

Negotiator Team Scoring Sheet

Expert Assessor (your name):
Team for the Requesting Party/Kaihari Waina:
Team for the Responding Party/Vino Vertias:

Round (please tick a box)		
Preliminary Rounds <input type="checkbox"/> Wed, 29 June p.m. <input type="checkbox"/> Thu, 30 June a.m. <input type="checkbox"/> Thu, 30 June p.m. <input type="checkbox"/> Fr, 1 July a.m.	Second Round <input type="checkbox"/> Fr, 1 July p.m.	Semi-Finals <input type="checkbox"/> Sat, 2 July a.m. Finals <input type="checkbox"/> Sat, 2 July p.m.

Negotiator Team Scoring Sheet

	Requesting Party					Responding Party				
	☹				☺	☹				☺
	1	2	3	4	5	1	2	3	4	5
Information and Communication (25 pts. max.)										
Clarity										
Effective information gathering										
Effective information sharing										
Demonstrating active listening skills										
Effective framing and tonality										
Collaboration and creating options (25 pts. max.)										
Flexibility										
Actively collaborating without sacrificing own interests										
Open to non-judgemental joint option development by other party, brainstorming without evaluation										
Building relationship and trust										
Creativity										
Effective mediation advocacy (25 pts. max.)										
Quality of representation strategy and case analysis										
Teamwork between counsel and client										
Interaction with counter-party role's strategy and style										
Focus on interests										
Engagement with mediator, using mediator in a helpful and realistic way										
The home stretch (25 pts. max.)										
Using objective criteria										
Reflecting interests in outcome										
Weighing up options										
Dealing with impasse										
Presenting and Framing proposals										
Minus Time Penalty for Break (deduct up to 5 points):										
Sub-totals:										
Final Score (addition of all sub-totals) out of 100 points										
Circle higher score (= winning team)										

Scoring scale:

1 = Poor (below 50%)	3 = Good (65-75%)
2 = Satisfactory (50-65%)	4 = Very good, (75%-90%)
	5 = Excellent, exceptional, outstanding (top 10%)

Preliminary Rounds Special Awards Nomination for Negotiator Teams

Please assign **up to 5 points** in each category:

Special Awards	Requesting Party Kaihari Waina						Responding Party Vino Veritas					
	☹						☺					
	0	1	2	3	4	5	0	1	2	3	4	5
Best Negotiating Strategy												
Best Advocacy												
Best Teamwork in Negotiation												

Scoring scale:

0 = Average performance

1 = Above average performance

2 = Good performance

3 = Very good performance

4 = Superior performance

5 = Exceptional performance