•	EVALUAT /(Each indee	should receive four cop		PRIM—JUDGIN Ustion, Criteria Form—Ju	G SCALE deing Scales.)	V. RELA
Judge's Name	plicit om	West Cell		Date: 9	Room,	#:_716
Team Letter	Designation: _	13 12	_	Client Name:	13 lackha	uns
Negotiation (Please circle		ion level—Regio	nal of Na	ntional and mark	t the round o	Managed Very War
	Round #1	Rour	nd #2	Final:		
					ANALY4IS	VI. SELF
	should be cong ig for the self-		ng the ca	d of the negotia	tion and whi	le the teams
This scale ass tactics reason	nably designed	the team was fa	ımiliar wi set out in	th the facts and lather the fact pattern. rent strategy?	aw and had a	strategy and
7	6	5	4	3	2	An unitariogos
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale ass whether their work effective	sesses whether strategy and to vely in the con	the negotiators tactics seemed se text of the actua	seemed neripted or l negotiat	LANS OR ADA esponsive to the rotherwise pre-placed ion. Was this team moves by the opp	negotiation as anned in a w am able to ad	s it unfolded or ay that did not
7	6	5	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh		d in the negotian		he self-analysis, t nent was reached		
7	6	5	4	3 /	2	) 1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served wa	Goals served very well
How effectiv	MWORK e were the neg itual backup?	otiators in work	ing togeth	ner as a team, in s	sharing respo	nsibility, and
7	6	5	4	3	2	1 '
Totally lacking La in teamwork		omewhat lacking in earnwork	Neutral	Somewhat good tearnwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a s	ringle-person tea	m, average criteria	I, II, III, V,	VI, and VII and ente	er that result (to	the nearest

whole number) as the teamwork rating.

		P BETWEEN T				
		rd choice, at				
	its client's best	anage its rela	Strike Arm r	ne other team con	nuribute to or a	ietract from
7	1/00/11/20/11/20	ient Marnes	łó	1/2 (9-	1	Team.Lem
Deterior ship	0	3	1200	3		) I
Relationship Managed Vory Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorty	Neutral	Relationship Managi Somowhat Well	d Relationship managed well	Relationship managed extremely well
Criteria analysis.	VI and VII she	ould be complete	d after bo	th teams have c	ompleted the	ir self-
					_	
Students		IS 0-minute period	by answer	ing directly to the	e judges, respo	onses to the
	questions:	entire negotiation	if you fac	ed a similar situa	ation tomorros	w what would
		at would you do d			thon tomorrov	w, what would
		trategy work in r			MITALIN	NEEDS A
_ saw be	ow-well-prepu	e las papers. H	titi IIpo Ini	to the situation s	beggisch vide	Inchies sound as
		analysis during the learned from tod			quately unders	tood the
7	6	5	4	3	2	1
Did not understand or learn at all	Did not understand of learn	or Did not understand or learn much	Neutral 15 14023	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards	of the legal pro	GETHICS on, do you believe ofession? For exa serving material f	e the negot ample, 1) d	lid the team misr	epresent mate	
TEAM O	BSERVED ETHIC	CAL STANDARDS	or	TEAM VIOLATED	ETHICAL STA	NDARDS
that, in yo	our judgment, th	OLATED ETHIC ne team should be	disqualifi	ed from the comp	petition? Circl	e one:
		S, DISQUALIFY		NO, DO NOT DISQ		i )o amootii -
Please ex	plain in detail:			Goyer vagodasi test sancid	Guale am erredd	havija (86) i Ški ji:
pas vi li	Venous i znem	A of ones are to	illimot ent	how at motation	AND REC	
FALL.		- 1992 -			eront backup?	
-					_	
Today Track				Economic actors	Яминова: домак	
PLEASE		plete ALL catego	ories hefon	e turning in this f	orm.	केट मामाज्य है।
	, oo baro to com	Protect Profession Control of Control	JIES SCIOI		જ્ઞા મળકતકલ્-કોકુલાંક	WOES For a

The Lyadiration Criteria Farms will be collected by the competition administrator PRIOR to the

	EVALUA (Each inde			Pustion Outeria Form—Ju		ES INTERIOR
Judge's Nam	Charles G	_   //	,00	Date:	21 Room	#: <u>U6</u>
Team Letter	Designation:	13-12		Client Name:	Blackh	uks
Negotiation (Please circle	judged: e the competi	ition level—Regio	onal or No	ational / and mari	k the round o	Noonged Very Mean
	Round #1	Rour	id#2	Final:	impe Artic	
					ANALYSIS	VL SELF-
	should be ed ag for the sel		ing the eu	id of the negotia		
This scale as tactics reason	sesses whethenably designe		amiliar w	ith the facts and lather the fact pattern.	aw and had a	a strategy and
7	6	5	4	3	2	$\sqrt{-1}$
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether thei work effective	sesses whether strategy and vely in the co	er the negotiators tactics seemed s ntext of the actua	seemed r cripted or Il negotiat	PLANS OR ADA esponsive to the re- cotherwise pre-plation. Was this tea moves by the opp	negotiation a anned in a v um able to ac	s it unfolded or vay that did not lapt its strategy
7	6	5	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh	•	ed in the negotia		he self-analysis, t nent was reached		
7	6	5	4	3	2	f 1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served w	Goals served
How effective	MWORK /e were the neutral backup?	-	ing toget	her as a team, in s	sharing respo	onsibility, and
7	6	5	4	3	2	1
Totally lacking L in teamwork	acking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	single-person te as the teamwor		I, II, III, V,	VI, and VII and ente	er that result (t	o he nearest

	-16-30-010		4 -	3 1-27	2	15110. 1
	Relationship Managed Poorly	Relationship Managed Somewhat Poorty	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely we
riteria VI nalysis,	and VII shoul	ld be complete	d after bo	th teams have co	mpleted thei	r self-
Students wi following qu 1) "In refle you do the s	uestions: cting on the ent ame and what v	minute period	if you fac ifferently?		tion tomorrow	
mine Alteria	O' WO'N THE STATE AS NO.	LINGSON SOLIDBREEL WOLL TO	DELIVER THREE PROPERTY	se ought armain and in		his state as scites renen
		alysis during the arned from toda		ession, how adequation?	uately underst	ood the
Networks.	6	5	4	3	2	/ 1
	Did not understand or I earn k	Old not understand or earn much	Neutral	Understood And Learned Somewhat	Understood and /	Understood a learned entremely we
13/9/01/2	ANT LATER OF	ETHICS	an Kakara	a hazaras sullas l stino team observ	erre' u natemb ai	
Based on you tandards of id the team	the legal profe	do you believe ession? For exa Ving-material fo	mple, 1) d acts? etc. S	id the team misre elect and circle of TEAM VIOLATED	present mater ne:	
Based on you tandards of lid the team TEAM OBS	the legal proferinvent self-ser ERVED ETHICA	do you believe ession? For exa Ving-material for L STANDARDS ATED ETHIC	imple, $\vec{1}$ ) decis? etc. So or	id the team misre lelect and circle of TEAM VIOLATED IN TEAM DARDS, was the	present mater ne: ETHICAL STAI ethical violat	NDARDS
Based on your tandards of lid the team TEAM OBS  f you circle that, in your	the legal profer invent self-ser ERVED ETHICA at TEAM VIOI judgment, the	do you believe ession? For exa ving-material for L STANDARDS ATED ETHIC team should be	or  AL STAN disqualifie	id the team misre elect and circle of FEAM VIOLATED	present mater ne: ETHICAL STAI ethical violat etition? Circle JALIFY	NDARDS ion so seve
tandards of id the team TEAM OBS  f you circle nat, in your	the legal proferinvent self-ser ERVED ETHICA ad TEAM VIOI judgment, the YES,	do you believe ession? For exa ving-material for L STANDARDS ATED ETHIC team should be	or  AL STAN disqualifie	id the team misre elect and circle of FEAM VIOLATED IN TEAM VIOLATED IN TEAM VIOLATED IN THE COMPANY OF THE COM	present mater ne: ETHICAL STAI ethical violat etition? Circle	NDARDS ion so seve
ased on you andards of id the team TEAM OBS you circle at, in your	the legal proferinvent self-ser ERVED ETHICA ad TEAM VIOI judgment, the	do you believe ession? For exa Ving-material fa L STANDARDS ATED ETHIC team should be DISQUALIFY	or  AL STAN disqualifie	id the team misre elect and circle of TEAM VIOLATED IN TEAM VIOLATED IN TEAM VIOLATED IN TEAM VIOLATED IN THE COMPANY OF THE C	present mater ne: ETHICAL STAI ethical violatetition? Circle	NDARDS ion so seve

The Lyaluation Criteria Lorms will be collected by the competition administrator **PRIOR** to the judges providing feedback to the last two teams.

•	EVALUATI			RM—JUDGIN ustion Criteria Form—Jud	G SCALES	Jaa N
Judge's Name	mos/is/lex/	Cell		Bate: $\frac{9}{2}$	Room #:	216
Team Letter	1	B 3		Client Name:	Block	owlf
Negotiation (Please circle	judged: e the competition	n level—Regio	nal or Na	itional / and mark	the round obs	K. Kang palacan
	Round #1	Rour	ıd #2	Final:	and to him.	
					F-ANALYSH	VI. SEL
	should be com ig for the self-:		ng the en	d of the negotiat		
This scale ass tactics reason		the team was fa to the situation	amiliar wi set out in	th the facts and la the fact pattern.	w and had a st	rategy and
7	6	5	4	3	(2)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as: whether their work effective	sesses whether strategy and to rely in the conto	the negotiators actics seemed s ext of the actua	seemed recripted or all negotiated	LANS OR ADA esponsive to the months of the contract of the con	egotiation as i anned in a way m able to adap	t unfolded o that did no
7	6	5	4	3	2	(1)
Very Inflexible	Inflecible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexable
Based on wh		l in the negotia		he self-analysis, to nent was reached,		
7	6	5	4	3	2	$\begin{pmatrix} 1 \end{pmatrix}$
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served
How effectiv	MWORK te were the nego utual backup?	otiators in work	ting togeti	her as a team, in s	haring respons	ibility, and
7	6	5	4	( 3	2	1
Totally lacking La	_	mewhat lacking in unwork	Neutrai	Somewhat good	Very Good Teamwork	Excellent Teamwork
NOTE: For a s	single-person tean	. average criteria	I. II. III. V.	VI, and VII and ente	er that result (to ti	ne nearest

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

The Lyaluagon Criteria Corms will be collected by the competition administrator **PRIOR** to the tropies providing feedback to tie last type teams.

]		ON CRITER ould receive four copie			NG SCALES udging Scales.)	V. REI
imunications	Mala Sa	2.11 Call		9/	Docuses on word	216
Judge's Name	: Chaves G.	Batch Cell #		Date: _/	9 Room #:_	i Imivoidos
Team Letter I	Designation:	B-3	_ <sub> </sub> C	lient Name:	Dlackhow	15
Negotiation j (Please circle	udged:	n level—Region	nal or Nati	ional / and mar	k the round obse	erved)
	Round #1 🔏	Round	i #2	Final:	In the later	
					F-ANALYSIS	VI. SEI
	should be com g for the self-a				dion and while	
This scale ass tactics reasons	ably designed t	he team was fai	niliar with et out in t	n the facts and he fact pattern.	law and had a st How well-prep	rategy and ared was
7	6	5	1095n 2 V	3	rsi bris ishmisriya 2	nomuloyen 1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale ass whether their work effective	esses whether t strategy and ta ely in the conte	he negotiators s ctics seemed sc	seemed res ripted or o negotiation	sponsive to the otherwise pre-pon. Was this te	APTING STRA negotiation as it lanned in a way am able to adapt posing team?	unfolded or that did not
7	6	5 Day 1991 2	4	1 Haloteni garri	( 2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wha		in the negotiati			to what extent d	
7	6	5	4	3	/ 2 ×	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
	-	tiators in worki	ng togethe	er as a team, in	sharing responsi	bility, and
7	6	5	4	3	2	
Totally lacking Lac in teamwork	_	newhat lacking in mwork	Neutral	Somewhat good teamwork	Very Good Teanswork	Excellent Teamwork
	ngle-person team, is the teamwork re		, II, III, V, V	I, and VII and en	ter that result (10 th	e nearest

Did the wa		d choice, attitum nage its relations				
7	The Algun	licat Names	0-4 -	<u> </u>	Cesi (mgion:	Fearr Letter
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat	Neutral	Relationship Manag Somewhat Well	ged Relationship managed well	Relationship managed extremely well
Criteria V analysis.	A and VII shot	ıld be completed	Lafter bo	th teams have s	ompleted the	ir self-
Students v following (1) "In ref you do the (2) "How	questions: lecting on the er same and what well did your st	)-minute period be ntire negotiation, would you do di rategy work in re	if you fac ifferently? elation to t	ed a similar situ " he outcome?"	ation tomorrov OTIATION P	w, what would
		nalysis during the earned from toda		•	quately unders	tood the
7	6	5	4	3	( -2	1
Based on standards	EGOTIATING your observation of the legal prof	ETHICS  1, do you believe Ession? For exactiving material fa	the negot mple, 1) d	iating team obse	erved or violate represent mate	
TEAM OF	SSERVED ETHIC	AL STANDARDS	or .	TEAM VIOLATE	DETHICAL STA	NDARDS
that, in yo	ur judgment, the	LATED ETHIC.	disqualifi	ed from the com	petition? Circl	e one:
, XIRUL 2		, DISQUALIFY		NO, DO NOT DIS		I To emestico
Please exp	lain in detail:	Apretos silvena Estimatura		subsection vices) become for	gange par gladi	\$2005-350 PEC #3 His to
bsa .viilivi	A Colorest services	en dimenti en me	dicact uni	drow ni esotalio	NWOKK we were the nea	
					гаразан заниц	
multanas atrowners PLEASE	be sure to comp	hoog turkummad zhaerama) lete ALL catego	ries before	turning in this	form.	1 Survivority III

V.

The Lyglustion Criteria Forms will be collected by the competition administrator **PRIOR** to the judges providing Teedback to the last two teams.

# EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Nan	ne: Frank V	Ce Ce	11#	Date: 9/2	etal second observation	va2/6
Team Letter	Designation: _	8-3	- (1	Client Name:	Blackhark	su Huranis
Negotiation (Please circ.	judged: le the competiti	on level—Reg	rional or No	ational / and mar	k the round obs	erved)
	Round #1 _	Ro	und #2	Final:	in an	li ( pi sili) Mariji ji (
	and the second			I was to the standard	F-AMALYSIS	I, SEL
	(should be cor ng for the self-		wing the cr	id of the negotic	rtion and while	the teams
This scale as tactics reaso		the team was	familiar w	ith the facts and the fact pattern. rent strategy?	law and had a s	trategy and
7	6	5	4	3	2	1
Very Unp <del>repared</del>	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepare
whether thei work effecti	ir strategy and t vely in the con	actics seemed text of the act	l scripted of ual negotia	esponsive to the r otherwise pre-p tion. Was this te moves by the op	lanned in a way am able to adar	that did n
7	6	5	$\left(4\right)$	3	2	1
Very Manager Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible 644	Highly Flexibl
Based on wl	the session, reg	d in the negot ardless of who		he self-analysis, nent was reached		
7	6 VILLAUR	2 10% OE 1	4	3	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effective	MWORK we were the negretural backup?	otiators in wo	rking toget	her as a tearn, in	sharing respons	sibility, and
7	6	5	(4)	3	2	1
Totally lacking to in teamwork	_	iomewhat lacking in eanwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	single-person tea as the teamwork		ria I, II, III, V,	VI, and VII and en	ter that result (to ti	he nearest

						munications.
achieving 1	y this team ma	THE RESERVE AND THE PROPERTY OF THE PROPERTY O	MAN AND MAN	ne other team con	itribute to or d	letract from
acmeving .	Colombia Dest	remail tries	went	13-8	noismaine.	l earn Letter l
/ Relationship	0		Mary 1	(3)		L
Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manager Somewhat Well	1 Relationship managed well	Relationship managed extremely well
Criteria V analysis.	Land VII sho	uld be complete	d after bo	th teams bave co	impleted the	r self
VI. SE	LF-ANALYSI	S				
		0-minute period	by answer	ing directly to the	judges, respo	nses to the
following	A CONTRACTOR POSICION AND ADDRESS.	, , , , , ,				
		ntire negotiation t would you do c		ed a similar situa	tion tomorrov	v, what would
		trategy work in r			ROHAITC	Day 1
Trial Table		on see chien alto	BUT AL BUTTALE	ni kiw resetati Rusheria altati	actioniw eaceb	this stop aid!
		analysis during the learned from tod	ne review s	ession, how adeq	uately underst	tood the
7	6	5	4	3	(2)	1
Did not understand or learn at all	Did not understand of learn	r Did not understand or learn much	Neutral 19 14 0 518	Understood And Learned Somowhat	Understood and learned well	Understood and learned extremely well
	of an exclusive an	FTHICS		r the negotiators		
VII NE	COTIATING		Charles Darkstein	tel de la come de calcini ante	fazzi somestanite e	statist valence.
A LANGE TO SELECT	GOTIATING our observation	CONTRACTOR AND	the negot	iating team obser	ved or violate	d the ethical
Based on y	our observatio	n, do you believe	e the negot	iating team obser id the team misre	ved or violate	d the ethical
Based on y standards o	our observation of the legal pro	n, do you believe fession? For exa	e the negot ample, 1) d	iating team obser	ved or violate present mater	d the ethical
Based on y standards of did the tear	our observation of the legal prominvent self-s	n, do you believe fession? For exa	e the negot ample, 1) d acts? etc::S	iating team obser id the team misre	ved or violate epresent mater one:	d the ethical rial facts? 2)
Based on y standards of did the tear TEAM OB	our observation of the legal prominvent self-s SERVED ETHICAL TEAM VICE	n, do you believe fession? For exa erving material f CAL STANDARDS	e the negot ample, 1) d acts? etc.:S or	isting team obserted the team misrestelect and circle of TEAM VIOLATED DARDS, was the	ved or violate present materine: ETHICAL STA	d the ethical rial facts? 2)  NDARDS  tion so severe
Based on y standards of did the tear TEAM OB If you circle that, in you	rour observation of the legal prominvent self-s SERVED ETHIC Led TEAM VICar judgment, the	n, do you believe fession? For exa erving material f CAL STANDARDS DLATED ETHIC e team should be	e the negot ample, 1) d acts? etc. S or CAL STAN disqualifie	isting team obserted the team misron select and circle of the team violated	ved or violate present materine: ETHICAL STA	d the ethical rial facts? 2)  NDARDS  tion so severe
Based on y standards of did the tear TEAM OB  If you circle that, in you	our observation of the legal prominvent self-s SERVED ETHICAL VICE  TEAM VICE TEAM VIC	n, do you believe fession? For exa erving material f CAL STANDARDS	e the negot ample, 1) d acts? etc.: S or CAL STAN disqualifie	isting team obserted the team misrestelect and circle of TEAM VIOLATED DARDS, was the	ved or violate epresent mater one: ETHICAL STA e ethical viola etition? Circl	d the ethical rial facts? 2)  NDARDS  tion so severe
Based on y standards of did the tear TEAM OB  If you circle that, in you	our observation of the legal prominvent self-s SERVED ETHICAL VICE  TEAM VICE TEAM VIC	n, do you believe fession? For exa erving material f CAL STANDARDS DLATED ETHIC e team should be	e the negot ample, 1) d acts? etc.: S or CAL STAN disqualifie	isting team obserted the team misres delect and circle of the team misres delect and circle of the team VIOLATED DARDS, was the tead from the company to the team of the team	ved or violate epresent mater one: ETHICAL STA e ethical viola etition? Circl	d the ethical rial facts? 2)  NDARDS  tion so severe e one:

The Lasturation Criteria Forms will be collected by the competition administrator PRIOR to the

]				IM—JUDGIN tion Criteria Form—Jud		194 N
Judge's Name	replicit com	and implifed an		chi	nam Room #: vi	
ande s issue		CELL	W. IIIIAA OHA	12/2015/		gni votria.
Team Letter I	Designation: _	A-18	_ , c	lient Name:	WGN	P-
Negotiation j (Please circle	udged:	on level—Regio	nal or Nati	onal / and mark	the round obser	ved)
(	Round #1 _	Roun	d #2	Final:		
					CLE-ANAL YSIS	VI SI
Criteria I-V : are preparin		-		of the negotiat	ion and while th	e teams
This scale ass tactics reason	ably designed	the team was fa	miliar with set out in the	the facts and la	w and had a strat How weth prepar	egy and
7	6	5	4	3 /	( 2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat /	Prepared	Highly Prepared
This scale ass whether their work effective	esses whether strategy and to ely in the cont	the negotiators actics seemed so ext of the actua	seemed res cripted or o I negotiatio	ponsive to the notherwise pre-pla	PTING STRAT: negotiation as it us anned in a way the mable to adapt it osing team?	nfolded or at did not
7	6	5	4	3	2	I
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wha		d in the negotiat			o what extent did serve the client's	
7	6	5	4	3	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	/ COMO DEL LEGIT MOLE /	oals served ry well
	. •	otiators in work	ing togethe	r as a team, in s	haring responsibi	lity, and
7	6	5	4	3	2	$\overline{1}$
Totally lacking Lac in teamwork	•	omewhat lacking in amwork	Neutral	Somewhat good teamwork	Vary 0000 / /	cellent arnwork
MOORE IS	1 .	1, 1	7 97 997 77 5		TOTAL STORE THE	North Control

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

7	its client's best i		~		()	w t m
,	6	55msVi troil	4 -	// 3	_ :1001214012000	Team Letter
Relationship Managed Very Poorty	Relationship  Managed Poorty	Relationship Managed Somewhat Poorly	Neutral /	Relationship Manage Somewhat Well	d Relationship menaged well	Relationship managed extremely well
Criteria analysis.	VI and VII shot	ıld be complete	Fafter bot	h teams have co	ompleted thei	r self-
Students of following (1) "In rest you do the	CLF-ANALYSIS will begin this 10 questions: flecting on the er e same and what well did your str	etire negotiation, would you do d	if you face	ed a similar situa	tion tomorrow	
	the team's self-a n dynamics and le				uately underst	ood the
7	6	5	4	3	2	//1
Did not understand or learn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards did the tes	EGOTIATING your observation of the legal prof am invent self-se	i, do you believe ession? For exa rving material fa	mple, 1) di acts? etc. S	d the team misre elect and circle o	epresent mater one:	ial facts? 2)
TEAM O	BSERVED ETHIC	AL STANDARDS	or ]	EAM VIOLATED	ETHICAL STAI	NDARDS
that, in yo	cled TEAM VIO our judgment, the	team should be	disqualifie	d from the comp		
		, DISQUALIFY		IO, DO NOT DISQ	UALIFY	
	plain in detail:					
Please ex	=					
Please ex					(J'#)	

The Evaluation Criteria Forms will be collected by the competition administrator <u>PRIOR</u> to the judges providing feedback to the fast two teams.

whole member) as the teamwork rating.

