



1ST VIRTUAL INTERNATIONAL CLIENT COUNSELLING COMPETITION

13th Jan - 15th Jan 2023

in collaboration with



Luthra and Luthra
LAW OFFICES INDIA

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SIMULATIONS

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CLARIFICATIONS

In case participating team has any questions, clarifications or interpretations in relation to Client Counselling Simulations then these can be submitted to the organizers at admin@mediateguru.com by 11th Jan, 2023 at the latest.

SIMULATION

I am Manek Bottlewala. My younger brother, Ronak Bottlewala, and I were partners in equal rights in our firm Bottlewala & Brother which was established by our father Late Sh. K.K. Bottlewala in 1972. Our father started the business with the vision of introducing café culture in tier-B cities of Scindia starting with the city of Magpur, Laharashtra. Presently our chain of cafes' is spread over 16 states and 49 cities including major tourist spots such as Qaipur, Forakhpur, Ourangabad, Kudhiana, and Rhimla. His idea has been to create safe family spaces while strictly excluding liquor bars. We take properties nearby residential neighbourhoods on a 10-15 years lease, wherein we establish our cafes' in Wakandan themes.

Our business has been running profitable till March 2020 when the pandemic hit. During the pandemic, we decided to not lay off our employees and tried paying everyone with whatever money we had. The same led to the dilution of 60% of our personal assets. After the pandemic subsided in December 2020, we made Mr. Kruger Ginwala our partner for 20%, Mr. Ginwala has been our manager for a long time and knew the details of our business running strategies (it is to be noted that I and Ronak still hold 40% equity each). In our opinion Mr. Ginwala was an asset to our business and making him a partner would help us in exploiting his potential to the fullest therefore we will be able to turn our business profitable again.

Also, with the introduction of a new partner, I and Ronak decided to only supervise the business while Mr. Ginwala runs the show. In October 2022, during a periodic audit of account books, I came across certain irregularities. Apparently, Bottlewala & Brother has bought certain tools and accessories which are generally used in running liquor and hookah bars. As I find it immoral, I have always been against the liquor business much like my father.

SIMULATION

In a confrontation with my partners, they argued that Ronak and Mr. Ginwala collectively hold 60% equity and hence can make decisions for the business without consulting me. Further, they asserted that opening our cafes' to be tobacco and liquor friendly would make the business more profitable. The idea is violative of my fathers' plan for the cafes' to be a place for families and as a result, I have realized that fewer families have been visiting our cafes now. Further, the same has not spared my family life as my brother Ronak is also a party in the said decision-making.

It was the last straw when we received notices from various housing societies nearing our café locations about an increase in uncivilized activities in their neighborhood since our cafes' have gone tobacco and liquor friendly. I also considered the option of leaving the business altogether and starting afresh, but owing to the pandemic situation I do not have enough money on me to begin afresh or to take my stakes out of the partnership.

In light of the same, I wish to initiate an action whereby restoring our previous business model and throwing Mr. Ginwala out of our partnership or diluting his ownership so that I may have a majority say.

DRAFTER OF THE NEGOTIATION PROBLEMS

Client Counselling Simulation has been drafted by
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Please note that any attempt to contact the drafters of the negotiation problem, in relation to the problem of this competition, would lead to immediate disqualification.