

# JUDGE'S SCORE SHEET

ROUND:

TEAMS: \_\_\_\_\_ vs. \_\_\_\_\_

JUDGE:

0  
Needs  
Improve  
ment

1  
Satisfactory /  
Good

2  
Very Good

3  
Excellent

*PLEASE USE WHOLE NUMBERS – NO FRACTIONS OR DECIMALS!*

<b>Teams:</b>					
<b>Presentation of Client's Facts Throughout</b>				<b>SCORE (0-3)</b>	
<ul style="list-style-type: none"> <li>• Failed to lay out client's position early in negotiation.</li> <li>• Little to no organization in presenting facts.</li> <li>• Offered unrealistic or disjointed proposals.</li> </ul>	<ul style="list-style-type: none"> <li>• Clearly articulated client's position early in negotiation.</li> <li>• Presented facts in a logical manner.</li> <li>• Offered proposals indicative of appropriate planning.</li> </ul>	<ul style="list-style-type: none"> <li>• Presented client's position through an effective introduction or roadmap.</li> <li>• Presented facts in an effective manner.</li> <li>• Offered proposals indicative of effective planning.</li> </ul>	<ul style="list-style-type: none"> <li>• Presented client's position through a compelling introduction or roadmap.</li> <li>• Presented facts in a persuasive manner.</li> <li>• Offered proposals indicative of effective planning and skillful implementation.</li> </ul>		
<b>Teamwork</b>				<b>SCORE (0-3)</b>	
<ul style="list-style-type: none"> <li>• Clear discrepancy in division of responsibilities.</li> <li>• Multiple instances of teammates contradicting each other.</li> <li>• Argued in presence of the other team.</li> </ul>	<ul style="list-style-type: none"> <li>• Generally distributed responsibilities evenly.</li> <li>• Very few instances of teammates contradicting each other.</li> <li>• Appropriate communication in presence of the other team.</li> </ul>	<ul style="list-style-type: none"> <li>• Divided responsibilities evenly without noticeable disparity.</li> <li>• No instances of teammates contradicting each other.</li> <li>• Communicated with each other effectively when necessary.</li> </ul>	<ul style="list-style-type: none"> <li>• Divided responsibilities evenly and in a manner that played to individual strengths.</li> <li>• No instances of teammates contradicting each other.</li> <li>• Communicated with each other in a strategically savvy manner.</li> </ul>		
<b>Problem-Solving Relationship Building</b>				<b>SCORE (0-3)</b>	
<ul style="list-style-type: none"> <li>• Took an adversarial stance too often.</li> <li>• Rejected other team's efforts at compromise.</li> <li>• Ignored other team's needs.</li> </ul>	<ul style="list-style-type: none"> <li>• Rarely took an unwarranted adversarial posture.</li> <li>• Remained receptive to other team's efforts at compromise.</li> <li>• Remained cognizant of other team's needs.</li> </ul>	<ul style="list-style-type: none"> <li>• Focused on creating amenable agreements without relying on threats.</li> <li>• Proposed compromises throughout.</li> <li>• Took affirmative steps to meet other team's needs when possible.</li> </ul>	<ul style="list-style-type: none"> <li>• Focused on agreement and effectively deescalated adversarial situations.</li> <li>• Proposed compromises and converted other team into problem-solvers.</li> <li>• Found unique ways to address other team's needs along with their own.</li> </ul>		
<b>Information Gathering and Communications with Other Team</b>				<b>SCORE (0-3)</b>	
<ul style="list-style-type: none"> <li>• Asked few if any questions of the other team.</li> <li>• Provided evasive or ineffective answers to other team's questions.</li> </ul>	<ul style="list-style-type: none"> <li>• Asked an appropriate number of questions at the outset.</li> <li>• Provided reasonable answers to most of other team's questions.</li> </ul>	<ul style="list-style-type: none"> <li>• Asked effective questions at the outset and throughout.</li> <li>• Provided helpful answers to the other team's questions.</li> </ul>	<ul style="list-style-type: none"> <li>• Asked effective questions and further questioned any evasive answers.</li> <li>• Provided helpful answers to other team's questions without compromising client's interests.</li> </ul>		
<b>Generating and Selecting Creative Options</b>				<b>SCORE (0-3)</b>	
<ul style="list-style-type: none"> <li>• Failed to generate range of options.</li> <li>• Failed to evaluate options meaningfully.</li> </ul>	<ul style="list-style-type: none"> <li>• Generated a range of options to meet client's interests.</li> <li>• Evaluated competing options throughout.</li> </ul>	<ul style="list-style-type: none"> <li>• Generated a range of options including creative solutions.</li> <li>• Evaluated options and weighed them against alternatives.</li> </ul>	<ul style="list-style-type: none"> <li>• Generated a range of options including compelling creative solutions.</li> <li>• Evaluated options and demonstrated a consistent method for selecting among alternatives.</li> </ul>		

