

Report on Webinar on AI and Negotiation

Organized by: The ADR Committee, ICFAI Law School, The ICFAI University, Jaipur

In Collaboration with: YCM-Youth Conflict Management and Mediation Initiative

Date: 17th April 2025

Time: 03:00 PM – 04:00 PM IST

Platform: Zoom

The ADR Committee of ICFAI Law School, The ICFAI University, Jaipur, in collaboration with YCM – Youth Conflict Management and Mediation Initiative, successfully organized a webinar on the theme “AI and Negotiation” on 17th April 2025, from 03:00 PM to 04:00 PM IST, hosted via Zoom.

The event was conceptualized to explore the rapidly evolving interface between Artificial Intelligence and the field of negotiation, with a focus on the ethical, practical, and legal dimensions shaping this intersection.

The session commenced with a welcome speech by Mr. Vijit Singh, Coordinator of the ADR Committee, ICFAI Law School, The ICFAI University, Jaipur, in which he extended a warm welcome to the Hon’ble President, Prof (Dr) H P Singh, VSM, the Dean Dr. Harish Kumar Verma and the Associate Dean Dr. Pratima Soni, acknowledging their continued guidance and leadership as a source of inspiration.

The session witnessed an enthusiastic turnout with over 200 registrations and more than 100 active participants, including law students, research scholars, academicians and legal professionals from India and abroad.

The webinar featured three distinguished speakers:

- Mr. Shane Ray Martin, Vice Chair, Negotiation & AI Consultant and Startup Advisor, who shared powerful insights into the real-world integration of AI in business and strategic negotiations;
- Dr. Tanmay Agrawal, Assistant Professor of ICFAI Law School, Jaipur, who provided an academic perspective on legal implications and the emerging jurisprudence surrounding AI in negotiation contexts;
- Mr. Shreshth Singh Tomar, Co-founder of Jurisphere, who discussed the use of AI in legal tech startups and its relevance in the field of online dispute resolution.

The session was ably moderated by Ms. Kudrat Dev, Founder of YCM and a professional mediator, who ensured a smooth flow and interactive engagement throughout the event.

The event was organized under the esteemed patronage of Hon’ble Prof (Dr) H P Singh, VSM, President, The ICFAI University, Jaipur, whose continuous guidance and support were instrumental in making the event a success. The webinar concluded with an engaging Q&A

session, where participants raised pertinent questions on the role of AI in human decision-making, ethical frameworks, regulatory mechanisms, and future career opportunities in this emerging field.

Outcomes

- The event successfully initiated interdisciplinary dialogue on the integration of AI in negotiation.
- Participants gained valuable insights into how AI is redefining strategic decision-making and conflict resolution.
- Feedback from participants was overwhelmingly positive, with many requesting follow-up sessions or workshops.

The ADR Committee expresses its heartfelt gratitude to all the speakers, participants, and collaborators, especially YCM, for contributing to the successful execution of this webinar. Events like these reaffirm ICFAI Law School's commitment to promoting academic excellence and technological advancement in the legal field.

Glimpses of the Event

