

# Negotiation Team Scoring Sheet

<b>Expert Assessor</b> (your name):
<b>Team for the Requesting Party</b>
<b>Team for the Responding Party</b>

<b>Round (please tick the box)</b>		
<p><b>Preliminary Rounds</b></p> <p><input type="checkbox"/> Tuesday, 11 July p.m.</p> <p><input type="checkbox"/> Wednesday, 12 July a.m.</p> <p><input type="checkbox"/> Wednesday, 12 July p.m.</p> <p><input type="checkbox"/> Thursday, 13 July a.m.</p>	<p><b>Quarter-Finals</b></p> <p><input type="checkbox"/> Thursday, 13 July p.m.</p> <p><b>Semi-Finals</b></p> <p><input type="checkbox"/> Friday, 14 July a.m.</p>	<p><b>Finals</b></p> <p><input type="checkbox"/> Friday, 14 July p.m.</p>

# Negotiation Team Scoring Sheet

	Requesting Party					Responding Party				
	☹					☺				
	1	2	3	4	5	1	2	3	4	5
<b>Information and Communication (25 pts. max.)</b>										
Clarity										
Effective information gathering										
Appropriate and strategic disclosure										
Demonstrating active listening skills										
Effective framing and tonality										
<b>Collaboration and creating options (25 pts. max.)</b>										
Flexibility and creativity										
Actively collaborating without sacrificing own interests										
Open to non-judgemental joint option development by other party, brainstorming without evaluation										
Building relationship and trust										
Commitment to advancing the process towards resolution										
<b>Effective mediation advocacy (25 pts. max.)</b>										
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										
<b>The home stretch (25 pts. max.)</b>										
Using objective criteria										
Reflecting interests in outcome										
Weighing up options										
Dealing with impasse										
Presenting and Framing proposals										
<b>Minus Time Penalty for Break (deduct up to 5 points):</b>										
<b>Sub-totals:</b>										
<b>Final Score (addition of all sub-totals) out of 100 points</b>										
<b>Circle higher score (= winning team)</b>										

**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%!)

# Special Awards Nomination for Negotiation Teams

(for Preliminary Rounds only)

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

Special Awards	Requesting Party						Responding Party					
	☹					☺	☹					☺
	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**