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:

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:

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:

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:

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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