

Attachment A

RANKING SHEET

(Each judge should receive one copy of ranking sheet.)

This sheet should be completed only after observing all four teams.

Judge's Name: Guesney Cell #: _____ Date: _____ Room #: _____

Negotiation judged:

(Please circle the competition level—Regional or National, and mark the round observed.)

Regional Competition Round #1 _____ Round #2 _____ Final: _____

Based on my personal opinion, having observed the negotiation between teams B12 & B17 and between A10 & A1, I rank the teams I observed as follows:

(Please fill in all blanks above and immediately below with the team letter designations.)

- 1 = Most effective team: B-12
- 2 = Next most effective team: A-1
- 3 = Third most effective team: B17
- 4 = Least effective team: A-10

Suggested criteria:

- Remember that parties need not reach an agreement and, in some situations, the best outcome might be no agreement at all. Judges should focus on the teams' planning and the negotiation process, rather than on whether the teams reach agreement.

.A good negotiation outcome is often one that:

- Is better than the best alternative to a negotiated agreement (with this party)
- Satisfies the interests of
 - the client – very well
 - the other side – acceptably (enough for them to agree and follow through)
 - third parties – tolerably (so they won't disrupt the agreement)
- Respects clients instructions and creatively uses them to shape agreement or seek approval for agreements outside scope of authority

- Adopts a solution that is the best of all available options
- Is legitimate – no one feels "taken"
- Involves commitments that are clear, realistic, and operational
- Involves communication that is efficient and well understood, and
- Results in an enhanced working relationship or an agreement to negotiate further.
 - See instructions on individual rounds for an analysis of the instructions that the teams have, the agreements that are possible, and what to look for in terms of evaluating the provisions of an agreement

Please note that the competition administrator will collect the Ranking Sheets and Evaluation Criteria Forms before judges provide feedback to the last two teams. They will verify that judges have completed all categories before leaving the

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Judge's Name: Smith Cell #: [redacted] Date: 9/22 Room #: _____

Negotiation judged:

(Please circle the competition level—Regional or National, and mark the round observed.)

Regional Competition Round #1 _____ Round #2 _____ Final: _____

Based on my personal opinion, having observed the negotiation between teams A-1 & A-10 and between B-12 & B-17, I rank the teams I observed as follows:

(Please fill in all blanks above and immediately below with the team letter designations.)

- 1 = Most effective team: A-1
- 2 = Next most effective team: A-10
- 3 = Third most effective team: B-12
- 4 = Least effective team: B-17

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Judge's Name: VanLeuven Cell #: _____ Date: 7/22 Room #: _____

Negotiation judged:

(Please circle the competition level—Regional or National, and mark the round observed.)

Regional Competition Round #1 _____ Round #2 _____ Final:

Based on my personal opinion, having observed the negotiation between teams _____ & _____ and between _____ & _____, I rank the teams I observed as follows:

(Please fill in all blanks above and immediately below with the team letter designations.)

- 1 = Most effective team: B-12
- 2 = Next most effective team: A-1
- 3 = Third most effective team: B-17
- 4 = Least effective team: A-10

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Please note that the competition administrator will collect the Ranking Sheets and Evaluation Criteria Forms before judges provide feedback to the last two teams. They will verify that judges have completed all categories before leaving the