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Judge's Name	e: <u>CO CO</u>	S A Cell	#	Date:	4 Room #:	1
Team Letter	Designation: _	A-18	<del></del>	Client Name:	Mer	r gia ronou
Negotiation   (Please circle	TOWNS TO THE PARTY OF THE PARTY	on levelRegio	onal or Na	tional / and mark	t the round ob	served)
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	_	otiators in work	ing togetl	ner as a team, in s	haring respon	sibility, and
7	6	5	4	3	( 2 )	1
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# **EVALUATION CRITERIA FORM-JUDGING SCALES**

(Each judge should receive four copies of the Evaluation Criteria Form-Judging Scales.)

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Team Letter	Designation:	A-18		Client Name:	WGB	
Negotiation (Please circ	i jud <b>ged:</b> le the compet	ition level—Regi	onal or No	ntional / and ma	rk the round o	bserved)
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riteria V nalysis,	T and VH sho	uld be completed	d after bo	th teams have co	mpleted thei	r self-
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id not derstand or arn at all	learn	r Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood an learned extremely well
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The Exabilition Criteria Forms will be collected by the competition administrator PRIOR to the judges providing feedback to the last two teams.

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Judge's Name		LOCIPS Cell	#: 41107	Date:	Room #	yaw sili bic
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Team Letter D	1000	8-18		Client Name:	Mackhau	2//>
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Please circle	the competii	tion level—Regio	nal or I	National / and mark		
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providing mul	tual backup?					
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whole number) a			-,, ***,	modularium intelligence della interna		enedokungg sekonasum

v. Ri	ELATIONS	SHIP BETWEE	N THE NEC	COTIATING T	EAMS	
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achieving	its client's l	pest interests?	Vi. 1965	81-8	0	
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Relationship Managed Very Poorly	Relationship Managed Poorl	Relationship Managed Somewhat Poorly	Neutral	Relationship Mana Somewhat Well	nged Relationship managed well	Relationship managed extremely well
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VI. SI	LF-ANAL	VSIS				(
Students		is 10-minute per	iod by answe	ering directly to t	he judges, respo	onses to the
you do the	e same and	he entire negotiat what would you o	do differently	?" soprance		v, what would
(2) "How	well did you	ur strategy work	in relation to	the outcome?"		ar steps aid!
		elf-analysis durin and learned from		\$1.00.00 K	equately unders	tood the
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Did not understand or learn at all	Did not underst	tand or Did not understan learn much	d or Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
VII. N		NG ETHICS		the married with	reiterior access	his suale re-
Based on	your observ	ation, do you bel profession? For			erved or violate	
		If-serving materi				,
TEAM O	BSERVED ET	THICAL STANDAR	DS or	TEAM VIOLATE	D ETHICAL STA	NDARDS
If you cire	led TEAM	VIOLATED ET	HICAL STA	NDARDS, was t	the ethical viola	tion so severe
		t, the team should				
	3 20	1000 010011 1110	•,		не кезмоп. текв	
		YES, DISQUALIF	Y	NO, DO NOT DIS	SQUALIFY	
Please exp	plain in deta	il:				
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	EVALUA (Each jud	TION CRITE  Igo should receive four co			NG SCALE Judging Scales.)	S. RELA
Judge's Na	apileit commu	nd implier de		Date:	Room	100 Hans 7
30000 5 111		0 10		erests?	hend's heat into	whitelets o
Team Lette	er Designation	: <u>P - 8</u>	1	Client Name: _	Black	will.
	on judged: cle the compe	tition level—Regi	onal or N	ational / and ma	rk the round o	Capaged Very Man
	Round #	Rou	nd #2	Final:		
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tactics reas this team,	sonably design	ner the team was the ded to the situation to performance are	n set out in	the fact pattern		
7	6	5	4	3	/ 2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
whether th work effec	eir strategy an tively in the c	ner the negotiators d tactics seemed ontext of the actu formation or to u	scripted of al negotia	r otherwise pre-j	planned in a wearn able to ad	ay that did no
7	6	5	4	(3)	2	l
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7	6	5	4	8 3	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
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achieving its client's best interests? Client Names Relationship Relationship Relationship Relationship Neutral Relationship Managed Relationship Managed Very Managed Poorly managed Managed Somewhat Well managed well Poorly (Alexander of the Control of Somewhat horsestand to lancorge? **Poorty** 

Criteria VI and VII should be completed after both teams have completed their selfarralysis.

#### VI. SELF-ANALYSIS

V.

Students will begin this 10-minute period by answering directly to the judges, responses to the following questions:

- (1) "In reflecting on the entire negotiation, if you faced a similar situation tomorrow, what would you do the same and what would you do differently?"
- (2) "How well did your strategy work in relation to the outcome?"

Based on the team's self-analysis during the review session, how adequately understood the negotiation dynamics and learned from today's negotiation?

7 6 5 3 2 Did not inderstood and Did not understand or Did not understand or Understood And Understood and understand or learnedlearn much Learned Somewhat learned well

### VIL. NEGOTIATING ETHICS amounts for horizon between animal horse requirement and and are

Based on your observation, do you believe the negotiating team observed or violated the ethical standards of the legal profession? For example, 1) did the team misrepresent material facts? 2) did the team invent self-serving material facts? etc. Select and circle one:

TEAM OBSERVED ETHICAL STANDARDS TEAM VIOLATED ETHICAL STANDARDS

If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so severe that, in your judgment, the team should be disqualified from the competition? Circle one:

outcome of the rescion, regardless of whather agreement was reached, serve the client's gools? YES, DISQUALIFY NO, DO NOT DISQUALIFY

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

constants in working together as a team, in anarray responsibility, and

# **EVALUATION CRITERIA FORM-JUDGING SCALES**

(Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Na	me: LAJ M	MANZ Cel	1#4	ate: 912	113 Room #:	212
Team Lette	r Designation	: 5-18		Client Name:	BLACKUAW	K S
Negotiatio (Please circ		tition level—Regi	onal or No	ational / and ma	rk the round obs	Managod Vocy y
	Round #	Rou	nd #2	Final:	(ip.) (1.31) Z (A) p	f Zufregije ). Sie (leift).
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	ing for the se		okores ir idrezioni		order that ear selfor	
This scale a tactics reas	assesses wheth onably design	I PLANNING her the team was a ed to the situation ts performance ar	familiar w n set out in	ith the facts and the fact pattern		rategy and
7	6	5	4	3		1
Very Un <del>prepared</del>	Unprepared	Somewhat Un <del>prep</del> ared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effect	assesses wheth eir strategy and tively in the co	IN DEVIATING ner the negotiators d tactics seemed a context of the actu formation or to u	s seemed i scripted or al negotia	responsive to the otherwise pre-ption. Was this to	negotiation as i planned in a way cam able to adap	t unfolded or that did not
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Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on w	•	SESSION wed in the negotial egardless of whet				
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Goals not served at all	Goals not serve	d Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goels served very well
How effect	AMWORK ive were the n nutual backup	egotiators in wor	king toget	her as a team, in	sharing respons	ibility, and
7	6	5	4	<b>(3</b> )	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person to	eam, average criterio	a I, II, III, V,	VI, and VII and en	iter that result (to th	ie nearest

	its client's best	9 Samuli mail	)-	61-8	Designation:	ramal mus?
	6	2 assistar america	4	(3)	21131630	1
lelationship Aanaged Very 'oorly	Relationship  Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Triteria ' malysis.	VI and VII shot	ild be completed	Lafter bø	th teams have co	mpleted thei	r self-
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SWA PER	How well-amora	the fact natural	or tag tag	mentantio valt at h	em lash ofeirn	This scale as medics reason
		nalysis during the earned from toda		ession, how adequation?	uately underst	ood the
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oid not inderstand or carn at all	Did not understand or learn	Did not understand or learn much	Noutral 1 1000 E	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
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TEAM O	BSERVED ETHIC	AL STANDARDS	or ´	FEAM VIOLATED	ETHICAL STA	NDARDS
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RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

The Lyaluation Criteria, Lorms will be collected by the competition administrator PRIOR to the judges providing teedback double histagy teams.

EVALUATION CRITERIA FORM-JUDGIN (Each judge should receive four copies of the Evaluation Criteria Form-Judge's Name: Frank V. Drummar \_ Room #: 216 Cell #: W F N Team Letter Designation: Client Name: Negotiation judged: (Please circle the competition level-Regional or National / and mark the round observed) Round #2 Final: Round #1 Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. ou do the same and what weedd you do differently NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 Very Neutral Unprepared Somewhat Prepared Highly Somewhat Unprepared Unprepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 5 Very Inflexible Somewhat Somewhat Flexible Highly Inflexible Inflexible Flexible Flexible III. OUTCOME OF SESSION MACHES LACINITED THAT AND MARKET LESSING BOY W Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 2 1 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well not served somewhat very well भ्रं भ्री IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 5 3 1 Totally lacking Lacking teamwork Somewhat good Excellent Somewhat lacking in Very Good in teamwork teamwork Team work teamwork Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

actic ving	its client's best			$\Gamma = \Lambda$	to con-	letract from
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Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V malysis.	Fund VII sho	uld be completed	Lafter bo	th teams have co	mpleted thei	ir self-
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oid not nderstand or earn at all	Did not understand or learn	r Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
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				TEAM VIOLATED IDARDS, was the		
			S	ed from the compo		
		s, disqualify		NO, DO NOT DISQU	JALIFY	130 515000160
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Judge's Nan	ne: Charles	G. Batch Cell	#:		Room #	: 'Ula
Team Letter	Designation	: A-3		Client Name:	WGM)	sti Buranta
Negotiation (Please circu		tition level—Regi	onal or No	ational / and mar	k the round ob	served)
	Round #	Rou	nd #2	Final:	tu dz Hillen	
					PISATANA	VI. SELI
	should be ong for the sc	ompleted follow If-analysis.	ing the ci			
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Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh		SESSION wed in the negotial egardless of whet				
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How effective	MWORK ye were the nutual backup	egotiators in worl ?	king toget	her as a team, in	sharing respon	sibility, and
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	single-person to as the teamwo	eam, average criteria rk rating.	ı I, II, III, V,	, VI, and VII and ent	er that result (to	the nearest

that, in your judgment, the team should be disqualified from the competition? Circle one:

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

4				tion Criteria Form—Jud		isa .v
Judge's Name	d explicit clum	Cell #		Date:	Room #:	26
Team Letter ]	Designation:	A-3	C	lient Name:	W61	a Buranios
Negotiation j (Please circle	The state of the s	n level—Regior	nal or Nati	onal / and mark	the round obs	Managed Very N
and the second	Round #1	Round	d #2	Final:	irio dicioni	<b>(</b>
		tion of the state of	estable l'alien	ded to a resolvence	P-ANALYSIS	VI. SEL
	should be com g for the self-a		ng the end	of the negotiat	ion and while	the teams
This scale ass tactics reason		he team was far o the situation s	miliar with set out in th	the facts and land he fact pattern.  It strategy?	w and had a st	rategy and
7	6	5	4	3	/ 2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale ass whether their work effective	esses whether t strategy and ta- ely in the conte	he negotiators s ctics seemed so ext of the actual	seemed res ripted or o negotiation	ANS OR ADA sponsive to the rotherwise pre-plan. Was this teal oves by the opp	negotiation as i anned in a way m able to adap	t unfolded or that did not
7	6	5	4	3	2	1
Very Inflexible	Inflexible 3 (4)	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible 9	Highly Flexible
Based on wha		in the negotiati		e self-analysis, tent was reached,	o what extent o	
7	6	5	4	3	12 )	1
Goals not served at all	Goels not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served weil	Goals served very well
	_	tiators in worki	ing togethe	er as a team, in s	charing respons	ibility, and
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NOTE: For a s	ingle-person team,	average criteria l	I, II, III, V, V	T, and VII and ente	er that result (to th	ne neares!

	its client's best		Sinp with the	ne other team cont	and the total of the	CHACL HOIII
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delationship Asnaged Very boorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	2	Relationship managed extremely well
Triteria V malysis.	/Land VII sho		d after bo	h teams have co	mpleted thei	r self
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		malysis during the learned from tod		ession, how adequation?	nately underst	ood the
1-50	6	5	4	3	12	1
oid not nderstand or carn at all	Did not understand or learn	r Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood an learned extremely well
Based on yetandards of the teal	of the legal prominvent self-so	n, do you believ fession? For ex	e the negotiample, 1) dacts? etc. S	ating team observed the team misregular and circle of TEAM VIOLATED I	ved or violate present mater ne:	d the ethical rial facts? 2)
hat, in yo	ur judgment, the	e team should be	disqualific	DARDS, was the	tition? Circle	e one:
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Please exp					Listenstra	1 March 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
		n as a team, un s	ine loseth	gy Catata ni Wari	LMWORK ve were it a n attest backup	How effices

The Lyahuakon Criteria Forms wilkbe collected by the competition administrator PRIOR to the

in team work

Judge's Name: Track V. Team Letter Designation: Client Name: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #2 SEEL FLAMAL WEELS Criteria I V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 Vary Unprepared Somewhat Neutral Somewhat Prepared Highly Unprepared Unprepared Prenared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 Somewhat Very Inflexible Somewhat A Flexible Highly Neutral Inflexible Inflexible OUTCOME OF SESSION TRACKARY LANGUAGE STANDARY NOISES TO SMOOTHO TIT. Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 5 3 2 7 1 Goals somewhat Goals served Goals served Goals not served Goals not served Goals served well not served somewhat very well ध्य भी IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 2 5 1 Totally lacking Lacking teamwork Somewhat good Excellent Somewhat lacking in Very Good Neutral

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

teamwork

Teamwork

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tandarde			-	select and circle or	THE R. P. LEWIS CO., LANSING, MICH. 401, 1977.	iai iacis: 2,
did the tes		AL STANDARDS	or	TEAM VIOLATED I	ETHICAL STA	NDARDS
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The Exalterion Criteria Comps will be collected by the competition administrator PRIOR to the

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Team Letter Designation:  Negotiation judged:  (Please circle the competition level—Regional or National / and mark the round observed)  Round #1  Round #2  Final:  Criteria 1-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis.  I. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy?  7 6 5 4 3 2  Very Unprepared Somewhat Neutral Somewhat Prepared Prepared Unprepared Unprepared Somewhat Neutral Somewhat Prepared in a way that did no work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team?  7 6 5 4 3 2 1  Very Inflexible Somewhat Neutral Somewhat inflexible Flexible Flexible Highly Inflexible Somewhat Neutral Somewhat Flexible Highly Plexible Somewhat Neutral Somewhat So					uation Criteria Form—Jud		V. REG
Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed)  Round #1 Round #2 Final:  Criteria I-V Should be completed to having the end of the negotiation and while the teams are preparing for the self-mailysis.  I. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy?  7 6 5 4 3 2  Very Unprepared Somewhat Duprepared Prepared Prepared Prepared Prepared Unprepared Unprepared Prepared Prepa	Judge's Nam	e: Rebeca	-Valenzu	#:	Date: 42	Noom #:	318
Round #1 Round #2 Final:  Criteria I-V should be competition level—Regional or National / and mark the round observed)  Round #1 Round #2 Final:  Criteria I-V should be competed following the end of the negotiation and while the teams are preparing for the self-analysis.  I. NEGOTIATION PLANNING  This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy?  7 6 5 4 3 2  Very Unprepared Somewhat Neutral Somewhat Prepared Highly Engared Unprepared Somewhat Neutral Somewhat Prepared On the negotiation as it unfolded to whether their strategy and tactics seemed responsive to the negotiation as it unfolded to whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did no work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team?  7 6 5 4 3 2 1  Very Inflexible Somewhat Neutral Somewhat Flexible Highly Inflexible Infle	Team Letter	Designation: _	A-1'	5	Client Name:	NGN	ichieving its
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I. NEGOTIATION PLANNING  This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy?  7 6 5 4 3 2  Very Unprepared Somewhat Neutral Somewhat Prepared Highly Depared Unprepared Unprepared Or otherwise pre-planned in a way that did no work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team?  7 6 5 4 3 2 2 Highly Inflexible Infl			•	ing the en	d of the negotiat	ion and while	e the teams
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IL. FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded o whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did no work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team?  7 6 5 4 3 2 1  Very Inflexible Somewhat Inflexible Neutral Somewhat Flexible Highly Inflexible  III. OUTCOME OF SESSION  Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals?  7 6 5 4 3 2 1  Goals not served Goals not served Goals somewhat Neutral Goals served well somewhat not served at all  IV. TEAMWORK  How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?  7 6 5 4 3 2 1  Totally lacking Lacking teamwork Somewhat lacking in Neutral Somewhat good Very Good Very Good	7	6	5	4	3	of birm soluming 2	la collection
This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded of whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did no work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team?  7 6 5 4 3 2 1  Very Inflexible Somewhat Inflexible Somewhat Inflexible Inf	•	Unprepared		Neutral		Prepared	Highly Repared
III. OUTCOME OF SESSION  Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals?  7 6 5 4 3 2 1  Goals not served Goals not served Goals somewhat Neutral Goals served well vary well  IV. TEAMWORK  How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?  7 6 5 4 3 2 1  Totally lacking Lacking teamwork Somewhat lacking in Neutral Somewhat good Very Good Excellent	This scale ass whether their work effective	sesses whether strategy and rely in the con	r the negotiators tactics seemed s text of the actua	seemed neripted or all negotiat	esponsive to the notherwise pre-plation. Was this tea	negotiation as anned in a wa m able to adaj	it unfolded o y that did no
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How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?  7 6 5 4 3 2  Totally lacking Lacking teamwork Somewhat lacking in Neutral Somewhat good Very Good Excellent		Goals not served		Neutral		Goals served well	Late County of the County of t
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in teamwork teamwork teamwork Teamwork Teamwork	Totally lacking La in teamwork		_	Neutral	Somewhat good teamwork	The state of the s	Excellent Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

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		Alternation Co.

This scale Did the w	focuses on w	IP BETWEEN To creations, and the carries an age its relations of interests?	and tone.	and implied an	d explicit com	
7	6	lient Name 2	<b>4</b>	31-4	izmwies(	101
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manage Somewhat Well	ed Relationship managed well	Relationship managed category well
Criteria <sup>9</sup> analysis.	VI and VII sh	ould be completed	l after bo	th teams have c	ompleted thei	r self-
Students v following (1) "In ref you do the (2) "How	questions: lecting on the e same and wh well did your	10-minute period be entire negotiation, at would you do di strategy work in re	if you fac ifferently? lation to t	ed a similar situs " he outcome?"	ation tomorrov	w, what would
		-analysis during th I learned from toda			quately underst	ood the
7	6	5	4	3	2	1
Did not understand or learn at all	Did not understand learn	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards	of the legal pr	G ETHICS on, do you believe ofession? For exa serving material fa	the negot mple, 1) d	id the team misr	epresent mater	
TEAM O	SERVED ETH	CAL STANDARDS	or '	TEAM VIOLATED	ETHICAL STA	NDARDS
that, in yo	ur judgment, t	OLATED ETHIC. he team should be	disqualifi			
, and a	Y We was efficient	es, disqualify		NO, DO NOT DISC	UALIFY	
Please exp	olain in detail:					
169.1700	Пиродина имен	de ar yuer   he re	di.		-	37
-	7		2		_	

The Evaluation Criteria Forms will be collected by the competition administrator <u>PRIOR</u> to the judges providing feedback to the last two teams.

### EVALUATION CRITERIA FORM-(Each judge should receive four copies of the Evaluation Criteria Judge's Name: Team Letter Designation: Client Name: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #2 Final: SELF-ANAL-VIEW Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis." NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? Very Unprepared Neutral Highly Somewhat Unprepared Unprepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY

### П.

This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team?

7	6	5	4	$\begin{pmatrix} 3 \end{pmatrix}$	. 2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

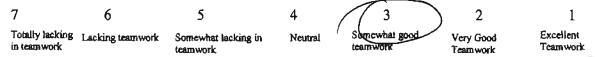
#### **OUTCOME OF SESSION** Ш.

Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals?

7	6	5	4	3	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Gogle served somewhat	Goals served well	Goals served very well

#### IV. TEAMWORK

How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?



NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

				and implied and		
		nage its re	- 24	he other team cor	ntribute to or d	letract from
achieving	its client's best					
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Relationship Managed Very Poorly	Relationship Managod Poorty	Relationship Managed Somewhat Poorly	Neutral	Relationship Manage Somewhat Well	d Relationship managed well	Relationship managed extremely well
Criteria V analysis.	vI aud VII sho	ald be completed	l after bi	oth teams have co	impleted thei	r self-
Students v following (1) "In ref you do the (2) "How	questions: lecting on the end same and what well did your st	0-minute period but ntire negotiation, twould you do di rategy work in re	if you fac ifferently? elation to	the outcome?"	ation tomorrov	v, what would
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7	6	5	4	(3)	2	1
Did not understand or learn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Some what	Understood and learned well	Understood and learned extremely well
Based on standards did the tea	of the legal pro- m invent self-so	n, do you believe fession? For exa	the negor	tiating team obser did the team misro Select and circle of TEAM VIOLATED	ved or violate epresent mater one:	d the ethical rial facts? 2)
that, in yo	ur judgment, the	e team should be	disqualifi	NDARDS, was the ded from the comp	etition? Circle	
retain!	YE	S, DISQUALIFY	Tinnsign 10	NO, DO NOT DISQ	UALIFY	TO SHESSHE
Please exp	olain in detail:	Service J		palais (o)) malaimos emora	Colleges served	Course by select
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		lete ALL catego	ries befor	e turning in this f	om.	

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

The Exultation Criteria Forms will be collected by the competition administrator PRIOR to the

providing mutual backup?

Totally lacking Lacking teamwork

6

7

#### Attachment B EVALUATION CRITERIA FORM—JUDGING (Each judge should receive four copies of the Evaluation Criteria Form Client Name: Team Letter Designation: Negotiation judged: (Please circle the competition level—Regi<u>on</u>al or National / and mark the round observed) Round #1 Final: Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 Very Unprepared Neutral Highly Unprepared Unprepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY П. This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 Very Flexible Highly Inflexible Somewhat Somewhat Inflexible Inflevible Flexible Flexible OUTCOME OF SESSION III. Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 6 2 1/ Goals served Goals somewhat froals served Goals served well Goals not served Goals not served Neutral not served somewhat very well et all IV. **TEAMWORK** How effective were the negotiators in working together as a team, in sharing responsibility, and

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Neutral

3

Somewhat good

teamwork

Very Good

Team work

Teamwork

5

teamwork

Somewhat lacking in

V.	REI	LATIO	ONSHI	P BETWEEN T	HE NEG	OTIATING TE	AMS	
Did the	ale f e way	ocuse: / this 1	s on wo	rd choice, attitud anage its relation	e and tone	and implied and	d explicit com	
achievi 7——	ing it	s clien	nt's best	interests?	D 4	731-A		14
Relationsh Managed ' Poorly	Very	Relations Managed	Poorty	Relationship Managed Somewhat Poorty	Neutral	Relationship Manage Somewhat Well	ed Relationship managed well	Relationship managed extremely well
Criter malys		and	VII she	ould be complete	d after bo	th teams have co	ompleted thei	ir self-
followi	its wi	ll beg uestio	ns:	IS 0-minute period entire negotiation				
ou do	the s	same a	and wha	it would you do d trategy work in re	lifferently?	H ANDROICE		o, what would Day In shore side
				analysis during the learned from toda			quately underst	tood the
7 Did not mderstand	A .	6 Did not u	inderstand (	5 or Did not understand or learn much	4 Neutral	3 Understood And Learned Somewhat	2 Understood and learned well	Understood and learned
tandar	NE( on yo	our ob f the l	servationegal pro	SETHICS on, do you believe ofession? For exe erving material f	imple, 1) c	lid the team misr	epresent mater	
TEAM	1 OBS	ERVE	D ETHIC	CAL STANDARDS	or	TEAM VIOLATED	ETHICAL STA	NDARDS
hat, in	you	judg	ment, th	OLATED ETHIC ne team should be	disqualifi	ed from the comp	petition? Circl	e one:
		ella e	YE YE	S, DISQUALIFY		NO, DO NOT DISQ		
Please	expl	ain in	detail:		fugiciené	Parties action of		
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## EVALUATION CRITERIA FORM—JUDGING SC

(Each judge should receive four copies of the Evaluation Criteria Form-Judging Scales.) ind tone, and map Judge's Name: White Team Letter Designation:

Negotiation judged:

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

Round #2 Final:

Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis.

### **NEGOTIATION PLANNING**

This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy?

Very Unprepared Somewhat Neutral Somewhat Highly Prepared Unprepared Unprepared Prepared Prepared

## FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY

This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team?

7 5 1 Very Inflexible Somewhat Flexible Highly Somewhat Neutral Inflexible Inflexible Flexible

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Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals?

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#### IV. TEAMWORK

How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?

7 5 3 1 Totally lacking Lacking teamwork Somewhat good Excellent Somewhat lacking in Neutra) Very Good in teamwork Teamwork teamwork Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

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RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

MBN : Blackhanks Attachment B EVALUATION CRITERIA FORM-JUDGING SC (Each judge should receive four copies of the Evaluati Judge's Name: 1 Client Name: Round #1 Round #2 Final:

Team Letter Designation: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) SELT-LAMALYSIS Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? Very Unprepared Highly Somewhat Neutral Unprepared Unprepared Prepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 5 Very Inflexible Somewhat Somewhat Flexible Highly Inflexible Inflexible Flexible III. OUTCOME OF SESSION IN A CHARLET TO THE TOTAL TO THE TOTAL TO THE TOTAL TO THE TOTAL TOTAL TO THE TOTAL TOTAL TO THE TOTAL Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 2 1 Goals somewhat Goals served Goals not served Goals serv Goals not served Neutral Goals served well not served somewhat at all IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 5 3 1

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Neutral

Somewhat lacking in

Somewhat good

teamwork

Excellent

Teamwork

Totally lacking Lacking teamwork

in teamwork

V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS This scale focuses on word choice, tone, and implied and explicit communications. Did the way this team manage its relationship was he other team contribute to or detract from achieving its client's best interests? Client Name? Relationship Relationship Relationship Relationship Relationship Managed Relationship Neutral Managed Vory Managed Poorly managed Managed Somewhat Well aged wy extremely well Somewhat **Poorty** Criteria VI and VII should be completed after both teams have completed their selfanalysis: VI. SELF-ANALYSIS Students will begin this 10-minute period by answering directly to the judges, responses to the following questions: (1) "In reflecting on the entire negotiation, if you faced a similar situation tomorrow, what would you do the same and what would you do differently?" (2) "How well did your strategy work in relation to the outcome?" Based on the team's self-analysis during the review session, how adequately understood the negotiation dynamics and learned from today's negotiation? 7 6 Did not Understood and Did not understand or Did not understand or Linderstand And Neutral understand or learned Learned Somewhat learned welf learn at all extremely well **NEGOTIATING ETHICS** Based on your observation, do you believe the negotiating team observed or violated the ethical standards of the legal profession? For example, 1) did the team misrepresent material facts? 2) did the team invent self-serving material facts? etc. Select and circle one; TEAM OBSERVED ETHICAL STANDARDS TEAM VIOLATED ETHICAL STANDARDS If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so severe that, in your judgment, the team should be disqualified from the competition? Circle one: YES, DISQUALIFY NO, DO NOT DISQUALIFY Please explain in detail:

3. Blackhanks

PLEASE be sure to complete ALL categories before turning in this form.

7

in teamwork

Totally lacking Lacking teamwork

TION CRITERIA FORM-JUDGING SO (Each judge should receive four copies of the Evaluation Criteria Form-Room #: Judge's Name: Team Letter Designation: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed. Round #2 Final: Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. NEGOTIATION PLANNING I. This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? Very Neutral Highly Unprepared Somewhat Prepared Somewhat Unprepared Prepared Prepared Unprepared Π. FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 5 1 Very Inflexible Somewhat Somewhat Flexible Highly Neutral Inflexible Inflexible Flexible OUTCOME OF SESSION INACMATE LA JIMPE CETTA FOR MALE before use if Ш. Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 3 1 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well not served somewhat very well at all IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Neutral

Somewhat good

teamwork

2

Very Good

Teamwork

1

Excellent

Team work

5

Somewhat lacking in

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		judges providing t				

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NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

The Landmation Criteria Forms will be collected by the competition administrator **PRIOR** to the

# EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

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Judge's Nam	e: Sene	rala	Cell	ate: 4/	21_ Room #:	225
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	Round #1	<u></u>	Round #2	Final:	na v († 7 ma).	
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#### V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

A Client Mames

This scale focuses on word choice, attitude and tone, and implied and explicit communications. Did the way this team manage its resident the other team contribute to or detract from achieving its client's best interests?

Relationship Relationship Managed Very Managed Poorly **Poorly** 

Relationship Managed Somewhat **Poorty** 

Neutral Somewhat Well

Relationship Manager Relationship managed well

Relationship managed extremely well

Learn Letter

Criteria VI and VII should be completed after both teams have completed their selfanalysis.

#### VI. SELF-ANALYSIS

Students will begin this 10-minute period by answering directly to the judges, responses to the following questions:

- (1) "In reflecting on the entire negotiation, if you faced a similar situation tomorrow, what would you do the same and what would you do differently?"
- (2) "How well did your strategy work in relation to the outcome?"

Based on the team's self-analysis during the review session, how adequately understood the negotiation dynamics and learned from today's negotiation?

7 Did not understand or

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Neutral

Understood And Learned Somewh

2 Understood and learned well

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Based on your observation, do you believe the negotiating team observed or violated the ethical standards of the legal profession? For example, 1) did the team misrepresent material facts? 2) did the team invent self-serving material facts? etc. Select and circle one:

TEAM OBSERVED ETHICAL STANDARDS of TEAM VIOLATED ETHICAL STANDARDS

If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so severe that, in your judgment, the team should be disqualified from the competition? Circle one:

outcome of the session, regardless of whether generated was reacted, sowe the chart's goals?

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

the Evaluation Criteria Rogas will be collected by the competition ashanistrator PRIOR to the jurdices providing toodback to the last two teams.

## **EVALUATION CRITERIA FORM—JUDGING SCALES**

(Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Nam	ie: <u>Sone</u>	card ce	11 #:	Date: 4/21	<b>Room</b> #:	225
Team Letter	Designation	<u> </u>	(	Client Name:	NGN	chiaving Its
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IV. TEA	MWORK					
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NOTE: For a			ia I, II, III, V,	VI, and VII and ente	r that result (to th	he nearest

## V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

This scale focuses on word choice, attitude and tone, and implied and explicit communications. Did the way this team manage its religious the other team contribute to or detract from achieving its client's best interests?

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Criteria VI and VII should be completed after both teams have completed their selfanalysis:

### VI. SELF-ANALYSIS

Students will begin this 10-minute period by answering directly to the judges, responses to the following questions:

- (1) "In reflecting on the entire negotiation, if you faced a similar situation tomorrow, what would you do the same and what would you do differently?"
- (2) "How well did your strategy work in relation to the outcome?"

Based on the team's self-analysis during the review session, how adequately understood the negotiation dynamics and learned from today's negotiation?

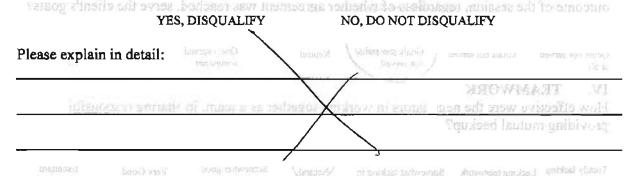
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## VII. NEGOTIATING ETHICS

Based on your observation, do you believe the negotiating team observed or violated the ethical standards of the legal profession? For example, 1) did the team misrepresent material facts? 2) did the team invent self-serving material facts? etc. Select and circle one:

TEAM OBSERVED ETHICAL STANDARDS TEAM VIOLATED ETHICAL STANDARDS

If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so severe that, in your judgment, the team should be disqualified from the competition? Circle one:



PLEASE be sure to complete ALL categories before turning in this form.

The Evaluation Criteria Forms will be collected by the exempetition administrator PRIOR to the

### Attachment B (Each judge should receive four copies of the Evaluation Criteria Formsilitati baa anci bas abatina Judge's Name: Un Lew Oders Cell #: Room #: 22 Team Letter Designation: Client Name: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #2 Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. **NEGOTIATION PLANNING** This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 2 Very Neutral Unprepared Somewhat Somewhat Highly Prepared Unprepared Unprepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 5 Very Inflexible Somewhat Neutral -Somewhat Flexible Highly Inflexible Inflexible Flexible Flexible OUTCOME OF SESSION CRACKARY JACHET GETA LOLV MAST belong now if Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 5 3 2 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well not served somewhat at all

#### IV. TEAMWORK

How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?

7 6 5 3 1 Totally lacking Lacking teamwork Excellent Somewhat good Very Good Somewhat lacking in in teamwork teamwork Teamwork teamwork Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

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The fivaluational riteria borns will be collected by the competition administrator PRIOR to the

PLEASE be sure to complete ALL categories before turning in this form.

				NATION Criteria Form—Jun		V. REL
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Judge's Nan	ne: Leah Chi	<u>ristengen</u> Cell	#	Date: SAT	Room #:	V125/01
Team Letter	Designation:	A-13-W	GN	^!: >t me:	WGN	SIL BEL ABIUSE
Negotiation	indaed:	Kelahonahip Managod		Malakie	quiencuen	ici quiencitaisi
Please circi	le the competi	tìon level—Regio	onal or No	ntional / and mark	the round ob.	served)
	ine astronomic transition		Transport contra	1020Y	EDISTANCE VALUE	THE PROPERTY OF THE PARTY OF TH
	Round #1	_X_ Rou	nd #2	Final:		
					-ANALYSIS	VL SELI
	should be cong for the sel		ing the cr	ed of the negotian	ion and while	the teams
I. NEG	OTTATION	PLANNING	forently?"	would you do diff	ime and what	you do the se
		See the first transport of	amiliar w	ith the facts and la	w and had a s	trategy and
tactics reaso	nably designe	d to the situation	set out in	the fact pattern.		
this team, ju	dging from its	s performance an	d its appa	rent strategy?	d by contract	t notisitos
7	6	5	4	3	(2)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether thei work effective	sesses whether r strategy and vely in the co	er the negotiators tactics seemed s ntext of the actua	seemed r cripted or I negotiat	LANS OR ADA esponsive to the responsive to the responsive pre-plation. Was this teamoves by the opp	negotiation as anned in a wa m able to adap	it unfolded or y that did not
7	6	5	4	3	(2)	URST 200 BID
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh		ed in the negotia		he self-analysis, to nent was reached,		
7	6	5	4	3	(2)	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effective	MWORK /e were the neutual backup?		cing toget	her as a team, in s	haring respons	sibility, and
7	6	5	4	3	2	()
Totally lacking L in teamwork	acking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

				and implied and ne other team con		
achieving	g its client's best i		h	3100 Et A		
7	6 124	Samaki	4	31-14	:noi2ngiga(	Totter
Relationship Managed Very Poorly	Relationship  Managed Poorty	Relationship Managed Somewhat Poorly	Neutral	Relationship Manager Somewhat Well	t Relationship managed well	Relationship managed extremely well
Criteria ' malysis,	VI and VII shor	The state of the s	d after bo	th teams have co	impleted thei	r self-
Students violations of the students of the stu	questions:	)-minute period l ntire negotiation, would you do d	if you fac ifferently?		tion tomorrov	
(2) HOW	well did your su	rategy work in re	siation to t	ne outcome?	arbartiv sozena	ि। इस्कृति वर
	the team's self-a n dynamics and le			ession, how adeq ation?	uately underst	rood the
7	6	5	4	3	2	(1)
Did not understand or earn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards	of the legal prof	n, do you believe fession? For exa	the negot mple, 1) d	iating team obser id the team misre elect and circle of	ved or violate present mater	d the ethical
TEAM O	BSERVED ETHIC	AL STANDARDS	or	TEAM VIOLATED	ETHICAL STA	NDARDS
	cled TEAM VIO			DARDS, was the		
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	our judgment, the		1715\$193.15	VO, DO NOT DISQ	91 JR018238 50	
that, in yo	our judgment, the	Dovidence Revi 1616	1715\$193.15		91 JR018238 50	
hat, in yo	our judgment, the YES	Dovidence Revi 1616	1715\$193.15		91 JR018238 50	

The Evaluation Criteria Forms will be collected by the competition administrator <u>PRIOR</u> to the judges providing feedback to the last two teams.

	Each jud			Juation Criteria Form—Ju		A DELA
Judge's Na	me: <u>Nosh</u>	n Ham Cel	!	Date: 96	4/13 Room #	1: 227
Team Lette	er Designation:	A-13	-	Client Name:	WGN	su Parasus
Negotiatio (Please circ		ition level—Regi	onal or N	ational / and mar	k the round of	bserved)
	Round #1	Rou	nd #2	Final:		
					ANAL YSIS	L SELF
	V should be co ring for the sel		ing the cr	ad of the negotia	tion and whi	le the teams
This scale a	onably designe	er the team was f	familiar w n set out in	ith the facts and lead the fact pattern.  The trace of the fact pattern.  The fact pattern is trategy?	aw and had a	strategy and
7	6	5	4	3	$\left(\begin{array}{c}2\end{array}\right)$	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Propared	Prepared	Highly Prepared
This scale a whether the work effect	assesses wheth eir strategy and tively in the co	er the negotiators I tactics seemed : ntext of the actu	s seemed of scripted of al negotia	PLANS OR ADA responsive to the r otherwise pre-pi tion. Was this tea moves by the opp	negotiation as lanned in a wa am able to ada	it unfolded of ay that did no
7	6	5	4	3	2	(1)
Very 2014 A 13 Inflexible	Inflexible 11	Somewhat Inflexible	Neutral 7	Somewhat Flexible	Flexible	Highly Plexible
Based on w	•	ed in the negotis		the self-analysis, in ment was reached	to what exten	
7	6	TOPE SHOT DESCRIPTION OF THE STATE OF THE ST	4	YOPE KA EROMHEE:	2	
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served we	Goals Served very well
How effect	AMWORK ive were the ne nutual backup?	_	king toget	her as a team, in	sharing respon	nsibility, and
7	6	5	4	3	(2)	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For	a si <b>ngl</b> e-person te	am, average criteria	a I. II. III. V	VI. and VII and ent	er that result (to	the nearest

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

that, in your judgment, the team should be disqualified from the competition? Circle one:

YES, DISQUALIFY

NO. DO NOT DISQUALIFY

Please explain in detail: BAMWORK

PLEASE be sure to complete ALL categories before turning in this form.

7

in teamwork

6

Totally lacking Lacking teamwork

ttachment B	EVALIJATI	ON CRITE	RIA FOR	M_IUDGING	SCALES	
Tax Tax	(Each judge s	hould receive four cop	ALLEA VAL		ng Scales.)	V. REL
Judge's Nam	e: G-Walt	Cell	#	ate: 9/21	13 Room #:	128
Team Letter	Designation: _	A-10	_ cı	ient Name:	6 N	acentering na
Negotiation (Please circle		on level—Regio	onal or Natio	onal / and mark to	he round obs	served)
10	Round #1 _	Rour	nd #2	Final:	11 - 5 - 1 <u>1</u>	
				81	BYJANA-I	VL SEL
	should be cou ig for the self-	A Property of the Control of the Con	ug the cad	of the negotiatio	n and while	the teams
This scale ass tactics reason	nably designed	the team was fa	amiliar with set out in th	the facts and law e fact pattem. He at strategy?	and had a s	trategy and
7	6	5	4 4	3 can take a contract	2	((1)
Vcry Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared businesses son by	Highly Prepared
whether their work effective	sesses whether strategy and to rely in the cont	the negotiators actics seemed s ext of the actua	seemed resp cripted or of al negotiation	ANS OR ADAP consive to the neg therwise pre-plan n. Was this team oves by the oppos	gotiation as i ned in a way able to adap	t unfolded or that did not
7	6	5	4	(3)	2	Tien sie die
Very ALIRACIA. Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wha		d in the negotia	tion and the	self-analysis, to nt was reached, se	what extent	did the
7	6	MOTON OCT.	4	YHIIA BORIO LEH	$\left( \frac{1}{2} \right)$	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Gosts served well	Goals served very well
How effective	MWORK e were the negotual backup?	otiators in work	ting together	as a team, in sha	aring respons	sibility, and

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Neutral

Somewhat lacking in

teamwork

3

Somewhat good

teamwork

1

Excellent

Teamwork

Very Good

Teamwork

If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so severe that, in your judgment, the team should be disqualified from the competition? Circle one:

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Totally lecking learning teamwork Somewhat Intiling to

outcome of the session, repardless of whether at memors was teached; sorve

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

The Exalination Criteria Louis will be collected by the competition administrator PRIOR to the

7

in teamwork

Totally lacking Lacking teamwork

#### Attachment B (Each judge should receive four copies of the Evaluation Criteria Form Judge's Name: \_ Brance Room #: Team Letter Designation: Client Name: Negotiation judged: (Please circle the competition level-–Regional or Nationa and mark the round observed) Round #1 Round #2 Final: SECTION ALVALISES Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis, NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 Very Unprepared Somewhat Somewhat Highly Unprepared Unprepared Prepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 5 Very Inflexible Somewhat Neutral Flexible Highly Somewhat Inflexible Inflexible Flexible Flexible **OUTCOME OF SESSION** П Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 2 1 Goals not served Goals somewhat Goals served Goals served Goals not served Neutral Goals served well not served somewhat very well at all IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?

NOTE: For a single-person team, average criteria I, II, VI, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Somewhat good

teamwork

1

Excellent.

