



South Texas  
COLLEGE OF LAW  
— HOUSTON —

**ENERGY LAW NEGOTIATION COMPETITION SCORE SHEET**

Team Letter: \_\_\_\_\_ Judge: \_\_\_\_\_ Round: \_\_\_\_\_

Judge cell phone number: \_\_\_\_\_

Based on points scored, did this team win or lose? **Please circle one: WIN or LOSE**

Total team score: \_\_\_\_\_/46

**EVALUATION CRITERIA**

Please place a number in each blank (0, 1, 2 – with 2 being the highest). Score the team’s performance individually, without considering the other side. Both teams could potentially receive a 2 for the same item within a category. Do not split points between teams, e.g. thinking that giving one team 2 means the other must receive a 0. Add the numbers at the end to determine the team’s total score in a category. Then, total the category scores and record the final number above.

**I. NEGOTIATION PLANNING**

Was the team knowledgeable of all the facts? \_\_\_\_\_/2

Did they anticipate questions and answers? \_\_\_\_\_/2

Did they identify and understand all of the issues involved? \_\_\_\_\_/2

Did the team have an apparent strategy that used its strengths and weaknesses to its advantage? \_\_\_\_\_/2

Did the team appear to possess a pre-planned concession strategy? \_\_\_\_\_/2

**Total Points: \_\_\_\_\_/10**

Comments:

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**II. NEGOTIATION PROCESS**

Did the team appear to understand the essential elements of the negotiation structure/process? \_\_\_\_\_/2

Did they ask questions that fostered effective information gathering? \_\_\_\_\_/2

Did they make offers within their authority? \_\_\_\_\_/2

Did the team remain flexible, e.g. adapting its words and actions to new information from the other side? \_\_\_\_\_/2

Did they attempt to move the process forward when possible and use their time wisely? \_\_\_\_\_/2

**Total Points:** \_\_\_\_\_/10

Comments:

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**III. ADVOCATING CLIENT'S INTERESTS**

Did the team understand the client's legal interests (as evidenced by their opening, offers, justifications, etc)? \_\_\_\_\_/2

Did the team advance the client's legal interests (refer to their authority and see whether the negotiated amounts/terms were in the lower or upper ends of the authority and score accordingly)? \_\_\_\_\_/2

Did the team understand the client's non-legal interests (as evidenced by their opening, possible use of agenda, offers, and justifications)? \_\_\_\_\_/2

Did the team advance the client's non-legal interests (refer to their authority and see whether the negotiated amounts/terms were in the lower or upper ends of the authority and score accordingly)? \_\_\_\_\_/2

**Total Points:** \_\_\_\_\_/8

Comments:

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**IV. TEAMWORK**

Did the negotiators work as a coordinated team (shown through adopting roles, handing off topics for explanation, deferring to each other)? \_\_\_\_\_/2

Did they seem to evenly share the responsibilities of the negotiation (no one person dominated the work)? \_\_\_\_\_/2

Did they refrain from interrupting each other? \_\_\_\_\_/2

Did they refrain from contradicting each other? \_\_\_\_\_/2

**Total Points:** \_\_\_\_\_/8

Comments:

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**V. PROFESSIONALISM**

Was the team articulate? \_\_\_\_\_/2

Was the team professional (tone, posture, eye contact, word choice, etc.)? \_\_\_\_/2

Did the team refrain from fighting (overly focused on being “right”, stonewalling, demeaning comments, aggressive tactics, interrupting)? \_\_\_\_/2

Would this team inspire confidence from a client? \_\_\_\_/2

Did the team manage its relationship with the other team and work collaboratively to serve both clients’ best interests? \_\_\_\_/2

**Total Points:** \_\_\_\_/10

Comments:

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