



South Texas
COLLEGE OF LAW
— HOUSTON —

ENERGY LAW NEGOTIATION COMPETITION SCORE SHEET

Team Letter: _____ Judge: _____ Round: _____

Did this team win or lose? Please circle one: WIN or LOSE

Total team score out of 49: _____

EVALUATION CRITERIA

CIRCLE THE SCORE FOR EACH AND CALCULATE THE OVERALL TOTAL. FOUR SHOULD BE YOUR STARTING POINT.

I. NEGOTIATION PLANNING

Judging from performance and apparent strategy, how prepared did this team appear to be? Was the team knowledgeable of all the facts? Did they anticipate questions and answers? Did they identify and understand all of the issues involved?

1	2	3	4	5	6	7
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

Comments:

II. NEGOTIATION PROCESS

Did the team appear to understand the essential elements of the negotiation structure/process? Did they ask questions that advanced effective information gathering and discuss offers in a logical manner? Did they attempt to move the process forward when possible and use their time wisely?

1	2	3	4	5	6	7
Very Inadequately	Inadequately	Somewhat Inadequately	Neutral	Somewhat Adequately	Adequately	Very Adequately

III. FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY

How flexible did this team appear to be in adapting its strategy to the developing negotiation, e.g., to new information or to unforeseen moves by the opposing team?

1	2	3	4	5	6	7
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

IV. ADVOCATING CLIENT'S INTERESTS

Did the team understand and advance the client's legal and non-legal interests? Did they sacrifice the client's interests in order to be collaborative? Did they sacrifice the client's interests in order to seek a competitive advantage? To what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals?

1	2	3	4	5	6	7
Very Inadequately	Inadequately	Somewhat Inadequately	Neutral	Somewhat Adequately	Adequately	Very Adequately

V. TEAMWORK

How effective were the negotiators in working together as a coordinated team? Did they communicate effectively and share responsibility?

1	2	3	4	5	6	7
Very Ineffective	Ineffective	Somewhat Ineffective	Neutral	Somewhat Effective	Effective	Highly Effective

VI. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

Did the way this team managed its relationship with the other team contribute to or detract from achieving its client's best interests?

1	2	3	4	5	6	7
Strongly Detracted	Detracted	Detracted Somewhat	Neutral	Contributed Somewhat	Contributed	Strongly Contributed

VII. PROFESSIONALISM

Was the team articulate and professional? Would they inspire confidence from a client?

1	2	3	4	5	6	7
Very Inadequately	Inadequately	Somewhat Inadequately	Neutral	Somewhat Adequately	Adequately	Very Adequately