Teamwork

Very Good

Team work

5

teamwork

Somewhat lacking in

	its client's best in		÷		,	
7	6	lient Name 2	4 -	(3)	inor 2 my less C	15715. 171116
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V analysis.	T and VII shoul	d be completed	Lafter bot	h teams frave co	nipleted thei	r self-
	LF-ANALYSIS rill begin this 10-questions:	minute period b	y answerii	ng directly to the	judges, respo	nses to the
you do the	ecting on the ent same and what v vell did your stra	vould you do di	fferently?"	DANGERSON V. BALL	ion tomorrow	, what wou
	he team's self-and dynamics and lea				lately underst	ood the
7	6	5	4	3	2	1/1/
Did not understand or learn at all		id not understand or arn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Uniterstood ar learned extremely wel
Based on y standards o	GOTIATING E your observation, of the legal profes in invent self-ser	do you believe ssion? For exa	the negotion	d the team misre	ved or violated present mater	d the ethica
	SERVED ETHICAL	LSTANDARDS	or T	EAM VIOLATED I	ETHICAL STAI	NDARDS
TEAM OB		+ TOTAL OF THE STATE OF THE STA	AY OTAND	JARNS was the	ethical violat	
If you circl	led TEAM VIOL ur judgment, the t	eam should be	disqualifie	d from the compo	etition? Circle	one.
If you circl	ir judgment, the t	eam should be	disqualifie		etition? Circle	, one.
If you circl that, in you	ir judgment, the t	eam should be	disqualifie	d from the compo	etition? Circle	one.
If you circle that, in you	ur judgment, the t	eam should be	disqualifie	d from the compo	etition? Circle	

PLEASE be sure to complete ALL categories before turning in this form.

The Expluation Criteria Forms will be collected by the competition administrator <u>PRIOR</u> to the judges providing feedback to the fast two teams.

providing mutual backup?

Totally lacking Lacking teamwork

6

7

#### Attachment B EVALUATION CRITERIA FORM-JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form-Judging Scales.) Date: <u>9/21//3</u> Room #: 12 8 Cell #2 Client Name: WGP Team Letter Designation: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. NEGOTIATION PLANNING T. This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 5 1 Highly Very Unprepared Somewhat Neutral Somewhat Unprepared Unprepared Prepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY П. This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 6 5 2 1 Flexible Highly Inflexible Somewhat Neutral Somewhat Vary Inflexible Inflevible Flevible Flexible OUTCOME OF SESSION III. Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 6 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well somewhat not served at all IV. **TEAMWORK**

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

5

teamwork

Somewhat lacking in

How effective were the negotiators in working together as a team, in sharing responsibility, and

Neutral

Somewhat good

team work

2

Very Good

Teamwork

1

Excellent

Team work

7	its client's best if	5	4	3;	$\widetilde{2}$	1
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V analysis,	∄ and VII shot		l after bo	th teams have co	mpleted the	ir self->
Students versions of the students of the stude	questions: lecting on the eresame and what	)-minute period l	if you fac			
Based on	the team's self-a		e review s	ession, how adequ	lately unders	tood the
7	6	5	4	3	(2)	1
Did not understand or learn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards did the tes TEAM OF	of the legal profum invent self-son	n, do you believe fession? For exa erving material fi AL STANDARDS	acts? etc. S	iating team observed the team misre delect and circle of TEAM VIOLATED IN TEAM VIOLATED IN TEAM STATES AND SHORE THE SHORE THE STATES AND SHORE THE STATES AND SHORE THE SHORE T	present mate ne: ETHICAL STA ethical viola	rial facts? 2)  ANDARDS  ution so sever
-	ur judgment, the	e team should be	disqualifi	ed from the comp	etition? Circl	le one:
-		S DISCULATIEN		TO STO TOW OUT ON	IALIFY	
that, in yo		S, DISQUALIFY		NO, DO NOT DISQU	JALIFY	

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

PLEASE be sure to complete ALL categories before turning in this form.

gotiation judged: ease circle the competition level—Regional or National / and mark the round observed)  Round #1 Round #2 Final:    Round #2 Final:	1/	age should receive rout cop	oies of the Evalue		G SCALE ging Scales.)	779
Round #1 Round #2 Final:    Round #1 Round #2 Final:   Round while the teams   Round #1 Round #2   Final:   Round while the teams   Round #3   Round #4   Round #4   Round #4   Final:   Round while the teams   Round #4   Round #4   Final:   Round while the teams   Round #4   Round #4   Final:   Round while the teams   Round #4	idge's Name:	akamaru Cell	#:	Date:	Room #	
Round #1 Round #2 Final:    Round #2 Final:   Round #2 Final:   Round #2 Final:   Round #3   Round #4   Round #4   Round #4   Final:   Round #4   Round #4   Final:   Round #4   Round #4   Final:   Round #4	am Letter Designation	$\frac{1}{12} \frac{1}{12} \frac$	c	lient Name:	Black	nawks
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FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY is scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded of ether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not rik effectively in the context of the actual negotiation. Was this team able to adapt its strategy for example, to new information or to unforeseen moves by the opposing team?  6 5 4 3 2 1  Inflexible Somewhat Neutral Somewhat Flexible Fle	his scale assesses wheth ctics reasonably design	her the team was fa ned to the situation	set out in t	he fact pattern.		
FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY is scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded of ether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not rik effectively in the context of the actual negotiation. Was this team able to adapt its strategy for example, to new information or to unforeseen moves by the opposing team?  6 5 4 3 2 1  Inflexible Somewhat Neutral Somewhat Flexible Fle	6	5	4	3	2	(1)
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OUTCOME OF SESSION  sed on what you observed in the negotiation and the self-analysis, to what extent did the come of the session, regardless of whether agreement was reached, serve the client's goals?  6 5 4 3 2 1  Is not served Goals not served Goals somewhat Neutral Goals served somewhat overy well over the client's goals?  TEAMWORK we effective were the negotiators in working together as a tearn, in sharing responsibility, and oviding mutual backup?  6 5 4 3 2 1  Outcome of the session, regardless of whether agreement was reached, serve the client's goals?  TEAMWORK we effective were the negotiators in working together as a tearn, in sharing responsibility, and oviding mutual backup?  6 5 4 3 2 1  Outcome of the session, regardless of whether agreement was reached, serve the client's goals?	nis scale assesses whet hether their strategy an ork effectively in the c	her the negotiators nd tactics seemed s context of the actua	seemed rescripted or of all negotiation	sponsive to the notherwise pre-pla on. Was this tea	egotiation as anned in a wa m able to ada	it unfolded or ay that did not
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Did the way this team manage its relationship achieving its client's best interests?  7 6 5 4 3 2 1 1 Relationship Managed Poorty Managed Poo	V. RELATION This scale focuses	NSHIP BETTALL ON WORLD	HE NEGO	and implied a		munications.
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Students will begin this 10-minute period by answering directly to the judges, responses to the following questions:  (1) "In reflecting on the entire negotiation, if you faced a similar situation tomorrow, what would you do the same and what would you do differently?"  (2) "How well did your strategy work in relation to the outcome?"  Based on the team's self-analysis during the review session, how adequately understood the negotiation dynamics and learned from today's negotiation?  7 6 5 4 3 2 1  Did not understand or learn much learn much learned somewhat learned well earned extremely we extremely well learned somewhat learned well extremely well well to the learned somewhat learned well extremely we extremely we standards of the legal profession? For example, 1) did the team misrepresent material facts? 2 did the team invent self-serving material facts? etc. Select and circle one:  TEAM OBSERVED ETHICAL STANDARDS or TEAM VIOLATED ETHICAL STANDARDS  If you excled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so seven that, in your judgment, the team should be disqualified from the competition? Circle one:  YES, DISQUALIFY NO, DO NOT DISQUALIFY  Please explain in detail:			ed after bo	th teams have	completed the	ir self-
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Did not understand or learn much  Neutral Understood And Learned Somewhat  Did not understand or learn much  Neutral Understood And Learned Somewhat  Neutral Learned Somewhat  Neutral Understood And Learned Well  NEGOTIATING ETHICS  Based on your observation, do you believe the negotiating team observed or violated the ethical standards of the legal profession? For example, 1) did the team misrepresent material facts? 2 did the team invent self-serving material facts? etc. Select and circle one:  TEAM OBSERVED ETHICAL STANDARDS or TEAM VIOLATED ETHICAL STANDARDS  If your eircled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so sever that, in your judgment, the team should be disqualified from the competition? Circle one:  YES, DISQUALIFY  Please explain in detail:					equately unders	tood the
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that, in your judgment, the team should be disqualified from the competition? Circle one:  YES, DISQUALIFY  NO, DO NOT DISQUALIFY  Please explain in detail:	TEAM OBSERVED	ETHICAL STANDARDS	or	ΓΕΑΜ VIOLATE	D ETHICAL STA	NDARDS
Please explain in detail: 100 TE 2000   100 NOT DISQUALIFY  Please explain in detail: 100 TE 2000	that, in your judgm	ent, the team should be	e disqualific	ed from the con	petition? Circl	le one:
Y. TEAMWORK  Tow effective were measurerer in working together as a team, in abaring wanonwibility, at	Selecu s'Head o se					is an earlier
fow effective were measurenes in working together as a team, in attache usmonsibility, at	Please explain in de	etail: 65% to alouti	Message		Univide 7ob alan O	Earna teni alamid Na se
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					- Action and a	- see Mountage 2 . 18 gra

PLEASE be sure to complete ALL categories before turning in this form.

The Lyadunison Criteria Forms will be explected by the competition administrator PRIOR to the

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in teamwork

Totally lacking Lacking teamwork

Attachment B Each judge should receive four copies of the Evaluation Criteria Form Judge's Name: Hand Cell # Team Letter Designation: Client Name: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #2 Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. NEGOTIATION PLANNING I. This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? Highly Very Unprepared Somewhat Neutral Somewhat Prepared Unprepared Unprepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 5 3 Very Inflexible Somewhat Somewhat Flexible Highly Neutral Inflexible Inflerible Flevible Flexible III. SOUTCOME OF SESSION TRACE TA MARIE DAY MARIE DE DESCRIPTOR DE LA MARIE DE Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 5 7 3 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well not served somewhat very well at all IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Neutral

Somewhat lacking in

teamwork

3

Somewhat good

team work

1

Excellent

Teamwork

Very Good

Teamwork

gaun galbiyon

NOTE: For a single-po

Laching contracted. State evide include in

						achment B
This scale	focuses on wo	rd choice, attitude	and tone	OTIATING TEA, and implied and he other team con	explicit com	
	its client's best		the base of	- 16		
7	6	1 1 5 small mail	4 -	3	:notamissC	
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship meneged well	Relationship managed extremely well
Criteria V analysis.	Tand VII she	uld be completed	l after bo	th teams have co	mpleted the	ir self-
Students v following (1) "In ref you do the	questions: lecting on the e same and wha	0-minute period b	if you fac ifferently?			
		analysis during the learned from toda		session, how adequation?	uately unders	lood the
7	6	5	4	3 2	2	1
Did not understand or learn at all	Did not understand of learn	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards did the tea	of the legal pro m invent self-s	on, do you believe ofession? For exam	mple, 1) ducts? etc. S	iating team observable the team misre Select and circle of TEAM VIOLATED 1	present mate ne:	rial facts 22)
				DARDS, was the		
Yalacq a	serve the client AY	s, disqualify	$\searrow$	NO, DO NOT DISQU	JALIFY	outeome of t
Please exp	olain in detail:	bevine sleek)	Investor.	Coals sprays at	Goals agrayry	bilaribii toti / faisi-

PLEASE be sure to complete ALL categories before turning in this form.

Semewhirt good

Naty Gard

The fixultration Criterial orays will be collected by the competition administrator PRIOR so the

## **EVALUATION CRITERIA FORM-JUDGING SCALES**

(Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Na	me: David	Tiffanz Cel	l #	Date: 9-	<u>니</u> Room #:_	318
	er Designation:	1		Client Name:	BlackH	AWKS
Negotiatio (Please circ	n judged: cle the compet	ition level—Regi	onal or Na	tional / and mark	the round obs	Nithinian Ann American
	Round #1	B (Rou	nd#2	Final:		
	V should be c ring for the se		ing the en	d of the negotiat		the teams
This scale a	assesses wheth onably design		familiar wi n set out in	th the facts and la the fact pattern. rent strategy?	w and had a st	trategy and
7	6	5	4 -	(3)	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale whether the work effect	assesses wheth eir strategy and tively in the co	ner the negotiator d tactics seemed ontext of the actu	s seemed re scripted or al negotiat	LANS OR ADA esponsive to the responsive to the responsive pre-plaion. Was this teamoves by the opposite of the compart of the	negotiation as i anned in a way m able to adap	t unfolded or that did not
7	6	5	(4)	3 -	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
	TCOME OF	SESSION		LATED ET HE	5	
Based on v	vhat you obser	ved in the negoti		he self-analysis, t nent was reached,		
7	6	5210 7108	(A)-	3	2	1
Goals not served at all		d Goals somewhat	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effect	AMWORK tive were the n mutual backup	_	king toget	her as a team, in s	haring respons	sibility, and
7	6	5	4/	(3)	2 -	1-
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person t er) as the teamwo		a I, II, III, V,	VI, and VII and ente	er that result (to ti	he nearest

1 36 6	its client's best	interests?		-		
12.0	PHELSPHAN	5	4	(3)	:moi2112ich:	eum l'etter
telationship fanaged Very boorly	Relationship Managed Poorly	Relationship Menaged Somewhat Poorly	Neutral tak to late	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
'riteria V nalysis.	/Land VII sho	uld be completed	Lafter bo	th teams have co	mpleted thei	r self-
/I. SE	LF-ANALYSI	S				
		District and the second of the	y answeri	ng directly to the	judges, respo	nses to the
CARGO PAYON BENGERAL MAI	questions:					
				ed a similar situat	ion tomorrow	, what woul
		t would you do di rategy work in re		The same of the sa	NOTELETON	THE .
2) 110W	well did your si	rategy work in te	iation to u	n say mas of re	sessor wheth	inis scale as
		analysis during the learned from toda		ession, how adequation?	nately underst	ood the
훼	6	5	4	(3)	2	1
oid not inderstand or earn at all	Did not understand or learn	r Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood an learned extremely well
Based on	of the legal pro	n, do you believe fession? For exau erving material fa	the negotion ple, 1) ducts? etc. S	iating team observed the team misregated and circle of the team with the team of the team violated in the team observed in the team obs	ved or violated present mater ne:	the ethical
lid the tea	ASERVED ETHIC	AL STANDARDS				JDARDS
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RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

The Evaluation Criteria Forms will be collected by the competition administrator **PRIOR** to the judges providing feedback to the last two teams.

# EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Nam	e: Parker	Smith Cell	sidest bit	) Pate: _9/	, 21/13 Room #:	318
Team Letter	Designation:	B-15	_	Client Name:		achieving its
Negotiation (Please circl	The second of th	ition level—Regio	onal or No	ational / and mar	k the round obs	served)
	Round #	B Rou	nd #2	Final:	i de la la coma	
					E-ANALYSIS	138 1V
Criteria I-V are prepari			ing the er	nd of the acgotia	tion and while	the teams
This scale as tactics reason	sesses wheth nably designe		set out in	ith the facts and lathe the fact pattern.		trategy and
7	6	5	4	(3)	2	a memericitae I
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether their work effective	sesses whether strategy and vely in the co	er the negotiators I tactics seemed s intext of the actua	seemed a scripted or al negotia	responsive to the otherwise pre-plation. Was this teamoves by the opposite the control of the co	negotiation as i lanned in a way am able to adap	t unfolded or that did not
7	6	5	4	(3)	2	1
Very 2015 ACIVA Inflexible	Inflexible	Somewhat Manager Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh		ved in the negotia		he self-analysis, in ment was reached		
7	6	5	4	$\left(3\right)$	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
		_	cing toget	her as a team, in s	sharing respons	sibility, and
7	6	5	4	3	$\left(\begin{array}{c}2\end{array}\right)$	1
Totally lacking Lain teamwork	scking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Tearnwork	Excellent Teamwork
NOTE: For a s			I, II, III, V,	VI, and VII and ente	er that result (to th	ne nearest

that, in your judgment, the team should be disqualified from the competition? Circle one:

outcome of the session, redentless of whether agreement was reading, saive the client's goals?

How offective were the negotiators in working together as a team, in shacing responsibility, and

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

Thigh Naturyion Chiteria by rms Wiff by golflegted by the competition administrator <u>PRIOR</u> to the 🔯 🔝 pudeos providing feedback to the kist (xio tetins.)

Attachment B

				DRM-JUDGIN		V. REL
Judge's Nan	. John	Ross Call	4	Tota: 09.	21: <b>A</b> Room #:	3/6
ande 2 IASII	IG. <u>au 32 24 03 20</u>	Cen	ı.	vale. <u>~ / .</u>	7 / A	eti univolita
Team Letter	Designation:	B-1/		Client Name:	Slarkhou	2
Negotiation (Please circi		ition level—Regio	onal or No	ational / and mari	t the round obs	served)
	Round #1	Rou	nd #2	Final:	$p_{\frac{1}{2}}=1, 0, 0, \dots$	
		3 - 2-			P-ANALYSIS	.132 J/
	should be ed ng for the sel		ing the ei	id of the negotia	tion and while	the teams
This scale as tactics reaso	nably designe	er the team was f	set out ir	ith the facts and land the fact pattern.		
7	6	5	4 4	TERM PROPERTY.		o recitations
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared so brodersount Kon mile	Highly Prepared
This scale as whether thei work effective	sesses whether r strategy and vely in the co	er the negotiators tactics seemed s ntext of the actua	seemed is cripted or al negotian	PLANS OR ADA responsive to the responsive to the responsive pre-plation. Was this teamoves by the opp	negotiation as i anned in a way un able to adap	t unfolded o
7	6	5	4	3	2	1
Very Inflexible	A Infloxible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh		ed in the negotia		the self-analysis, t ment was reached,		
7	6	5	4	Y-ILIAUURIU:	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effective	MWORK /e were the ne utual backup?	_	ting toget	her as a team, in s	haring respons	sibility, and
7	6	5	4	3	2	1
Totally lacking L in teamwork	acking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	single-person te	_	I, II, III, V,	VI, and VII and ente	er that result (to th	ne nearest

### V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS This scale focuses on word choice, attitude and tone, and implied and explicit communications. Did the way this team manage its relationship with the other team contribute to or detract from achieving its client's best interests? A Chem. Name, Learn Letter Designer Relationship Relationship Relationship Relationship Neutral Relationship Managed Relationship Managed Very Managed Poorty Managed Somewhat Well managed well extremely well Somewhat **Poorty** Criteria VI and VII should be completed after both teams have completed their selfanalysis. VI. SELF-ANALYSIS Students will begin this 10-minute period by answering directly to the judges, responses to the following questions: (1) "In reflecting on the entire negotiation, if you faced a similar situation tomorrow, what would you do the same and what would you do differently?" (2) "How well did your strategy work in relation to the outcome?" Based on the team's self-analysis during the review session, how adequately understood the negotiation dynamics and learned from today's negotiation? 7 6 Did not Did not understand or Did not understand or Neutral Understood And Understood and Understood and understand or learned Learned Somewhat learn much learned well icam at all extremely well VII. **NEGOTIATING ETHICS** Based on your observation, do you believe the negotiating team observed or violated the ethical standards of the legal profession? For example, 1) did the team misrepresent material facts? 2) did the team invent self-serving material facts? etc. Select and circle one: TEAM OBSERVED ETHICAL STANDARDS TEAM VIOLATED ETHICAL STANDARDS If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so severe that, in your judgment, the team should be disqualified from the competition? Circle one: YES, DISQUALIFY NO, DO NOT DISQUALIFY Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

The Evaluation Criteria Forms will be collected by the competition administrator PRIOR to the

	Exch jus			hustion Criteria Form—J		ALIM N
Judge's Na	me: ROV	elente co		Date: 9/	21 Room	#: 316
Team Lette	r Designation	: <i>\$}</i> //	<del>,</del>	Client Name:	BH	o a., g.,, ,,,,,,,
Negotiation (Please circ		tition level—Res	rional or No	ational / and man	rk the round o	bserved)
	Round #	1 (Rd	ound #2	Final:	itigografii Es	
	V should be o		wing the cr	id of the negoti:	ition and wh	California de la cale
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Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effect	issesses wheth ir strategy an ively in the co	ner the negotiator d tactics seemed ontext of the act	ors seemed r d scripted or tual negotian	PLANS OR ADA responsive to the r otherwise pre-p tion. Was this te moves by the op	negotiation a planned in a w am able to ad	s it unfolded o
7	6	5	4	3	2	T MURRI 2011 1910
Very Inflexible	Inflexible	Somewhat Inflexible	Noutral	Somewhat Flexible	Flexible	Highly Flexible
Based on w	_	ved in the negot		he self-analysis, nent was reached		
7	6	5	4	3	$\binom{2}{2}$	1
Goals not served at all	Goals not serve	not served	t Neutral	Goals served somewhat	Coals served we	ell Goals served very well
How effecti	AMWORK ive were the nutual backup	•	orking toget	her as a team, in	sharing respo	nsibility, and
7	6	5	4	$\left( \right) 3$	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	single-person t r) as the teamwo		ria I, II, III, V,	VI, and VII and en	ter that result (to	the nearest

YES, DISQUALIFY
NO, DO NOT DISQUALIFY
Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

HA

#### Team Letter Designation: Client Name: Negotiation judged: (Please circle the competition level--Regional or National / and mark the round observed) Final: Round #1 Round #2 Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. **NEGOTIATION PLANNING** This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 3 Very Unprepared Somewhat Neutral Somewhat Prepared Highly Unprepared Unprepared Prepared Prepar FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 Inflexible Verv Somewhat Neutral Somewhat Flexible Highly Inflexible Inflexible Flexible III. OUTCOME OF SESSION OF THE MADE ASSESSED A SOLVE MADE Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 5 3 2 Goals somewhat Goals served inals served Goals not served Goals not served Neutral Goals served well well not served somewhat at ail IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 5 3 Totally lacking Lacking teamwork Somewhat good Somewhat lacking in Very Good Neutral in teamwork teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

			8			CI MISSTINARI
This scale Did the wa	focuses on wor	rd choice, attitud mage its relations	e and fone	OTIATING TEA and implied and he other team con	explicit com	
achieving	its client's best	part of the same o		Bull	12 1 20	5
7	6	59 siel/ toeil	4	3	aou 2 marasu	1,
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manager Somewhat Well	d Relationship managed well	Relationship managed extremely well
Criteria V analysis.	VI and VII sho 	uld be complete	d after bo	th teams have co	impleted the	ir self-
following (1) "In ref you do the (2) "How Based on the	questions: lecting on the e same and wha well did your st the team's self-t	ntire negotiation, t would you do d rategy work in re	if you factifierently? elation to the review s	he outcome?" session, how adeq	tion tomorrow	w, what would
7	6	5	y s negoti	2	(2)	7
Did not understand or learn at all	Did not understand of learn	r Did not understand or learn much	Neutral Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards did the tea	of the legal pro m invent self-s	n, do you believe fession? For exa erving material fa	the negot imple, 1) of acts? etc. S	iating team obser lid the team misre Select and circle o	ved or violate present mater ne:	d the ethical rial facts? 2)
TEAM OF	SSERVED ETHIC	AL STANDARDS	OT.	TEAM VIOLATED	ETHICAL STA	NDARDS
that, in yo	ur judgment, th	e team should be	disqualifi	DARDS, was the ed from the comp	etition? Circl	e one:
THUMB S		S, DISQUALIFY		NO, DO NOT DISQ		o serio de la
Dlegge eve	alain in detail:			teriorector viscol		

PLEASE be sure to complete ALL categories before turning in this form.

