibility of the team itself.

17.4. Every team shall, as far as possible, participate in the session while being seated in rooms with a professional/ solid colour background. The camera of the electronic gadget being used by the team must clearly show the participants and the surroundings of the room they are seated in.

17.5. In the event of any of the participants in a round facing technical/ audio video/ network issues, such that they exit the Competition Room, or are unable to engage properly, a time of 5-7 minutes shall be provided for said participants to reconnect with alternative internet connection/s. The affected participant must immediately contact the Organizing Committee in case of any such issue and provide updates regarding the problem at their respective end.

17.6. Use of any electronic devices, other than the device used to access the Competition's Video Conferencing platform, is not permitted during the round. Photographing and screen recording by the teams during the round is also forbidden.

18. Use of External Equipments

18.1. Participants are expected not to bring any props or office furnishings of the kind, for usage during the rounds. There shall be no marking done based on such extra-offerings.

18.2. Provided that, this shall not be construed as a prohibition against bringing books or any other relevant materials into the room.

19. Accommodation

19.1. All the registered teams that have qualified for advanced rounds shall be provided accommodation for the dates of the competition (Offline rounds).

19.2. Accommodation and Food for Coaches will be charged separately, provided that participation of the coach is intimated well in time and approved by the Organising Committee (Details to be notified at a later date). 19.3. Further details will be informed to the registered teams on a date notified by the Organising Committee.

20. Dispute Resolution

20.1. All grievances / disputes shall be addressed to either or both the Student Convenors of the CTRCR or the Event Heads of the competition. The body's decision in this regard shall be final.

21. Awards

21.1. Every participant shall be awarded with a Certificate of Participation. The best performing team(s) shall be awarded in the following manner–

21.1.1. Winner – The winning team will be awarded with a cash prize of INR 20,000 and internship opportunities along with a certificate.

21.1.2. Runners Up – The runners up team will be awarded with a cash prize of INR 10,000 and internship opportunity along with a certificate.

21.1.3. Best Counsel – The participant ranked with the highest individual score at the conclusion of the preliminary rounds will be awarded with a cash prize of INR 10,000 and internship opportunity along with a certificate.

21.1.4. Ex-curia spirit of the competition award – The team that showcases exemplary performance in the preliminary rounds will be regarded as the ex-curia spirit of the competition award and will be awarded with a cash prize of INR 5,000 with a certificate.

22. Miscellaneous

22.1. The CTRCR MNLUM may take such other measures as may be required for the purposes of giving effect to any oral provisions of these rules and for the fair conduct of the Competition.

22.2. Furthermore, the organizing committee shall reserve the right to add, modify or repeal any of the rules anytime; however the same if done shall be communicated to the participants.

All the Best to the Participants!

For any queries, kindly contact:

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