<b>Using Opportunities in the Negotiation</b>				<b>SCORE (0-3)</b>	
<ul style="list-style-type: none"> <li>• Either ignored or failed to effectively respond to adverse facts.</li> <li>• Made little to no use of advantageous facts.</li> <li>• Failed to take a caucus when it would have been beneficial.</li> </ul>	<ul style="list-style-type: none"> <li>• Responded to most adverse facts, though unpersuasive at times.</li> <li>• Made notable use of some advantageous facts.</li> <li>• If necessary, took a caucus but could have been used at a better time.</li> </ul>	<ul style="list-style-type: none"> <li>• Had an effective response to nearly every adverse fact.</li> <li>• Leveraged advantageous facts effectively and often.</li> <li>• If necessary, took a caucus at an appropriate time.</li> </ul>	<ul style="list-style-type: none"> <li>• Responded to all adverse facts in a persuasive and creative manner.</li> <li>• Used advantageous facts in a persuasive and creative manner.</li> <li>• If necessary, took a caucus at an appropriate time with a positive effect on trajectory of negotiation.</li> </ul>		
<b>Advocating Client's Interests</b>				<b>SCORE (0-3)</b>	
<ul style="list-style-type: none"> <li>• Went beyond the scope of authority multiple times.</li> <li>• Failed to address significant client goals.</li> <li>• Made unacceptable sacrifices.</li> </ul>	<ul style="list-style-type: none"> <li>• Rarely went beyond the scope of authority.</li> <li>• Addressed major goals, but missed some smaller ones.</li> <li>• Made some inadvisable sacrifices.</li> </ul>	<ul style="list-style-type: none"> <li>• Never went beyond the scope of authority.</li> <li>• Addressed nearly every goal.</li> <li>• Made mostly compelling sacrifices.</li> </ul>	<ul style="list-style-type: none"> <li>• Demonstrated an advanced understanding of goals.</li> <li>• Addressed all goals.</li> <li>• All sacrifices were compelling and well-calculated.</li> </ul>		
<b>Self-Analysis of the Team's Skills</b>				<b>SCORE (0-2)</b>	
<ul style="list-style-type: none"> <li>• Lacked self-awareness or failed to come up with meaningful changes for the future.</li> <li>• Lacked an understanding of how their strategy affected the negotiation.</li> </ul>	<ul style="list-style-type: none"> <li>• Demonstrated self-awareness and came up with appropriate changes for the future.</li> <li>• Demonstrated an understanding of how their strategy affected the negotiation.</li> </ul>	<ul style="list-style-type: none"> <li>• Demonstrated self-awareness and came up with compelling changes for the future.</li> <li>• Demonstrated an advanced understanding of how their strategy affected the negotiation.</li> </ul>			
<b>Total Team Scores:</b>					
<b>Please designate a team as winner:</b>					
<b>Judge's Signature:</b>					

**Please include a description of any final or partial agreement the teams reached (teams should not be penalized for failing to reach a final agreement):**

## JUDGE'S REMARKS: Individual Team

Round: \_\_\_\_\_

Team Name : \_\_\_\_\_

Judge: \_\_\_\_\_

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■ Please note, these sheets will be provided to any participating teams that request

copies. REMARKS / NOTES:

**Judge's Signature:** \_\_\_\_\_

## JUDGE'S REMARKS: Individual Team

Round: \_\_\_\_\_

Team Name : \_\_\_\_\_

Judge: \_\_\_\_\_

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**Judge's Signature:** \_\_\_\_\_