TEARTWORK

# EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Nam	e: Broden L	eopoldus c	Cell #	Date: 9/21	/13 Room #:	225
Team Letter		011		Client Name:	Hahhanks	en Sun Aprile
Negotiation (Please circle		ition level—R	egional or Na	ational / and mar	k the round obs	served)
()	Round #1	<u> </u>	lound #2	Final:	onge Vizigi	
Critoria I V	chauld baz	amistatud fall	avine the a	rd of the negotia	SICKLAMA T	
are preparin			owing the G	THE OF THE HEROTT	THOU WHITE	THE TEATHS
This scale ass tactics reason	sesses wheth ably designo		as familiar wiion set out in	ith the facts and I the fact pattern. rent strategy?	aw and had a s	
7	6	5	4	3	(2)	1 7
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale ass whether their work effective	sesses wheth strategy and ely in the co	er the negotiand tactics seem ontext of the a	tors seemed red scripted or ctual negotian	responsive to the rotherwise pre-plant tion. Was this termoves by the opposition of the control	negotiation as i lanned in a way am able to adar	t unfolded o that did no
7	6	5	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh	at you obser	•		the self-analysis, the self-analysis, the self-analysis, the self-analysis is the self-analysis in the self-analysis in the self-analysis is the self-analysis in the self-analysis in the self-analysis is the self-analysis in the self-analysis in the self-analysis is the self-analysis in the self-analysis in the self-analysis is the self-analysis in the self-analysis in the self-analysis is the self-analysis in the self-analysis in the self-analysis is the self-analysis in the self-analys		
7	6	5	4	0	2	1
Goals not served at all	Goals not serve	d Goals somewhat not served	nat Neutral	Goals served somewhat	Goals served well	Goals served very well
		_ •	orking toget	her as a team, in	sharing respons	ibility, and
7	6	5	4	(3)	2	1
Totally lacking La	cking teamwork	Somewhat lacking teamwork	in Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a s whole number)			eria I, II, III, V,	, VI, and VII and ent	er that result (to ti	he nearest

#### $\mathbf{V}_{\cdot}$ RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS This scale focuses on word choice, attitude and tone, and implied and explicit communications. Did the way this team manage its religious hip way the other team contribute to or detract from achieving its client's best interests? Client Names Relationship Relationship Relationship Relationship Relationship Managed Relationship Managed Very Managed Poorly managed Managed Somewhat Well managed well **Poorty** extremely well Somewhat **Poorty** Criteria VI and VII should be completed after both teams have completed their selfanáfysis: VI. SELF-ANALYSIS Students will begin this 10-minute period by answering directly to the judges, responses to the following questions: (1) "In reflecting on the entire negotiation, if you faced a similar situation tomorrow, what would you do the same and what would you do differently?" (2) "How well did your strategy work in relation to the outcome?" Based on the team's self-analysis during the review session, how adequately understood the negotiation dynamics and learned from today's negotiation? 7 Did not Understood and Did not understand or Did not understand or Neutral Understood And understand or learned learn learn much Learned Somewhat learned well learn at all Based on your observation, do you believe the negotiating team observed or violated the ethical standards of the legal profession? For example, 1) did the team misrepresent material facts? (2) did the team invent-self-serving material facts? etc. Select and circle one: TEAM OBSERVED ETHICAL STANDARDS or TEAM VIOLATED ETHICAL STANDARDS If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so severe that, in your judgment, the team should be disqualified from the competition? Circle one: YES, DISQUALIFY VO, DO NOT DISQUALIFY

PLEASE be sure to complete ALL categories before turning in this form.

Please explain in detail:

The fivigination Concerns forms with he collected by the competition administrator PRIOR to the fuelees new kiling teedback to the last two learns.

Attachment B						
	<b>EVALUAT</b>			RM_JUDGII	NG SCALE	<u>S</u>
annitani men		abould receive four co		Ju	dging Scales.)	MEALE Measure for
Judge's Nam	fim No	ta mary	#:	Date: /	ZT Room #	275
	Professional profession of	2-11		Vergerion	191 14	21-1-10
Team Letter	Designation: _	1.]	(	Client Name:	07 D	nachr
Negotiation (Please circle	<b>judged:</b> e the competition	on level—Regi	onal or Nat	tional / and mar	k the round ob	M. Anh. podeug
	Round #1 _	Rou	nd #2	Final:		
				unally size along		
					-AMALYSIS	LINE A
Criteria LV	Should be can	mleted follow	ing the eng	l of the negotia	tion and while	e the teams
	ig for the self-		mg me çm	i on the negoria	that man with	e the wants
2111/11/20 11/25/11/17	COULANDUM HUMO		and the same and the			
I. NEG	OTIATION P	LANNING	Terently?"	to ab neg bluow	tally bas am	on do the se
- OF 1500 TO		PYYOT A CONTROL SANDARD ON A SECOND	familiar wit	h the facts and l	aw and had a	trategy and
				the fact pattern.		
	lging from its p	A THE CONTRACT OF STREET AND ADDRESS OF THE		Saffrage Company of the Saffrage Saffra	Tiow Well-pic	ant no bassi
	11.	Ygon	y's negotial	anieu irom teda	of hice and he	egotiation d
7	6	5 E	4	3 2	( 2	) 1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepare
II. FLEX	XIBILITY IN	DEVIATING	FROM PI	LANS OR ADA	PTING STR	ATEGY
				sponsive to the		
				otherwise pre-pl		
			_	on. Was this tea		•
	. Valuation of the control of the co		CORPORATION AND ADMINISTRATION OF THE PARTY	noves by the opp	AND ADDRESS OF THE PARK STORE STORE AND ADDRESS.	iandards of
7	(200)	SECT SAR CATUL	RS 12019 1 120150	a lenguani yaiv		INSST SILI DA
/	0	3	4	3	$\begin{pmatrix} 2 \end{pmatrix}$	I
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
III 98 0 OUT	COME OF SE	SSION LAAC	AL STAN	LATED ETHIC	d TEAM VIOL	f vou circle
				e self-analysis,		
				ent was reached		
7	6 YALIAUQ	O, DO NOT DIS	(A)	DISQUALIFY	2 AY 2	1
	_	Goals somewhat	(, )	Goals served		I Goals served
Goals not served at all	Goels not served	not served	Neutra	Somewhat	Goals served well	very well

### IV. TEAMWORK

How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?

7 6 5 4 3 2 1

Totally lacking Lacking teamwork Somewhat lacking in Neutral Somewhat good Very Good Excellent teamwork Teamwork Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

	o receses our	II court object on the		OTIATING TEA c, and implied and		munications
The second second second	ay this team	manage its re		the other team cont		
achieving	its client's t	est interests?	Client P	1-4	Designation:	
/ Relationship	0 D-1464-466-	,		5	2	Relationship
Managed Ver	Relationship Managed Poorl	Relations y Managed Somewha Poorty		Relationship Managed Somowhat Well	managed well	managed extremely well
Criteria aualysis.	VI and VII	should be con	pleted after be	oth teams have co	mpleted the	ir self-
Students following (1) "In re	questions: flecting on t	is 10-minute p		ring directly to the ced a similar situat		
(2) "How	well did you	ur strategy wor	k in relation to	the outcome?"	rmetteri in diselw esessi	This scale ass
			ring the review of today's negotion	session, how adequ	nately unders	tood the
7	6	5 total trivis	4	3	(2)	1
Oid not understand or earn at all	Did not underst learn	and or Did not unders learn much	stand or Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
a habitette	noticed and involved	transmind when	aconest respons	er the negotiators	draghy aleague	Ins soate as
Based on standards	your observ of the legal	profession? F	or example, 1)	tiating team observ did the team misre Select and circle or	ved or violate present mate	ed the ethical
Based on standards did the te	your observ of the legal am invent se	ation, do you b profession? F	or example, 1) of erial facts? etc.	tiating team observ did the team misre	ved or violate present mate ne:	ed the ethical rial facts? 2)
Based on standards did the te TEAM O	your observ of the legal am invent se BSERVED ET cled TEAM our judgmen	ation, do you be profession? Fulf-serving materials and the profession? Fulf-serving materials are shown as the team shown at the team sho	or example, 1) of erial facts? etc. STAN	tiating team observed id the team misred Select and circle of TEAM VIOLATED INTO ARDS, was the ied from the compe	ved or violate present mate ne: ETHICAL STA ethical viola etition? Circle	ed the ethical rial facts? 2) ANDARDS ation so severe le one:
Based on standards did the te TEAM O	your observ of the legal am invent se BSERVED ET cled TEAM our judgmen	ation, do you be profession? Fulf-serving materials and the profession? Fulf-serving materials are shown as the team shown at the team sho	or example, 1) of erial facts? etc. STAN or STAN uld be disqualificated to the control of the co	tiating team observed id the team misregular select and circle of TEAM VIOLATED INTERPORTED TO THE STATE OF TEAM VIOLATED INTERPORTED INTE	ved or violate present mate ne: ETHICAL STA ethical viola etition? Circle	ed the ethical rial facts? 2) ANDARDS ation so severe le one:
Based on standards did the te	your observ of the legal am invent se BSERVED ET cled TEAM our judgmen	ation, do you be profession? For the serving material stand.  VIOLATED Et, the team show YES, DISQUAL	or example, 1) of erial facts? etc. STAN or STAN uld be disqualificated to the control of the co	tiating team observed id the team misregular select and circle of TEAM VIOLATED INTERPORT TEAM VIOLATED INTERPORT IN	ved or violate present mate ne: ETHICAL STA ethical viola etition? Circle	ed the ethical rial facts? 2) ANDARDS ation so severe le one:
Based on standards did the te TEAM O	your observ of the legal am invent se BSERVED ET cled TEAM our judgmen	ation, do you be profession? For the serving material stands of the serving materials with the serving materials and serving s	or example, 1) of erial facts? etc. STAN are standard to the disqualification of the standard to the standard	tiating team observed in the team misred Select and circle of TEAM VIOLATED INTERPORT IN TEAM VIOLATED IN TE	ved or violate present materie: ETHICAL STA ethical violate et	ed the ethical rial facts? 2)  NDARDS  ation so severe le one:
Based on standards did the te TEAM O  If you circ that, in you	your observ of the legal am invent se BSERVED ET cled TEAM our judgmen	ation, do you be profession? For the serving material stands of the serving materials with the serving materials and serving s	or example, 1) of erial facts? etc. STAN are standard to the disqualification of the standard to the standard	tiating team observed in the team misregular select and circle of TEAM VIOLATED INTERPORT TEAM VIOLATED INTERPORT IN TEAM VIOLATED INTERPORT IN TEAM VIOLATED I	ved or violate present materie: ETHICAL STA ethical violate et	ed the ethical rial facts? 2)  NDARDS  Ition so severe le one:

The Examination Criteria Forms will be collected by the competition administrator PRIOR to the judges providing teachiek to the last two teams.

munications.				RM_JUDG		V. RELA
Judge's Name	e: Semiaro	)> msoCell	#	Date: 9	21 Room #	1: 22.5
Team Letter]	Designation: _	B-2		Client Name: _	BlackHar	onleving its
Negotiation   (Please circle	CONTRACTOR OF THE PARTY OF THE	on level—Regio	onal or Na	ational / and ma	ark the round o	bserved)
	Round #1 _	Rou	nd #2	Final:	Jane de la Santa	
					-VAVITARIE	TIRE IV
the state of the s	should be cor g for the self-		ing the en	id of the negoti	iation and whi	le the teams
This scale ass tactics reason	ably designed	the team was f	set out in	ith the facts and the fact pattern		strategy and
7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared Complete to be to be	Highly Prepared
This scale ass whether their work effective	sesses whether strategy and t ely in the cont	the negotiators actics seemed s text of the actua	seemed r cripted or al negotiat	PLANS OR AD responsive to the otherwise pre- tion. Was this t moves by the o	e negotiation as planned in a wa cam able to ada	it unfolded o ay that did no
7	6	5 5	2 1306 Y213 4	3	2	direction teams
Very Edit Att /////////////////////////////////	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible 2	Highly Flexible
Based on wha	•	d in the negotia		he self-analysis nent was reache	-	
7	6	5	4	3	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals serve somewhat	d Goals served we	Goals served very well
		otiators in work	ting toget	her as a team, ir	n sharing respon	nsibility, and
7	6	5	4	3	(2)	1
Totally lacking Landin teamwork	•	omewhat lacking in camwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	ingle-person tear as the teamwork		I, II, III, V,	VI, and VII and e	nter that result (to	the nearest

#### V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

Client Names

This scale focuses on word choice attitude and tone, and implied and explicit communications. Did the way this team manage its relationship with the other team contribute to or detract from achieving its client's best interests?

Relationship Relationship
Managed Very Managed Poorly

Relationship Managed Somewhat Poorly Neutral Relatio

Relationship Managed Relationship managed well

Relationship managed extremely well

TSTALL PINE

Criteria VI and VII should be completed after both teams have completed their selfanalysis.

#### VI. SELF-ANALYSIS

Students will begin this 10-minute period by answering directly to the judges, responses to the following questions:

- (1) "In reflecting on the entire negotiation, if you faced a similar situation tomorrow, what would you do the same and what would you do differently?"
- (2) "How well did your strategy work in relation to the outcome?"

Based on the team's self-analysis during the review session, how adequately understood the negotiation dynamics and learned from today's negotiation?

7
Did not understand or

learn at all

6 5
Did not understand or Did not understand or

learn much

J
Understood And
Learned Somewhat

Understood and learned well

Understood and learned extremely well

#### VII. NEGOTIATING ETHICS

Based on your observation, do you believe the negotiating team observed or violated the ethical standards of the legal profession? For example, 1) did the team misrepresent material facts? 2) did the team invent self-serving material facts? etc. Select and circle one:

Neutral

TEAM OBSERVED ETHICAL STANDARDS

TEAM VIOLATED ETHICAL STANDARDS

If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so severe that, in your judgment, the team should be disqualified from the competition? Circle one:

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

The Lynghollom Criteria Forms will be collected by the competition administrator PRIOR to the

### **EVALUATION CRITERIA FORM-JUDGING SCALES**

(Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Na	me: Senel	ard c	ell#.	Date: 9	Room #:	225
Team Lette	er Designation	1: <u>B-1</u>		Client Name: _	BlackH	auks
Negotiatio (Please cir		tition level—Re	gional or Ne	ational / and ma	rk the round obs	yanagad Yaganaty
	Round #	1 R	ound #2	Final;	aliones (Francis	
	V should be ging for the sc		owing the er	ul of the negoti	ation and while	Wischer Hall
This scale tactics reas	assesses whetl onably design		s familiar w on set out in	ith the facts and the fact pattern	law and had a s . How well-prep	trategy and
7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Propared (C) To brain som bid	Highly Prepared
This scale whether the work effect	assesses wheth eir strategy an tively in the c	her the negotiated tactics seeme ontext of the ac	ors seemed in d scripted of tual negotia	responsive to the r otherwise pre-	APTING STRA e negotiation as in planned in a way earn able to adap oposing tearn?	t unfolded o
7	6	5	4	(3)	2	I V
Very MANA	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
ш. оп	TCOME OF	SESSION	LSTAND	ADD THICA	JOIV MAELIE	This you then
					to what extent of the client o	
7	6	Josig Temog . 5	4	3	2	1
Goals not served at all	Goals not serve	ed Goals somewhat not served	at Neutral	Goals served	Goals served well	Goals served very well
How effect	AMWORK ive were the nutual backup		orking toget	her as a team, in	sharing respons	sibility, and
7	6	5	(4)	3	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person t	_	ria I, II, III, V,	VI, and VII and en	ster that result (to t)	he nearest

#### V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

This scale focuses on word choice, attitude and tone, and implied and explicit communications. Did the way this team manage its relationship with the other team contribute to or detract from achieving its client's best interests?

A Offent Names Caroni Letter D Relationship Relationship Relationship Managed Relationship Relationship Neutral Relationship Managed Very Managed Poorly managed Managed Somewhat Well papaged wel **Poorty** extremely well Somewhat **Poorty** 

Criteria VI and VII should be completed after both teams have completed their self analysis.

#### VI. SELF-ANALYSIS

Students will begin this 10-minute period by answering directly to the judges, responses to the following questions:

- (1) "In reflecting on the entire negotiation, if you faced a similar situation tomorrow, what would you do the same and what would you do differently?"
- (2) "How well did your strategy work in relation to the outcome?"

Based on the team's self-analysis during the review session, how adequately understood the negotiation dynamics and learned from today's negotiation?

7 6 5 4 3 2 1

Did not understand or learn much

Understood And Learned Somewhat

Learned Somewhat

Learned Somewhat

Learned Somewhat

Did not understand or learn much

Understood and learned well

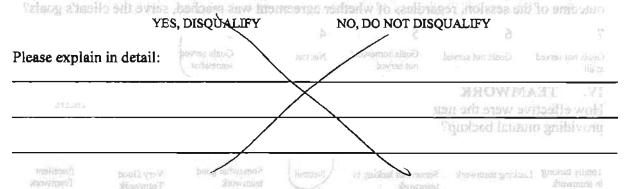
Did not understand or learn much

#### VII. NEGOTIATING ETHICS

Based on your observation, do you believe the negotiating team observed or violated the ethical standards of the legal profession? For example, 1) did the team misrepresent material facts? 2) did the team invent self-serving material facts? etc. Select and circle one:

TEAM OBSERVED ETHICAL STANDARDS or TEAM VIOLATED ETHICAL STANDARDS

If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so severe that, in your judgment, the team should be disqualified from the competition? Circle one:



PLEASE be sure to complete ALL categories before turning in this form.

fine Exaluption Grateria Lowns will be collected by the composition administrator PRIOR to the

### **EVALUATION CRITERIA FORM—JUDGING SCALES**

(Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Na	me: <u>keah</u>	Chris Enen Cell	nd tone a	ate: S	T. Room #:	227
Team Lette	r Designation	: B13	,	Client Name:	Blackha	achieving,its
Negotiatio (Please circ		tition level—Regio	onal or N	ational / and ma	rk the round obs	Managed Very 3
	Round #	1 X Rou	nd #2	Final:	(10) (B. 11 7 - 5 G)	Efrystyle 3 20 minus
					F ANALYSIS	V1. SEL
	V should be coing for the sc	completed follow H-unalysis.	ing the ci		rtion and while	
This scale a	assesses wheth onably design	VPLANNING ner the team was f ed to the situation ts performance an	set out ir	the fact pattern.		
7	6	5	4	3	(2)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Propared	Highly Prepared
This scale a whether the work effect	assesses wheth eir strategy an tively in the co	IN DEVIATING  ner the negotiators d tactics seemed sontext of the actual formation or to un	s seemed a scripted of al negotia	responsive to the r otherwise pre-p tion. Was this te	negotiation as i lanned in a way am able to adap	it unfolded o y that did no
7	6	5	4	3	2	-1
Very Infletible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
III. OU	TCOME OF	SESSION	POSTICIA			
		ved in the negotia egardless of whet				
7	6	5	4	(3)	2	1
Goals not served at all	Goals not serve	ed Goals somewhat not served	Neutral	Gotals served somewhat	Goals served well	Goals served very well
How effect	AMWORK ive were the nutual backup	egotiators in worl ?	king toget	her as a team, in	sharing respons	sibility, and
7	6	5	4	3	(2)	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person to r) as the teamwo	eam, average criteria ork rating.	I, II, III, Y	VI, and VII and en	ter that result (to t	he nearest

Did the w	ay this team ma	rd choice, attitude mage its remaiions				
achieving	its client's best			010		
7	El are Kilon wil	hent Maine	<sup>3</sup> 4 -	3019	Destgn2ion:	Ton (In)
Relationship Managed Very Poorty	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manage Somewhat Well	d Relationship managed well	Relationship managed extremely well
Criteria <sup>y</sup> analysis.	VI and VII sho	uld be completed	Lafter bo	th teams have co	mipleted thei	r self-
Students v following (1) "In ref you do the	questions: lecting on the e e same and wha	S 0-minute period b ntire negotiation, t would you do di trategy work in re	if you fac ifferently? lation to t	ed a similar situa " he outcome?"	tion tomorrow	
		analysis during the learned from toda	e review s		uately underst	ood the
7	6	5	4	3	(2)	1
Did not understand or learn at all	Did not understand o learn	r Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards did the tea	of the legal pro m invent self-s	n, do you believe fession? For exacerving material fa	the negot mple, 1) ducts? etc. S	lid the team misre	ved or violate epresent mater one:	d the ethical rial facts? 2)
•		DLATED ETHIC. e team should be		•		
	YE	s, disqualify		NO, DO NOT DISQ	UALIFY	
Please exp	olain in detail:					

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

The Lyahuation Criteria Forms will be collected by the competition administrator **PRIOR** to the judges providing feedback to the last two teams.

