

Negotiation Competition

Judge Name(s):		
Date & Room:		Team No:
Student Names:		

Criteria	Comments	Score
1. Negotiation Planning: Judging performance and its apparent strategy, how well prepared did this team appear to be? E.g. were they familiar with their own confidential facts and common facts?		/5
2. Adaptability of Strategy/Plan: Was the team adaptable and flexible during the negotiation e.g. to new information or unforeseen moves by the opposition? Did they follow time limits? Did they accommodate the opposing client's interests when necessary?		/5
3. Session Outcome: Based on what you observed in the negotiation + self-analysis, to what extent did the outcome of the session, serve the client's goals? E.g. regardless of whether agreement was reached, would the client be satisfied? Consider whether all interests were addressed.		/5

Criteria	Comments	Score
<p>4. Team Work: How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? E.g. Did both members make equal contributions? Did both work for common goals?</p>		/5
<p>5. Relationship between Teams: How did the team manage the relationship with the other team? E.g. Did the working atmosphere contribute to or detract from achieving the client's best interests?</p>		/5
<p>6. Negotiation Ethics: To what extent did the negotiating team observe or violate the ethical requirements of a professional relationship? E.g. Did they demonstrate good faith?</p>		/5
<p>7. Communication: Did the team articulate their position clearly and eloquently? E.g. was information exchanged effectively between teams and when answering questions?</p>		/5
<p>8. Creativity of Options: How well did the team demonstrate initiative, creativity and problem solving in their analysis of the interests? E.g. were solutions innovative, realistic AND appealing to both parties?</p>		/5
<p>9. Exploration of Interests: How well did the team identify the key interests in the negotiation? E.g. did they demonstrate sophistication in the analysis of the interests? Did they find common interests and elicit information where appropriate?</p>		/5

Criteria	Comments	Score
<p>10. Self Analysis:</p> <p>Q1) "In reflecting on the entire negotiation, if you faced a similar situation tomorrow, what would you do the same and what would you do differently?" Did the team identify strengths and weaknesses? Did they learn from their experience?</p> <p>Q2) "How well did your strategy work in relation to the outcome?" Did the team articulate their strategy, identify an outcome and describe how the strategy negatively or positively affected the outcome?</p>		/5
<p>Score key:</p> <p>1 = Ineffective, 2 = Somewhat ineffective 3 = Somewhat effective 4 = Effective 5 = Highly Effective</p>	TOTAL SCORE:	/50

Summary Note to Judges:

Please use the following table as a guide for the final score of the team. The numbers correspond to the total of the scores given on the previous page.

Summary Result	Final Score Field
Excellent	45-50
Very Good	40-44
Good	35-39
Above Average	30-34
Average	25-29
Below Average	20-24
Poor	15-19
Very Poor	10-14