

JUDGE'S SCORE SHEET: Individual Team

Round: _____ Team Name : _____ Judge: _____

1 2 3 4 5 6 7
 Very Poor Poor Somewhat Poor Adequate Somewhat Good Good Very Good

PLEASE USE WHOLE NUMBERS – NO FRACTIONS OR DECIMALS!

CRITERIA	SCORE (1-7)
Presentation of Case in Opening Statements and Throughout <ul style="list-style-type: none"> • Presented facts and law in a way that could be heard productively by other side. • Offered proposals in a way that reflected careful planning and skillful implementation. • Accurately assessed and discussed litigation benefits and risks, as well as other consequences of failing to reach settlement (in joint session and/or caucus). • Confident, smooth, exceptional eye contact, and respectful to other competitors. 	
Teamwork <ul style="list-style-type: none"> • Effectively divided responsibilities. • Communicated effectively with each other. • Worked together as a coordinated team. 	
Problem-Solving Relationship Building <ul style="list-style-type: none"> • Established a problem-solving relationship with other side, if possible. • Recognized other side's interests and tried to satisfy them when possible. • Took initiatives to convert other team into problem-solvers. 	
Information Gathering and Communications with Other Side <ul style="list-style-type: none"> • Used active listening skills to promote communications. • Used appropriate questioning techniques to gather information. • Tested assumptions and collected necessary information at appropriate times. 	
Generating and Selecting Creative Options <ul style="list-style-type: none"> • Generated range of legal and non-legal options to meet client's interests, as well as interests of other side. • Evaluated and selected options based on interests and, where appropriate, objective criteria. • Actively encouraged the development of creative ideas. • Effectively managed distributive features of dispute (effectively bridged any final gaps). 	
Using Opportunities in the Negotiation <ul style="list-style-type: none"> • Chose intelligently whether and when to use a caucus; if caucus used, used caucus effectively. • Responded appropriately to developments that occurred during negotiation, especially new information and unforeseen moves by other side. 	
Advocating Client's Interests <ul style="list-style-type: none"> • Understood and advanced client's legal and non-legal interests throughout the negotiation process. • Did not sacrifice client's interests in order to be collaborative. • Did not sacrifice client's interests in order to seek competitive advantage. 	
Self-Analysis of the Team's Skills <ul style="list-style-type: none"> • Students should begin the 10-minute period of team self-analysis by answering the following questions: (1) <i>In reflecting upon the entire negotiation, what parts of this negotiation would you keep the same, and what would you change if you had to it again?</i> (2) <i>What problem-solving strategies did your team use well? How did your strategy impact the outcome?</i> Based on this team's answer, how adequately did it learn from its experiences in this negotiation exercise? 	
Total Team Score:	
Please designate this team as Win or Lose: (circle one)	Win Lose
Judge's Signature:	

JUDGE'S REMARKS: Individual Team

Round: _____ Team Name : _____ Judge: _____

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

REMARKS / NOTES:

Judge's Signature: _____

JUDGE'S SCORE SHEET: Overall Round

Round: _____

Judge: _____

1. Please fill out the competitors' names below. At the conclusion of the round, rank the competitors from both teams first through fourth in order of most effective speaker/advocate. See criteria below.

		Rank (1-4):
Team:	Competitor:	
	Competitor:	
Team:	Competitor:	
	Competitor:	

Criteria: Evaluate this competitor based on the following qualities exhibited during the negotiation: ability to think quickly, confident delivery and body language, maintaining eye contact, clear and concise language, established rapport with other side, effectively advocating for his or her client's interests, and treating the other side respectfully.

2. Please designate which team you think performed better in this round: *(team name)* _____

Judge's Signature: _____