PLEASE be sure to complete ALL categories before turning in this form.

		TION CRITE ge should receive four cop				133
Judge's Na	me: USh	a bas beilgini bard a		Date: 9	21 B Room #:	227
Team Lette	r Designation:	B-13	_	Client Name:	Blackhan	eti galvaida uks
Negotiatio (Please circ		ition level—Regio	onal or No	ational / and mar	k the round obs	served)
	Round #1	× Rour	nd #2	Final:	te alg 41 A Lais	
					F-ANAL YSIS	Mae 'IA
	V should be c ing for the sc	ompleted followi II-analysis.	ing the er	id of the negotia	tion and while	the teams
This scale a	assesses wheth onably design	PLANNING her the team was fi ed to the situation as performance an	set out in	ith the facts and lather fact pattern.		trategy and
7	6	5	4	vacos mon contra 3	2	
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effect	assesses whetheir strategy and tively in the co	IN DEVIATING her the negotiators distactics seemed so the actual formation or to un	seemed r cripted or al negotian	responsive to the otherwise pre-ption. Was this te	negotiation as i lanned in a way am able to adap	it unfolded or y that did not
7	6	2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	4	(3)	2	niaj sprani
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on w	•	SESSION MANAGED NEEDS IN THE SESSION MANAGED NEEDS AND ASSESSION OF SESSION AND ASSESSION ASSESSION AND ASSESSION ASSESSIO		•		
7	6	JORIA TOVIGA .GV	4	PISOUALIEY 3	2	(I)
Goals not served	Goals not serve	d Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effect	AMWORK ive were the n nutual backup	egotiators in work ?	cing toget	her as a team, in	sharing respons	sibility, and
7	6	5	4	3	2	$(i_{-})$
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Please explain in detail: Neutral State of Served Served Served State of Served Served State of Served Serv

PLEASE be sure to complete ALL categories before turning in this form.

The Lyaluation Collected forms will be collected by the competition administrator PRIOR to the

## EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Na	me: Matt	ew Olders	Cell #	Date: 9/2	1/13 Room #:	227
	er Designation		- 1	Client Name: _	Buckhau	ks
Negotiatio (Please cir		tition level—Re	gional or N	ational / and ma	rk the round obs	served)
	Round #	1 R	ound #2	Final:	trice to one	
			wing the er	ad of the negoti	ation and while	the teams
ADMIN'T ANALOS	ring for the se	PLANNING	erently?!"	file ob poy bipoy	v tarký bene arue	you do the s
tactics reas	sonably design		ion set out ir	ith the facts and the fact pattern trent strategy?		
7	6	5	4	YHIOT HOR HORN	<b>(2)</b>	i in
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral University	Somewhat Prepared	Prepared	Highly Prepared
whether th work effec	eir strategy and tively in the co	d tactics seeme ontext of the ac	ed scripted of tual negotia	responsive to the r otherwise pre-p tion. Was this to moves by the op	planned in a way cam able to adap	y that did no
7	6	5	4	33	<b></b>	(HS3) 715 1910
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral Neutral	Somewhat Flexible	ADJIHT Flexible All	Highly Flexible
Based on v	•	ved in the nego	tiation and t	the self-analysis, ment was reached	to what extent	did the
7	6	5	(4)	<b>3</b>	2	1
Goals not served	i Goels not serve	ed Goals somewh not served	et Neutral	Goals served somewhat	Goals served well	Goals sorved very well
How effect	AMWORK tive were the n mutual backup	•	orking toget	her as a team, in	sharing respons	sibility, and
7	6	5	4	3	(2)	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking i teamwork	n Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
			eria I, II, III, V	, VI, and VII and en	ter that result (to th	ne nearest

				AND THE RESERVE OF THE PROPERTY OF THE PROPERT	Control of the Contro	munications.
	ay this team mai its client's best i	The state of the s	in Liai	he other team cont	tribute to or d	letract from
7	A A A A A A A	County their	24	8-1-81	Designation:	
Celationship Managed Very Poorly	Relationship Managed Poorty	Relationship Managod Somewhat Poorly	Neutral	Relationship Managod Somewhat Well	Relationship managed well	Relationship managed extremely well
'riteria V nalysis,	T and VII show	ild be completed	l after bo	th teams have co	mpleted thei	r self-
Students vollowing 1) "In ref	questions: lecting on the er same and what	)-minute period b	if you fac			
		nalysis during the		ession, how adequation?	uately underst	tood the
10	6	5	4	(3)	13	1
1.5672539476						
oid not inderstand or earn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	learned extremely well
riderstand or sam at all  VII. NI Based on tandards lid the tea	EGOTIATING your observation of the legal prof	ETHICS  n, do you believe rving material fa	the negot mple, 1) d acts? etc. S		ved or violate present mater ne:	learned extremely well detected the ethical rial facts? 2)
TEAM OF	EGOTIATING your observation of the legal prof m invent self-se ESERVED ETHICA led TEAM VIO	ETHICS  I, do you believe  Ression? For exacting material factoring ma	the negot mple, 1) d acts? etc. S ) or AL STAN disqualifi	iating team observable the team misreselect and circle of TEAM VIOLATED INTERMEDIATED	ved or violate present materine:  ETHICAL STA  ethical violate tition? Circle	extremely well d the ethical rial facts? 2) NDARDS tion so sever e one:
TEAM OF	EGOTIATING your observation of the legal prof m invent self-se ESERVED ETHIC. led TEAM VIO ur judgment, the	ETHICS  I, do you believe  Ression? For exacting material factoring ma	the negot mple, 1) d acts? etc. S ) or AL STAN disqualifi	Learned Somewhat iating team observable the team misreposelect and circle of TEAM VIOLATED INTERMINENT TEAM VIOLATED INTERMINENT TEAM WAS the	ved or violate present materine:  ETHICAL STATE ethical violate ethical violate	d the ethical rial facts? 2)  NDARDS  tion so severe one:
TEAM OF	EGOTIATING your observation of the legal prof m invent self-se ESERVED ETHIC. led TEAM VIO ur judgment, the	ETHICS  n, do you believe ression? For exactiving material fa  AL STANDARDS  LATED ETHIC.  team should be	the negot mple, 1) d acts? etc. S ) or AL STAN disqualifi	iating team observed the team misrepose of the team misrepose of the team misrepose of the team VIOLATED INTERMITED TO	ved or violate present materine:  ETHICAL STATE ethical violate ethical violat	d the ethical rial facts? 2)  NDARDS  tion so severe one:
TEAM OF that, in you	GOTIATING your observation of the legal prof m invent self-se BSERVED ETHIC. led TEAM VIO ur judgment, the yes blain in detail:	ETHICS  In, do you believe Tession? For exactiving material factoring materials.	the negot mple, 1) d acts? etc. S ) or AL STAN disqualifi	iating team observable the team misrepolect and circle of TEAM VIOLATED INTERMITED TO TEAM VIOLATED TO TEAM	ved or violate present materne: ETHICAL STATethical violate etition? Circle	d the ethical rial facts? 2)  NDARDS  tion so sever e one:
TEAM OF that, in you	GOTIATING your observation of the legal prof m invent self-se BSERVED ETHIC. led TEAM VIO ur judgment, the yes blain in detail:	ETHICS  In, do you believe Tession? For exactiving material factoring materials.	the negot mple, 1) d acts? etc. S ) or AL STAN disqualifi	iating team observed the team misrepolect and circle of TEAM VIOLATED INTERMITED TO TEAM VIOLATED TO TEAM VI	ved or violate present materne: ETHICAL STATethical violate etition? Circle	d the ethical rial facts? 2)  NDARDS  tion so sever e one:

The Landington Criteria Lorms will be collected by the competition administrator PRIOR to the judges providing feedback to the last two teams.

				RM—JUDG	ING SCALES	A. REL
Judge's Na	me: G. Walt	in pilqui	ell#	olico, attita	9/1/18 Room #:	128
Team Lette	r Designation: _	B-10		Client Name:	Blackhai	, kg
Negotiation (Please circ	The second secon	ion lepel—Re	gional or No	ational / and m	ark the round obs	erved)
	Round #1 _	R	ound #2	Final:		
		han Unit			F-ANALTSIS	Jak J
	V should be cou ing for the self-		owing the er	id of the negot	tiation and while	the teams
This scale a		the team wa	on set out in	the fact patter	d law and had a sin. How well-prep	
7	6	5	4	3	2	
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Propered	Highly Prepared
This scale a whether the work effect	ssesses whether ir strategy and t	the negotiate actics seeme text of the ac	ors seemed and scripted or tual negotian	responsive to the rotherwise pre- tion. Was this	DAPTING STRA the negotiation as in planned in a way team able to adaptopposing team?	t unfolded o
7	6	5	915:0 ,030 Y 27 4	(3)	2	пви энгон.
Very Inflexible	A Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible All	Highly Flexible
Based on w	•	d in the nego		•	s, to what extent o ed, serve the clier	
7	6 YARANG	DENG FON DO.	.OV: 4	(3)	2	1
Goals not served at all	Goals not served	Goals somewho	at Neutral	Goals serv somewhat	ed Goals served well	Goals served very well
How effect	AMWORK ive were the neg nutual backup?	otiators in w	orking toget	her as a team, i	n sharing respons	ibility, and
7	6	5	4	3	$\sqrt{2}$	1
Totally lacking in teamwork	•	omewhat lacking in camwork	n Noutzal	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

T DIS SCRIE	C			OTIATING TEA		
				and implied and he other team cont		
	ts client's best		прин	ne outer water com	aroute to or c	
7	6 3 3 3	and Name 5	<b>3</b> 4 -	3/0	anhizanglast	
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely we
riteria V malysis.	Fand VII sho	ald be completed	l after bo	th teams have co	inpleted the	ir self-
VI. SEI	LF-ANALYSI	S				
		0-minute period b	y answer	ing directly to the	judges, respo	onses to the
ollowing o					le al care	
	_	_	-	ed a similar situat	ion tomorrov	w, what wou
		t would you do di rategy work in re			MOTTATION	DEF
2) 110W W	ven did your si	Tategy Work III Te	iation to t	ne outcome?	esses wheth	ais scale ass
Based on th	ne team's self-a	malysis during the	e review s	ession, how adequ	uately unders	tood the
		learned from toda				September 2
	6	5	, <u>,</u>	3 2	12)	1
rid not	Propried	Aufritation.	Northe	Understood And	Understood and	Understood s
			Neutral	OUGGESHOOF ADD		
nderstand or	Did not understand or learn	learn much	and the same of the	Learned Somewhat	lcarned well	learned
nderstand or			PI MONI	Learned Somewhat		extremely w
nderstand or earn at all		team much LAMA HO SMA S  ADAM STORY OF THE ME	PI MOSI	Learned Somewhat		extremely w
nderstand or earn at all	GOTIATING	ETHICS	the negot	V DEVIATING   er the negotiators   tactics seemed or	lcarned well	extremely w
nderstand or am at all VII. NEA Based on yo tandards o	GOTIATING our observation of the legal pro	ETHICS  n, do you believe fession? For example 1	mple, 1) d	iating team observ	learned well wed or violate present mate	extremely we set the ethics
nderstand or earn at all VII. NEA Based on yo tandards o	GOTIATING our observation of the legal pro	ETHICS  n, do you believe fession? For example 1	mple, 1) d	iating team observ	learned well wed or violate present mate	extremely we extremely we extremely we
rderstand or earn at all  VII. NE Based on yetandards of the tearn	GOTIATING our observatio of the legal pro n invent self-se	ETHICS  n, do you believe fession? For exau erving material fa	mple, 1) ducts? etc. S	iating team observ lid the team misre Select and circle of	red or violate present mate ne:	extremely we will be a second the ethics rial facts?
vII. NE. Based on yetandards of the tear	GOTIATING our observatio of the legal pro n invent self-se	ETHICS  n, do you believe fession? For example 1	mple, 1) ducts? etc. S	iating team observ	red or violate present mate ne:	extremely we ed the ethics rial facts? 2
vII. NE. Based on you tandards of the tear	GOTIATING our observation of the legal pro in invent self-se	ETHICS  n, do you believe fession? For examing material fa	mple, 1) ducts? etc. S	iating team observided the team misreselect and circle of TEAM VIOLATED I	ved or violate present mate ne:	extremely we ded the ethics rial facts? 2
ream at all  VII. NE Based on ye tandards o lid the tear  TEAM OB:	GOTIATING our observatio of the legal pro n invent self-se SERVED ETHIC	ETHICS  n, do you believe fession? For examing material factoring mate	mple, 1) doncts? etc. So or many	iating team observed the team misres of the team misres of the team of the team of the team violated in the team observed in the team o	ved or violate present mate ne: ETHICAL STA	extremely we set the ethics rial facts? 2  NDARDS  tion so sever
VII. NEABased on you tandards of the tear TEAM OBS	GOTIATING our observation of the legal prominvent self-self-self-self-self-self-self-self-	ETHICS  n, do you believe fession? For examing material fa  EAL STANDARDS  DLATED ETHIC.  e team should be	mple, 1) dicts? etc. S  or  AL STAN disqualifi	iating team observed the team misrestelect and circle of TEAM VIOLATED INTO TEAM VIOLATED INTO TEAM VIOLATED INTO TEAM WAS the ted from the compared to the co	ved or violate present mate ne: ETHICAL STA ethical viola etition? Circl	extremely we can be defined the ethics rial facts? 2  NDARDS tion so severe one:
VII. NEABased on you tandards of the tear TEAM OBS	GOTIATING our observation of the legal prominvent self-self-self-self-self-self-self-self-	ETHICS  n, do you believe fession? For examing material fa  EAL STANDARDS  DLATED ETHIC.  e team should be	or AL STAN disqualification	iating team observed the team misres of the team misres of the team of the team of the team violated in the team observed in the team o	ved or violate present mate ne: ETHICAL STA ethical viola etition? Circl	extremely we can be defined the ethics rial facts? 2  NDARDS tion so severe one:
VII. NEABased on you tandards o lid the tear TEAM OB:	GOTIATING our observatio of the legal pro m invent self-se SERVED ETHIC ed TEAM VIC	ETHICS  n, do you believe fession? For examinering material factoring	or many disqualifications	iating team observable the team misreselect and circle of TEAM VIOLATED INTERMITED TO	ved or violate present mate ne: ETHICAL STA ethical viola etition? Circl	extremely we see the ethics rial facts? 2  NDARDS tion so sever e one:
VII. NEABased on you tandards o lid the tear TEAM OB:	GOTIATING our observation of the legal prominvent self-self-self-self-self-self-self-self-	ETHICS  n, do you believe fession? For examing material fa  CAL STANDARDS  DLATED ETHIC e team should be	or AL STAN disqualification	iating team observable the team misreselect and circle of TEAM VIOLATED INTERMITED INTER	ved or violate present mate ne: ETHICAL STA ethical viola etition? Circl	extremely we see the ethics rial facts? 2  NDARDS tion so sever e one:
VII. NEABased on you tandards o lid the tear TEAM OB:	GOTIATING our observatio of the legal pro m invent self-se SERVED ETHIC ed TEAM VIC	ETHICS  n, do you believe fession? For examerving material fa  CAL STANDARDS  DLATED ETHIC e team should be S, DISQUALIFY	or many disqualifications	iating team observed the team misrestelect and circle of TEAM VIOLATED INTERPORT TEAM VIOLATED INTERPO	ved or violate present mate ne: ETHICAL STA ethical viola etition? Circl	extremely we add the ethics rial facts? 2  NDARDS tion so sever e one:
VII. NEABased on you can at all TEAM OB:  f you circle hat, in you clease explanations of the team of	GOTIATING our observation of the legal prominvent self-self-self-self-self-self-self-self-	ETHICS  n, do you believe fession? For examinering material factoring	or ment of the state of the sta	iating team observed the team misrestelect and circle of TEAM VIOLATED INTERPORT TEAM VIOLATED INTERPO	ved or violate present mate ne: ETHICAL STA ethical viola etition? Circl	extremely we are a control of the ethics rial facts? 2  NDARDS tion so sever e one:
VII. NEABased on you can at all TEAM OB:  f you circle hat, in you clease explanations of the team of	GOTIATING our observation of the legal prominvent self-self-self-self-self-self-self-self-	ETHICS  n, do you believe fession? For examinering material factoring	or ment of the state of the sta	iating team observed the team misrestelect and circle of TEAM VIOLATED INTERPORT TEAM VIOLATED INTERPO	ved or violate present mate ne: ETHICAL STA ethical viola etition? Circl	extremely we have a serial facts? 2  NDARDS tion so severe one:
vil. NEAsased on you tandards of the tear TEAM OB:	GOTIATING our observation of the legal prominvent self-self-self-self-self-self-self-self-	ETHICS  n, do you believe fession? For examinering material factoring	or ment of the state of the sta	iating team observed the team misrestelect and circle of TEAM VIOLATED INTERPORT TEAM VIOLATED INTERPO	ved or violate present mate ne: ETHICAL STA ethical viola etition? Circl	extremely was a set of the ethics rial facts? 2  NDARDS tion so sever e one:

PLEASE be sure to complete ALL categories before turning in this form.

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The fixalitation Criteria Cours will be collected by the competition administrator PRIOR to the

# EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Na	me: Brun	<u>e</u> Ce	11	Date: 9	)   Room #:	128
Team Lette	er Designation:	B-10	2	Client Name:	Black	nawks
Negotiatio (Please cir		tion level—Reg	tional or Ni	ational Land mark	k the round obs	Namaged Vinn 58
	Round #1	Ro	und #2	Final:	ned (Even)	de Fore de April 10
					-ANALYSIS	VI. SELI
	V should be earing for the sel		wing the cr	id of the negotial	tion and while	the feams
This scale tactics reas		er the team was d to the situation	n set out in	ith the facts and la the fact pattern. rent strategy?	aw and had a s	trategy and
7	6	5	(4)	3	2	1
Very Unp <del>repared</del>	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale whether the work effect	assesses whethe eir strategy and tively in the con	er the negotiato tactics seemed ntext of the act	rs seemed r scripted or ual negotian	PLANS OR ADA responsive to the r r otherwise pre-pl tion. Was this tea moves by the opp	negotiation as anned in a way m able to adap	it unfolded or y that did not
7	6	5	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
m. ot	TCOME OF S	SESSION	CHAREL	LATERATION	01 3 20 11 E	
				he self-analysis, t		
	t the session, re	gardless of whe	tner agreer	ment was reached,		nt's goals?
7	6	(5)	4	3	2	1
Goals not served at all	d Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
	AMWORK	actiotors in wo	rking toget	her as a team, in s	haein <i>a rec</i> non	eihility and
	mutual backup?	•	THINE TORCE	nor as a wain, in s	weering respons	nonnty, and
7	6	(5)	4	3	2	1
	5,000	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person tec er) as the teamwork		ia I, II, III, V,	VI, and VII and ente	er that result (to t	he nearest

Please explain in detail: 

| The state of t

PLEASE be sure to complete ALL categories before turning in this form.

#### EVALUATION CRITERIA FORM-JUDGING SCALES

(Each judge should receive four conies of the Evaluation Criteria Form-Judging Scales.)

Judge's Name	A. Francis	Cell #		bate: 9/21/13	Room #:_/	28
Team Letter D	esignation:	3.10	Client	Name: Bla	elCH w K	<u>.</u> S
Negotiation ju (Please circle	adged: the competition	ı level—Region	al or National	/and mark the	round obser	ved)
	Round #1	Round	#2	Final:		
	hould be comp g for the self-a		g the end of th	re negofiation	and while th	ie (canas
This scale asset tactics reasons	TIATION PL esses whether the ably designed to ging from its pe	ne team was far the situation s	et out in the fa	ct pattern. How		
7	6	5	4	3	(2)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale asso whether their a work effective	IBILITY IN Desses whether the strategy and tackly in the contest, to new inform	ne negotiators s ctics seemed scr ct of the actual	eemed respons ripted or otherv negotiation. V	ive to the nego wise pre-planne Vas this team a	tiation as it used in a way the ble to adapt i	infolded or nat did not
7	6	5	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wha	COME OF SES t you observed e session, regar	in the negoti <mark>at</mark> i				
7	6	5	4 (	_3)	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served Gos somewhat	MIS SCHAPOL MICH	oals served cry well
	IWORK were the negot ual backup?	iators in worki	ng together as i	a team, in shari	ing responsib	ility, and
7	6	5	4	3	2	1
Totally lacking Laci in teamwork		ewhat lacking in twork	Neutral Some teamy		<i>y</i> 0000	xcellent earnwork
NOTE: For a sin	ngle-person team,	average criteria I,	II, III, V, VI, and	VII and enter the	it result (to the i	nearest

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Did the wa	focuses on word on this team mana its client's best into	ge its relationsl				
7	6	5	4	3	(2)	1
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorty	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V analysis.	T and VII should	l be completed	Lafter bot	h teams have co	mpleted then	rself-
Students w following (1) "In refl you do the (2) "How y	lecting on the enti same and what w well did your strat	re negotiation, yould you do di tegy work in re	if you face fferently?" lation to th	ed a similar situat	tion tomorrow	, what would
	he team's self-ana dynamics and lea			•	uately understo	ood the
7	6	5	4	3	(2)	1
Did not understand or learn at all	Did not understand or Di learn lea	d not understand or arn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on y standards of did the tea	your observation, of the legal profes	do you believe ssion? For exar ying material fa	mple, 1) di cts? etc. So	d the team misre elect and circle o	present mater ne:	ial facts? 2)
If you circ	IED TEAM VIOL.  ur judgment, the t	ATED ETHICA	AL STANI		ethical violat	ion so severe
	YES, I	DISQUALIFY	N	IO, DO NOT DISQU	JALIFY	
Please exp	olain in detail:					

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

PLEASE be sure to complete ALL categories before turning in this form.

