

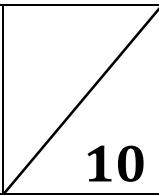
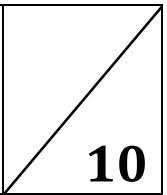
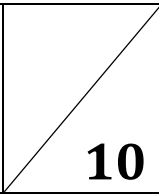
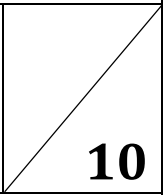
WINNER
MARGIN

Negotiation Competition

Please mark all criteria and remember the emphasis is on **difference in points**. A draw is not possible. Do not announce the scores or results. Please return the score sheets directly to the coordinators.

JUDGE					NAME
PARTY REPRESENTED					
DATE & ROOM		___/___/2013			
TEAM ONE/TEAM TWO (CIRCLE ONE)					NAMES
Poor	Unsatisfactory	Standard	Excellent	Outstanding	
0 - 2	2 - 4	4 - 6	6 - 8	8 - 10	
Negotiation Planning				10	
Adaptability				10	
Session Outcome				10	
Relationship Between Teams				10	
Exploration of Interests				10	
Creativity of Options				10	
Teamwork				10	
Negotiation Ethics				10	
Communication				10	
Self-Analysis				10	
COMPETITOR TOTAL				100	

<p>NEGOTIATING PLANNING Judging performance & apparent strategy, how prepared did the team appear?</p>	<p>10</p>	<p>ADAPTABILITY Was the team adaptable & flexible during the negotiation? I.e. to new information or unforeseen moves by the opposition?</p>	<p>10</p>
<p>SESSION OUTCOME To what extent did the outcome of the session serve the client's goals, regardless of whether an agreement was reached?</p>	<p>10</p>	<p>RELATIONSHIP BETWEEN TEAMS How did the team manage the relationship with the other team? Did it contribute to or detract from achieving the client's best interests?</p>	<p>10</p>
<p>EXPLORATION OF INTERESTS How well did the team identify key interests in the negotiation? Did they demonstrate sophistication in the analysis of the interests?</p>	<p>10</p>	<p>CREATIVITY OF OPTIONS How well did the team demonstrate initiative, creativity & problem solving in their analysis of the interests?</p>	<p>10</p>

<p>TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, & providing mutual backup?</p>	 10	<p>NEGOTIATION ETHICS To what extent did the negotiating team observe or violate the ethical requirements of a professional relationship?</p>	 10
<p>COMMUNICATION Did the team articulate their position clearly & eloquently? How well did they release information where appropriate?</p>	 10	<p>SELF-ANALYSIS Identified strengths & weaknesses? What did they learn from the experience?</p>	 10