The Livaluation Criteria Lorans will be collected by the competition administrator <u>PRIOR</u> to the judges providing leedback to the list two teams.

## EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Nam	ie: Claire	Zovio a	11 #	Jan. 3/2	21 Room #:	231
Team Letter	Designation:	B-14		Client Name: <u>B</u>	lackhanks	st parovate
Negotiation (Please circle		ition level—Reg	gional or Na	utional / and mar)	k the round obs	erved)
	Round #1	X Ro	ound #2	Final:	enale (1 f. f. ur.	
Crițeria I-V	should be ç	ompleted follo	wing the en	nd of the negotia	tion and while	4 - 12
		H-analysis.				
This scale as tactics reason	sesses wheth nably designe		on set out in	ith the facts and lattern. the fact pattern. rent strategy?	aw and had a st	
7	6	(5)	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
whether thei work effective	r strategy and vely in the co	tactics seemed ontext of the act	l scripted or ual negotiat	esponsive to the responsive pre-plation. Was this teamoves by the opp	anned in a way am able to adap	that did no
59763216	( )	3	4	Curring Steel Str. 14	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh	he session, re	ved in the negot		he self-analysis, t nent was reached		
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	single-person te		ria I, II, III, V,	VI, and VII and ente	er that result (to th	ne nearest

If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so severe that, in your judgment, the team should be disqualified from the competition? Circle one:

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

The Lyakuation Criteria logras will be endected by the competition administrator PRIOR to the hidge providing teedback to the kist by ordinis.

	Judge's Nam	ne:Michae	MI Cell	#	Date. 18	//Room #:	231
	Team Letter	Designation:	B-14		Client Name:	Pach ha	ulo
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The Evaluation Criteria Lorms will be collected by the competition administrator <u>PRIOR</u> to the judges providing feedback to the last two teams.

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Judge's Nan	ne: <u>6, /0</u>	CAUR Cell	#	ate:	2//	Room #:	
Team Letter	Designation:	B14	- +	Client Name	: 10	Pockka	uks
Negotiation		In Wireless of the Control of the Co	West March	estenishn inageri	M M	distributable Langued-Primary	A desperante
(Please circ	le the compet	ition level—Regio	onal or N	ational / and	mark th	e round ob	served)
	Round #1	Roy	nd e	Final:	orianio	To the bush	la anna agus
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	should be c	ompleted followi lf-analysis.	ing the e	nd of the neg	otiation	r and while	the teams
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7	6	5	4	/ 3	X	2	1
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This scale Did the wa	focuses on w	IP BETWEEN To ord choice, attitudenanage its refations	e and tone	and implied and	d explicit com	
7	6	St interests?	D 4	(3)	10. 2 · HELL	79719.J (1845.L
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat	Neutral	Relationship Manage Somewhat Well	Relationship managed well	Relationship managed extremely well
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ТЕАМ ОВ	ISERVED ETH	ICAL STANDARDS	•	TEAM VIOLATED	ETHICAL STA	NDARDS
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PLEASE be sure to complete ALL categories before turning in this form.

#### EVALUATION CRITERIA FORM-JUDGING SCALES

(Each judge should receive four copies of the Evaluation Criteria Form-Judging Scales.) Date: 09/21/13 Room #: 229 Judge's Name: Konze Cell Team Letter Designation: \_\_\_ Client Name: Blackhawks Negotiation judged: (Please circle the competition level—Regional or (National / and mark the round observed) Round #2 Final: Round #1 Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 6 Very Prepared Highly Somewhat Neutral Somewhat Unprepared Unprepared Unprepared Prepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 5 3 7 6 Inflexible Neutral Somewhat Flexible Highly Very Inflexible inflexible Flexible Flexible OUTCOME OF SESSION TO A CONTROL OF SESSION O Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 5 7 6 3 2 Goals served Goals served Goals somewhat Goals served well Goals not served Goals not served Neutral not served somewhat verv well at all IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 6 5 3 2 1 Totally lacking Lacking teamwork Excellent Somewhat good Somewhat lacking in Very Good Neutral in teamwork team work Teamwork Team work teamwork NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Did the wa	ay this team ma	nage its relations		and implied and he other team con		
achieving	its client's best			51.0		recover or
7	6464011404	Sient Name <mark>z Bic</mark>	<b>4</b> -	321-0	2	cam <sub>l</sub> Letter.
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managod Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V malysis,	T and VH shor	uld be completed	Lafter bo	th teams have co	mpleted thei	r self-
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		nalysis during the earned from toda	e review s	session, how adequ	uately underst	ood the
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that, in you	ur judgment, the	e team should be	disqualifi	IDARDS, was the ed from the comp	etition? Circle	
COLLEGE CO.		S, DISQUALIFY		NO, DO NOT DISQU		1 100 30 10 10 10
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in Xa		L. Carr Paris	Harios sed	agotlaton; m work	MWORK	TEA Dwifty with a mile of the

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

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## EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

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Judge's Nan	ne: Konz	or icam conts	Cell#i	Date: 09/2	1/13 Room #:	229
Team Letter	Designation	:_B-16		Client Name: _R	lackhawk	Q
Negotiation (Please circ		tition level—Re	egional or N	ational) and mari	k the round ob	served)
	Round #1	1 <u>×</u> R	ound #2	Final:		
					-ANALYSIS	IJIS JV
	should be cong for the se		owing the cr	id of the negotia	tion and while	the teams
This scale as tactics reason	ssesses wheth mably design		as familiar w ion set out in	ith the facts and land the fact pattern. rent strategy?	aw and had a s	
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Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wi		ved in the nego		the self-analysis, t ment was reached		
7	6	5	4	3	2	1
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How effective	MWORK ve were the n utual backup	•	orking toget	her as a team, in s	sharing respon	sibility, and
7	6	5	4	<b>(3)</b>	2	1
Totally lacking 1 in teamwork	acking team work	Somewhat lacking teamwork	n Neutral	Somewhat good teamwork	Very Good Team work	Excellent Teamwork
	single-person to as the teamwo		eria I, II, III, V	, VI, and VII and ente	er that result (to t	he nearest

TEAMWORK

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	its client's best i	(2008)-46-0	TOP WINDS	ne omer team con	uribate to or t	sensici irom
7	ackbaroks	liem Name 2_K	<b>4</b> -	3 81 - 8,	- :mg/2mg/2aC	Teams Letter I
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	i Relationship managed well	Relationship managed extremely well
Criteria V analysis:	Land VII shou	ld be completed	l after bo	th teams have co	impleted the	ir self-
VI. SE	LF-ANALYSIS					
			y answer	ing directly to the	judges, respo	onses to the
	questions:					
(1) "In ref	lecting on the en	tire negotiation,	if you fac	ed a similar situa	tion tomorrov	w, what would
-	same and what	•	•	- Language St. 1967; 1971; 1951; 1767;	PROPERATE	i Viker
(2) "How	well did your str	ategy work in re	lation to t	he outcome?"	ntibelus asassa	Plate wielz ass
	the team's self-ar n dynamics and le			ession, how adeq	uately unders	tood the
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				id the team misre Select and circle o	DESTRUCTION OF THE CARROLL COM-	rial facts? 2)
did tile tea	un mvent sen-se	ivilig material 18	icis? etc. s	select and circle o	ne:	
TEAM OF	SSERVED ETHICA	AL STANDARDS	or	TEAM VIOLATED	ETHICAL STA	NDARDS
400000000000000000000000000000000000000				DARDS, was the ed from the comp		ALCOHOLOGICO CO. C. C. C. C. LANGE CO.
	YES	, DISQUALIFY		NO, DO NOT DISQ		nateome of t
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PLEASE be sure to complete ALL categories before turning in this form.

Please explain in detail:

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The Light studies Criteria forms will be collected by the compession administrator PRIOR to the

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unications,	mago tioliga	ge should receive four cop		All the Control of th	1/13 110 SOM	This scale for
Judge's Na	me: ERICE	Parci Cell	#:		Room #	229
Team Lette	r Designation:	B-16	- 1	Client Name:	tanks	en Statemen
Negotiation (Please circ	The second secon	ition level—Regio	nal or X	ational / and mark	k the round ob	served)
	Round #1	Roun	d #2	Final:		
	-similar - salestineer				LAMALYSIS	VI SELI
	V should be e ing for the se	ompleted followi lf-malysis.	ng the er	id of the negotial	tion and whit	e the teams
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This scale a whether the work effect	ssesses wheth ir strategy and ively in the co	N DEVIATING I er the negotiators I tactics seemed so intext of the actual formation or to un	seemed reripted or negotiar	responsive to the r r otherwise pre-pl tion. Was this tea	negotiation as anned in a wa ım able to ada	it unfolded or y that did not
7	6	e si and one tacist.	4	del lenshar grevi	(2)	dia the team
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7	6	5	4	3	(2)	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

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		malysis during th learned from toda		ession, how adeq ation?	uately underst	cood the
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f you circ hat, in you	eled TEAM VIC ur judgment, the YES	e team should be	Per servoth L Huspil	ed from the comp	ST. Reizzba ndi VALIFY  Secula not serve	Autoched of S (see) not reveal a m VV. TEA How effects

The Evaluation Criterial frams will be collected by the competition administrator <u>PRIOR</u> to the

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

#### EVALUATION CRITERIA FORM-JUDGING SCALES

(Each judge should receive four copies of the Evaluation Criteria Form Judge's Name: Date: Cell# Room #: Team Letter Designation: Client Name: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #2 Final: Criteria I-V should be completed following the end of the negotiation and while the teams. are preparing for the self-analysis. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 Very Unprepared Highly Prepared Somewhat Somewhat Unprepared Unprepared Prepared Prepared Π. FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 5 Very Inflexible Somewhat Flexible Highly Somewhat Neutral Inflexible Inflexible Flexible Flexible III. SOUTCOME OF SESSION PARTAGEAL STANDARD GET A JOIN MART BELTITUTED Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 1 Goals served Goals somewhat Goals served Goals not served Neutral Goals served well Goals not served somewhat not served et all IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? Totally lacking Lacking teamwork Somewhat good Excellent Somewhat lacking in Neutral Team work in teamwork teamwork teamwork Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

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🔁 Judges providing teedback to the fast two tegans.

PLEASE be sure to complete ALL categories before turning in this form.

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Negoti	tiation judged: se circle the competi	ition level—Regio	Newmil	girlencite is II	Wan	hieving res c
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Relationship Managed Very Poorty	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manage Somewhat Well	d Relationship managed well	Relater up managed extremely well
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that, in yo	our judgment,	IOLATED ETHIC the team should be	disqualifi			
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Please ex	plain in detail	U. M. Maria	tapele	havane son	Countries	
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	1 1				Transfer Marie M.	and the same of th

The Evaluation Criteria Forms will be collected by the competition administrator <u>PRIOR</u> to the judges providing feedback to the fast two teams.

		age should receive four cop						RELA	. V
Judge's Na	ame: Q, Ka	Ctak Cell	4		ate: 9	4/13	Room #	23	S bic
Team Lette	er Designation	: A14		Client	Name: _	w	515	शाप्त । १८	Sirio
Negotiatio (Please cir		tition level—Region	onal or No	itiona	/ <i>and ma</i> Final:	rk the	round ol	FEEL WOR	contribution (Contribution)
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	V should be c ring for the sc	completed follow If-analysis.	ing the en	d of t	he negoti:	tion	and whil	le the te	ams
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7	6	5	4		3	1	2	1	
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	a single-person i er) as the teamwo	eam, average criteria ork rating.	a I, II, III, V,	VI, and	d VII and en	ter tha	t result (to	the neare	st

TEAM OBSERVED ETHICAL STANDARDS

TEAM VIOLATED ETHICAL STANDARDS

If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so severe that, in your judgment, the team should be disqualified from the competition? Circle one:

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form-Judging Scales.) bna bailemi Judge's Name: Leu Room #: 22 Date: Team Letter Designation: Client Name: W6N Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #1 Round #2 Final: RISV. LAMA-W. LIES Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. you do the same and what would you do differently NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 Very Unprepared Neutral Somewhat Prepared Highly Unprepared Prenared Prepared Unprepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 5 Very Inflexible Somewhat Somewhat Plexible Highly Neutral Inflexible Inflexible Flexible Flexible OUTCOME OF SESSION IN ACHIEF CETTED AT MALE BASICAL MOST III. Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 1 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well not served somewhat very well at all IV. **TEAMWORK** How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 5 4 3 1 Totally tacking Lacking teamwork Excellent Somewhat good Very Good Somewhat lacking in Neutral in teamwork teamwork Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

	6 40	W 5 should intil	4	3	(2) 250	cam Letter
Relationship Managed Very Poorty	Relationship  Managed Poorly	Relationship Managed Somewhat Poorty	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V analysis,	VI and VII sho	uld be completed	d after bo	th teams have co	mpleted (he)	r self-
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(2) "How	well did your st	trategy work in re	elation to t	he outcome?"		er alsoz sirli
		analysis during th	e review s	session, how adequation?	uately unders	tood the
7	6	5	4	3	2	1
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ŧ		S, DISQUALIFY		NO, DO NOT DISQU		
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the transplant riterations will be coffeeted by the compention administrator PRIOR to the include inalges proximiting technick to the last two teams.

V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS
This scale focuses on word choice, at finde and implied and explicit communications.

Judge's Name		e, o mass 10 Cel	te oner bar	pate: 09/2	21/13 Room #:	229
Team Letter I		_		Client Name:	claint's best in	schieving its
		The state of the s				Reductionships
Negotiation j (Please circle		tion level—Regi	ional or Na	tional / and mari	k the round obs	Addressed Very N
21723	Round #1	× Rou	ınd #2	Final:	inac is duni	
				and the second second	F-ANALYSIS	The second section
Criteria I-V are preparia			ving the en	d of the negotia	tion and while	the teams
This scale ass tactics reason	esses whether ably designe		familiar wi n set out in	ith the facts and la the fact pattern. rent strategy?	aw and had a st	trategy and
7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale ass whether their work effectiv	sesses whethe strategy and ely in the cor	er the negotiator tactics seemed ntext of the actu	s seemed r scripted or al negotiat	LANS OR ADA esponsive to the responsive to the responsive pre-plane. Was this teamoves by the opposite of the control of the c	negotiation as i anned in a way un able to adap	t unfolded or that did not
7	6	5	4	3	2	1
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Based on wha		ed in the negoti gardless of whe		he self-analysis, t nent was reached		
7	6	5	4	(3)	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
		_	king togeth	ner as a team, in s	sharing respons	sibility, and
7	6	5	4	(3)	2	1
Totally lacking La- in teamwork	cking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a s whole mumber)			ia I, II, III, V,	VI, and VII and ente	er that result (to th	ne nearest

analysis.  VI. SEI  Students w  following o	LF-ANALYSI	S	Neutral	Relationship Managed Somewhat Well Ili teams have co	managed well	Relationship managed extremely well
analysis.  VI. SEI  Students w  following o	LF-ANALYSI	S	l after bo	th teams have co	mpleted thei	r self-
Students w following o	ill begin this 1					MARK BEAT AND
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that, in you	ır judgment, th	e team should be	disqualifi	DARDS, was the ed from the compo	etition? Circle	e one:
rathoff sa		S, DISQUALIFY		NO, DO NOT DISQU		
Please expl	lain in detail:	SEV-SE STAND. SOFTWARED	implesid	authorization of partial		
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DOS VILLE	PACIFIC PRESONS	E III LUES II RA TSI	ESSOI ROE	grotinters in work	dayouq tunmi Anata mar ine in	

The Landingtion Criteria forms will be collected by the compension administrator PRIOR to the

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

This scale focuses on word choice, attitude and tone, and implied and explicit communications. Did the way this team manage its relations has been been contribute to or detract from

V.

	me: Konzei			Date: 0.9	/a//₃ Room #:	
Judge 5 14a	Inc <u>PO/12/</u>	CC)		Date: OC	clients best un	The same of the sa
Team Lette	er Designation:	A - 16		Client Name:	WGN	
N <mark>egotiatio</mark> (Please cir	<b>n judged:</b> cle the competi	ition level—Regi	onal or Ñe	ational/and mar	k the round obs	erved)
1	Round #1	_X_ Rou	nd #2	Final:	(ala) H Ala)	
	V should be coring for the sel	•	ing the er	ul of the negotia	Zizydayaa dion and while	
This scale attactics reas	onably designe	er the team was i	set out ir	ith the facts and in the fact pattern. rent strategy?	law and had a s	trategy and
7	6	5	4	3	(2)	1
Very Uпргерагеd	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
whether the work effec	eir strategy and tively in the co	tactics seemed and the actual	scripted or al negotia	responsive to the r otherwise pre-p tion. Was this te moves by the op	lanned in a way am able to adap	that did no
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7	6	O NOTE BESON	4.	(3)	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effect	AMWORK ive were the ne notual backup?	_	king toget	her as a team, in	sharing respons	sibility, and
7	6	5	4	——( <del>3</del> )—	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person te er) as the teamwor		a I, II, III, V	VI, and VII and en	ter that result (to th	ne nearest

	its client's best			ALC:		
7	6	ai_5 omeN mail	4 -	3	_:ne(2)	camil_lener l
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	l Relationship managed well	Relationship managed extremely well
Criteria V analysis.	Land VII sho	uld be completed	l after bo	th teams have co	impleted thei	r self-
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you do the	same and wha	ntire negotiation, t would you do di trategy work in re	ifferently?	TADMINISTER A. THE	MOTTATE	v, what would be seen and the seen also a single seen also a single seen also a single seen also also also also also also also also
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Did not		r Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned
understand or learn at all	ENT S DVIT	laga so ema.	H MOR	i avitatyza i	et Addinger	extremely well
VII. NE Based on y standards (	GOTIATING your observation of the legal pro	AMS OR ADAL	the negot mple, 1) d	iating team obser	ved or violate present mater	d the ethical
VII. NE Based on y standards ( did the teat	CGOTIATING your observation of the legal prominvent self-s	ETHICS n, do you believe fession? For exa	the negot mple, 1) d acts? etc. S	iating team obser	ved or violate present mater ne:	d the ethical ial facts? 2)
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	me: <u>Konze</u>	Service and the service of the service and	na tenc, ai 1# <del>:</del>	The state of the s	1/21/13 Room #:	229
Team Lette	er Designation	:	_	Client Name:	MOND	ан динчэнш
Negotiatio (Please cir		tition level—Regi	onal or N	ational) and man	rk the round obs	served)
	Round #	l <u>X</u> Rou	nd #2	Final:		
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	ring for the sc		13.75 E 1837		מומצ למו וחלי כחנו	
This scale a	assesses whetl onably design	PLANNING ner the team was to ed to the situation ts performance ar	set out in	ith the facts and the fact pattern.		
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whether the	eir strategy an tively in the c	ner the negotiators d tactics seemed sontext of the actu formation or to u	scripted or al negotia	r otherwise pre-p tion. Was this te	lanned in a way am able to adap	y that did no
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Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person t r) as the teamwo	eam, average criterio rk rating.	a I, II, III, V	VI, and VII and en	ter that result (to ti	he nearest

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

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The Evaluation Criteria Comes will be collected by the competition administrator **PRIOR** to the

How effective were the negotiators in working together as a team, in sharing responsibility, and

Judge's Na	me: Konz	<u>e</u> Cell	#	Date: 09/2	21/13 Room #:	23 20
Team Lette	er Designation	: <u>A - 7</u>		Client Name:	WGN	si galvombi
Negotiatio (Please circ		tition level—Regio	onal or No	ntional / and mari	k the round obs	erved)
	Round #	l <u>K</u> Rour	nd #2	Final:	h 1 bu	
		MAC CO			F-ANALVSIS	ATS IA
	V should be coing for the se	ompleted follow lf-analysis.	ing the en		tion and while	
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Based on v	•	SESSION wed in the negotia egardless of wheth		•		
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How effect	AMWORK ive were the nutual backup	egotiators in work?	cing toget	her as a team, in s	sharing respons	sibility, and
7	6	5	4	3	(2)	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person to r) as the teamwo	eam, average criteria rk rating.	I, II, III, V,	VI, and VII and ente	er that result (to th	ne nearest

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A CONTRACTOR	6	ion: Name 7	4 -	3 5 1	100121831850	1
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorty	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely wel
riteria V malysis.	VL and JVH Shot	ild be completed	Lafter bo	th teams have co	mpleted thei	ir self-
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If you circ that, in yo		team should be	disqualific	ed from the comp	etition? Circle	e one: Jyzza E
f you circ hat, in yo	ur judgment, the	team should be	disqualific		etition? Circle	e one:
If you circ	ur judgment, the	team should be	disqualific	ed from the composite of the NOT DISQU	etition? Circle	e one:
If you circinat, in you	ur judgment, the YES	team should be	disqualifie	ed from the composition of the NO, DO NOT DISQU	etition? Circle	e one: lyasak i in sentantan barasam abar lina

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nake 2 1481	me: Konz	Sura mass 100	ell #:L	Alles	3/21/13 Room #:	chievine its
Team Lette	r Designation:	B-7	Y	Client Name: _	Blackhaw	KS
Negotiation (Please circ		ition level—Re	gional of Na	ational / and ma	rk the round obs	erved)
	Round #1	<u>×</u> R	ound #2	Final:	<u>epoli</u> esti Atua.	
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Based on w	•	ved in the nego		he self-analysis	to what extent of the client o	did the
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Goals not served at all	Goals not serve	d Goals somewh not served	at Neutral	Goals serve somewhat	d Goals served well	Goals served very well
			orking toget	her as a team, ir	sharing respons	ibility, and
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7	Blockhowk	Client Name 2-	4	3 F-6	:nel2mgisaG	Teacht Cotter
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria A analysis.	T and VII should	be completed	after botl	r teams have co	mpleted their	self-
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	dynamics and lear					T T
VicinitY	Did not understand or Did	not understand or	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned
understand or		n much IASIO 27A.39	FROM	OFFICE PARTIES	i valatar	extremely well
Based on standards		THICS lo you believe ti sion? For exam	he negotia ple, 1) did	iting team observ	ved or violated present materi	the ethical
viderstand or learn at all  VII. NI  Based on standards did the tear	EGOTIATING ET your observation, d of the legal profess	THICS lo you believe the sion? For examing material fac	he negotia ple, 1) did ts? etc. Se	iting team observ	ved or violated present materi ne:	the ethical al facts? 2)
vil. Ni Based on standards did the tea TEAM Of	EGOTIATING ET your observation, do f the legal professum invent self-servi	THICS lo you believe to sion? For examing material factorial standards ATED ETHICA am should be d	he negotiand ple, 1) did to the test of th	iting team observed the team misrepolect and circle of EAM VIOLATED IN DARDS, was the difform the compe	ved or violated present materine:  ETHICAL STAN  ethical violatication? Circle	the ethical al facts? 2)  IDARDS  ion so severe one:

PLEASE be sure to complete ALL categories before turning in this form.

The Evaluation Criteria Lorms will be coffeeted by the competition administrator <u>PRIOR</u> to the

Judge's Nam	e: Konze,	Cell	#:	Date: 09/2	1/13 Room #:	229
Team Letter	Designation:	8-7	- 1	Client Name: <u>B</u>	lackhaw	KS
Negotiation (Please circl		tion level—Regio	onal or No	ntional )and mark	the round obs	Missaged Yery N
	Round #1	X Rour	nd #2	Final:		
		200	di L	The second second second second	F-ANALYSIS	The same of the
	should be co ig for the self	•	ng the en	id of the negotiat	ion and while	
This scale as tactics reason this team, jud	nably designed dging from its	r the team was fa	amiliar w	ith the facts and la the fact pattern. rent strategy?	w and had a st	rategy and
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Very At his Inflexible	Inflexible	Somewhat Infloxible	Neutral	Somewhat Flexible	Flexible	Highly Floxible
Based on wh	•	ed in the negotia		he self-analysis, t nent was reached,		
7	6	5	4	3	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very wall
How effective	MWORK e were the ne utual backup?	gotiators in work	ing toget	her as a team, in s	haring respons	ibility, and
7	6	5	4	3	2	1
Totally lacking Lin teamwork		Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
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7	its client's best	lent Names 3	34 -	35-8	Designiction:	restrect must
, Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manage Somewhat Well	d Relationship managed well	Relationship managed extremely well
Criteria V analysis <i>t</i> j	T and VII show	ild be completed	l after bot	h teams have co	impleted thei	r self-
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Did not understand or earn at all with the team of the	Did not understand or learn  EGOTIATING your observation of the legal profum invent self-self-self-self-self-self-self-self-	bid not understand or learn much  ETHICS  n, do you believe fession? For exactiving material factors	Neutral  the negotia mple, 1) di nets? etc. So or T  AL STANI disqualifie	Januar Stood And Learned Somewhat ating team obserted the team misroelect and circle of EAM VIOLATED DARDS, was the defrom the comp	Understood and learned well  rved or violate epresent mater one:  ETHICAL STATE ethical violate petition? Circle	Understood and learned extremely well described facts? 2)  NDARDS  tion so sever e one:

PLEASE be sure to complete ALL categories before turning in this form.

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Tesy Great

The hysturian Cogera Lorms will be collected by the competition administrator PRIOR to the

### EVALUATION CRITERIA FORM—JUDGING

(Each judge should receive four copies of the Evaluation Criteria Form-Judge's Name: E c Cell #: Date: 4 13 Room #: Team Letter Designation: Client Name: \_ W 6 N Negotiation judged: (Please circle the competition level—Regional or Mational / and mark the round observed) Round #1 Round #2 Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis, we will NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 (2 Very Unprepared Somewhat Neutral Somewhat Prepared Highly Unprepared Unprepared Prepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 5 Very Management Inflexible Somewhat Flexible Highly Neutral Somewhat Inflexible Inflexible Flevible Flerible III. OUTCOME OF SESSION WAS A MAD THE STREET STATE OF SESSION WAS A WAS NOT THE Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 1 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well not served somewhat at all very well IV. **TEAMWORK** How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 5 3 2 1 Totally lacking Lacking teamwork Excellent Somewhat good Somewhat lacking in Very Good Neutral in teamwork teamwork Team work teamwork Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Did the wa		anage its relation		, and implied and the other team con		
7	6 Ms	awi_5emaN mail	(A)	3 r-A	:noi2miesC	TeansLetter I
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V analysis.	Land VII she		d after bo	oth teams have co	impleted the	ir self-
Students w following (1) "In refl you do the	questions: lecting on the e same and wha	0-minute period	if you facificately	(2) (新型型型 (1) (数2.000 (1) 表で)		
		analysis during th learned from tods		session, how adeq iation?	uately unders	tood the
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that, in you	ur judgment, th	e team should be	disqualifi	NDARDS, was the ed from the comp	etition? Circl	e one:
ining a	YE	S, DISQUALIFY	TROSTRE TO	NO, DO NOT DISQU	JALIFY	i ip. omosiuo.
Please exp	lain in detail:	basics states someonic	Ambugi1	y Cooks nemerolan	orobe intraligativ	25 NOS 1201 4[80] )
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RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

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### **EVALUATION CRITERIA FORM-JUDGING SCALES**

(Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

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Judge's Nam	e: ERIC	GANCI CO	11#:		<u>-√13</u> Room #:	en and the second second
Team Letter	Designation:	B-7	_ (F)	Client Name: 🖺		erritering im
Negotiation (Please circle		ition level—Reg	gional or Me	ationa) / and mar)	t the round obs	
	Round #1	Ro	und #2	Final:		
Criteria I-V	should be e	ompleted follo	wing the cu	id of the negotia	Zizyi Ayaa Iion and while	Market Street Lines
are preparn		• "				
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Based on wh		ved in the negot gardless of who	iation and t	he self-analysis, t nent was reached,	o what extent of serve the clien	did the
7	6	5	4	3	(2)	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
			rking toget	her as a team, in s	haring respons	sibility, and
7	(6)	5	(4)	3	2	1
Totally lacking Li	cking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a s whole number)	ingle-person te			VI, and VII and ente	er that result (to t)	ne nearest

#### V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS This scale focuses on word choice, attitude and toge, and implied and explicit communications. Did the way this team manage its relationship with the other team contribute to or detract from achieving its client's best interests? Rent Names Feam Letter Designetion: Wh Relationship Relationship Relationship Neutral Relationship Managed Relationship Managed Very Managed Poorty managed Managed Somewhat Well **Poorty** extremely well Somewhat

Criteria VI and VII should be completed after both teams have completed their selfanalysis.

### VI. SELF-ANALYSIS

Students will begin this 10-minute period by answering directly to the judges, responses to the following questions:

- (1) "In reflecting on the entire negotiation, if you faced a similar situation tomorrow, what would you do the same and what would you do differently?"
- (2) "How well did your strategy work in relation to the outcome?"

**Poorty** 

Based on the team's self-analysis during the review session, how adequately understood the negotiation dynamics and learned from today's negotiation?

7 6 5 4 3 Understood And Understood and learn much Understand or learn much Understood And Learned Somewhat Understood and learned extremely well

#### VII NECOTIATING ETHICS

Based on your observation, do you believe the negotiating team observed or violated the ethical standards of the legal profession? For example, 1) did the team misrepresent material facts? 2) did the team invent self-serving material facts? etc. Select and circle one:

TEAM OBSERVED ETHICAL STANDARDS or TEAM VIOLATED ETHICAL STANDARDS

If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so severe that, in your judgment, the team should be disqualified from the competition? Circle one:

Please explain in detail:

| Description | D

PLEASE be sure to complete ALL categories before turning in this form.

Attachment B

Based on who outcome of the served at all IV. TEA. How effective providing mute 7	COME OF SE at you observed he session, rega 6 Goals not served	Inflexible  ESSION  I in the negotial ardless of whether  Goals somewhat not served	ation and the her agreem 4 Neutral	Somewhat Flexible are self-analysis, the self-analysis self-analysis, the self-analysis self-analysis, the self-analysis self-analysis, the self-analysis s	o what extent of serve the clier  2  Goals served well	flexible  fid the  nt's goals?  1  Goals served very well
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Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepare
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	should be con ig for the self-		ing the en	d of the negotia	tion and while	the teams
	Round #1 _	V Rou	nd #2	Final:	E.A.Y.E.YBIS	138 1
(Flease circli	e the competition			tional / and mark	t the round obs	erved)
	eridanoi tuisid. In	Relationship Afford	- farmold	olitanoimis i	.etiborioifuldi	g girlenvitet
Negotiation	Designation: 🔔			Client Name: _ A	ten.	

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Did the w	ay this team mana its client's best in	ge its relationsh	-	<b>A</b>		
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Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V analysis.	T and VII should	l be completed	after both	i teams have co	mpleted their	self-
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Did not understand or learn at all	Did not understand or Di learn les	id not understand or arn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
VII. NI	EGOTIATING E	THICS	t bantaasi walamaday	er the negotiator	disow assess	This scale a
standards	your observation, of the legal profes m invent self-serv	sion? For exam	nple, 1) die	the team misre	present materi	
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-	led TEAM VIOL. ur judgment, the t			-		

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PLEASE be sure to complete ALL categories before turning in this form.

YES, DISQUALIFY

Please explain in detail:

The Lassburgion Criteria Forms will be vellected by the competition administrator PRIOR to the

NO, DO NOT DISQUALIFY

### **EVALUATION CRITERIA FORM-JUDGING SCALES**

(Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Team Letter	Designation:	A-6	_ 6	Client Name: _	WGN	an gree
Negotiation (Please circle		ition leyel—Regio	onal or Na	ntional / and ma	rk the round obs	served)
	Round #1	Rou	nd #2	Final:		Figure
		december of the second		4500	F-ANALYSIS	SEL
Criteria I-V are prepari		ompleted follow ff-analysis,	ing the en		ition and while	
This scale as tactics reason	sesses wheth	PLANNING her the team was f ed to the situation as performance an	set out in	the fact pattern		
7	6	5	4	3	(2)	1
Very	Unprepared	Somewhat	Neutral	Somewhat	Prepared	Н
		Unprepared  N DEVIATING per the negotiators				ATEG
II. FLE This scale as whether thei work effective	sesses wheth r strategy and vely in the co	enterwoold-brittani. I	seemed recripted or all negotiat	PLANS OR AD esponsive to the otherwise pre-ption. Was this to	negotiation as planned in a way arm able to adap	ATEGY it unfol y that d
II. FLE This scale as whether thei work effective	sesses wheth r strategy and vely in the co	N DEVIATING her the negotiators d tactics seemed sontext of the actua	seemed recripted or all negotiat	PLANS OR AD esponsive to the otherwise pre-ption. Was this to	negotiation as planned in a way arm able to adap	ATEGY it unfol y that d
II. FLE This scale as whether thei work effective	sesses wheth r strategy and vely in the co	N DEVIATING her the negotiators d tactics seemed sontext of the actua	seemed r scripted or al negotiat aforeseen 4	PLANS OR AD esponsive to the otherwise pre-ption. Was this to	negotiation as planned in a way arm able to adap	it unfol y that d
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II. FLE This scale as whether thei work effective to for examp 7 Very Inflexible III. OUT Based on wh	sesses whether strategy and vely in the coole, to new in a limit of the coole of th	IN DEVIATING there the negotiators of tactics seemed sometiments of the actual formation or to under the seemed somewhat inflexible SESSION wed in the negotial	seemed recripted or al negotiate inforeseen  4  Neutral  attion and the agreen	esponsive to the otherwise pre-ption. Was this to moves by the op  Somewhat Flexible  the self-analysis,	negotiation as clanned in a way am able to adapposing team?  2  Flexible  to what extent	ATEGY it unfol y that do t its str
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V. RE	LATIONSHI	P BETWEEN T	HE NEG	OTIATING TEA	MS	17 7112315 2072
Did the wa		anage its relations	The second secon	and implied and he other team con		
7	6 101	ient Name 2 _ V	(4)	3 2-A	Cesigngion:	Team Lotter I
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managad Somewhat Poorly	Neutral http://www.hos.	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V analysis.	/Land VII slo	ould be complete	d after bo	oth teams have co	mpleted thei	r self-
Students v following (1) "In ref you do the	questions: lecting on the same and wha	10-minute period	, if you fac lifferently?	Company and the first of the fi		
		analysis during the learned from today	/ \	session, how adeq	uately underst	tood the
7	6 Jammes P	5	(4)	3	2	1
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Based on standards	of the legal pro	on, do you believe ofession? For exa	e the negot imple, 1) o	tiating team observalid the team misre Select and circle o	ved or violate present mater	d the ethical
TEAM OF	SERVED ETHI	CAL STANDARDS	) or	TEAM VIOLATED	ETHICAL STA	NDARDS
that, in yo	ur judgment, tl	ne team should be	disqualifi	IDARDS, was the ed from the comp	etition? Circle	e one:
Palson 8'		ES, DISQUALIFY		NO, DO NOT DISQU		1 To State of t
Please exp	lain in detail:	payted step 7 (interpret	54(710) A	todiscome sinoD Suvery vist	Version and service	Loren Writing

The Evaluation Criteria Forms will be collected by the competition administrator <u>PRIOR</u> to the judges providing feedback to the last two teams.

Tundly locking testing resourced sectional tacking to Vertes Sequenced Very Good

		idge should receive four co				A. RELIA
Judge's Nar	ne: Ush	n Ham Cel	I.	Date: 9/2	ulis Room	#: 227
Team Letter	Designation	1: <u>A-6</u>	-	Client Name:	WGN	chieving its c
Negotiation (Please circ		tition level—Regi	onal or N	ational / and mar	k the round o	bserved)
	Round #	Rou	nd #2	Final:		
		completed followell-analysis:	ing the c	nd of the negotia	tion and whi	ile the teams
This scale as tactics reason	ssesses whet nably design	N PLANNING her the team was f ned to the situation its performance an	set out in	n the fact pattern.		
7	6	5	4	3	(2)	rep richestrugian
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether the work effecti	ssesses whether it strategy and vely in the c	IN DEVIATING her the negotiators at tactics seemed sontext of the actual formation or to un	s seemed : scripted o al negotia	responsive to the responsive to the responsive pre-plation. Was this term	negotiation as lanned in a w am able to ad	s it unfolded o ay that did no
7	6	840 \$10910 han 19010 5	4	3	2	r amesi sull lab 1
Very Inflexible	Inflexible 1	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh	nat you obser	SESSION rved in the negotia regardless of whet	tion and		to what exten	t did the
7	6	5	4	1 713 AUWEN .	$\left(2^{1}\right)$	1
Goals not served at all	Goals not serv	ed Goals somewhat not served	Neutral	Goals served somewhat	Goels served we	oll Goals served very well
		negotiators in work	king toget	ther as a team, in s	sharing respon	nsibility, and
7	6	5	4	3	(2)	1
Totally lacking L in teamwork	acking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Vety Good Teamwork	Excellent Teamwork
NOTE: For a whole number,		eam, average criteria ork rating.	ı I, II, III, V	, VI, and VII and ente	er that result (to	the nearest

	6	5 panels shoul	4 -	3	(2)	ratio large
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V analysis.	Tand VII show	ild be completed	Lafter bo	th teams have co	inpleted thei	r self-
Students we following (1) "In refleyou do the	questions: lecting on the er same and what	0-minute period l	if you fac	F 2016 F 10 10 10 10 10 10 10 10 10 10 10 10 10	ion tomorrov	
		nalysis during th earned from toda		ession, how adequation?	nately unders	cood the
7	6	5	4	3	(2)	1
Did not understand or learn at all	Did not understand or learn	Did not understand or learn much	Neutrai	Understood And Learned Somewhat	Understood and learned well	Understood an learned extremely well
Based on y standards o	of the legal prof	n, do you believe fession? For exa	mple, 1) d	iating team observed id the team misred elect and circle of	present mater	
TEAM OB	SERVED ETHIC	AL STANDARDS	or ·	ΓΈΑΜ VIOLATED I	ETHICAL STA	NDARD\$
				DARDS, was the	tition? Circl	tion so sever
that, in you	serve the olient		ier agreom L			116 <b>9780</b> 05111 t
that, in you	serve the olient	bodospresy ind.	The second second	NO, DO NOT DISQU		iara-zveta:

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

This scale focuses on word choice, attitude and tone and implied and explicit communications.

V.

The Evaluation Criteria Lorins will be collected by the competition administrator PRIOR to the rudge spreakling leadback to the last two temps:

#### Attachment B EVALUATION CRITERIA FORM-JUDGING SC (Each judge should receive four copies of the Evaluation Criteria Form-Date: 9721/13 Room #: 128 Judge's Name: A. FLOWS Cell# Team Letter Designation: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Final: Round #2 Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. I. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 5 2 1 Highly Very Unprepared Somewhat Neutral Prepared Unprepared Unprepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY П. This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 5 4 1 6 Highly Very Inflexible Somewhat Neutral Somewhat Inflexible Elevible Flexible **OUTCOME OF SESSION** Ш. Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 6 Goals somewhat Goals served Goals served Goals served well Goals not served Goals not served Neutral somewhat very well not served at all

#### IV. **TEAMWORK**

How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?

7 5 3 1 6 4 Somewhat good Excellent Totally lacking Lacking tearnwork Very Good Somewhat lacking in Neutral teamwork Teamwork teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

7	6	5	4	3	2	1
Relationship Managed Very Poorty	Relationship Managed Poorty	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely wel
Criteria V analysis,	T and VII shot	ild be completed	l after bo	th <sub>e</sub> teams have co	mpleted thei	r self-
Students was following (1) "In reflyou do the	questions: lecting on the er same and what	)-minute period l	if you fac			
		nalysis during the		ession, how adequation?	nately underst	tood the
7	6	5	4	3	(2)	1
Did not understand or carn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Loarned Somewhat	Understood and learned well	Understood as learned extremely well
Based on y standards of did the tea	of the legal prof m invent self-so	n, do you believe fession? For exa crving material fa	mple, 1) d acts? etc. S	iating team observed the team misre delect and circle of	present mater ne:	rial facts? 2
Based on y standards of did the tea	your observation of the legal prof m invent self-se	n, do you believe fession? For exa	mple, 1) d acts? etc. S	id the team misre	present mater ne:	rial facts? 2]
Based on y standards of did the tea	your observation of the legal prof m invent self so served ethic.	n, do you believe fession? For exactiving material for AL STANDARDS LATED ETHIC	mple, 1) d acts? etc. S or	id the team misre select and circle of	present mater ne: ETHICAL STA ethical violar	rial facts? 2  NDARDS  tion so seve
Based on y standards of did the tea	your observation of the legal profuse invent self-self-self-self-self-self-self-self-	n, do you believe fession? For exactiving material for AL STANDARDS LATED ETHIC	mple, 1) d acts? etc. S or AL STAN disqualifie	id the team misre felect and circle of TEAM VIOLATED IN DARDS, was the	present mater ne: ETHICAL STA ethical violar etition? Circle	rial facts? 2  NDARDS  tion so seve
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RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

The Explication Criteria Forms will be coffeeted by the competition administrator PRIOR to the

PLEASE be sure to complete ALL categories before turning in this form.

		hould receive four co			iging Scales.)	v. rek
Judge's Nar	ne: Gordon	Malters Cell	#:	Date: 9/8	1/13 Room #:_	128
Team Letter	Designation: _	A-9	Cli	ent Name:	<u>16N</u>	acineving il
Negotiation (Please circ	judged: le the competiti	on level—Regi	onal or Natio	nal / and mark	t the round obs	erved)
	Round #1	Rou	nd #2	Final:		
Criteria I-V	should be con	npleted_follow	ing the end o	of the negotiat	tion, and while	the teams
are prepari	ng for the self-	analysis.			NITOS VIITOS VII	
This scale as tactics reaso	SOTIATION P ssesses whether enably designed adging from its p	the team was f to the situation	set out in the	the facts and la e fact pattern.		rategy and
7	6	5	4 .	3	$\sqrt{2}$	negonation.
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether the work effecti	EXIBILITY IN ssesses whether ir strategy and to lively in the control ple, to new information in the control of	the negotiators actics seemed s ext of the actua	s seemed resp scripted or ot al negotiation	onsive to the r herwise pre-plan. Was this tea	negotiation as it anned in a way Im able to adap	unfolded or that did not
7	6	oromy base took	4	3	2	Tid the test
Very Inflexible	Inflexible 444	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible 11	Highly Flexible
Based on wh	rcome of sa hat you observe the session, rega	d in the negotis				
7	6	2004 CER 1004 2	4	THE UDEKE !	2	1
Goals not served at all	Gosla not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effecti	AMWORK ve were the negutual backup?	otiators in worl	king together	as a team, in s	haring respons	bility, and
7	6	5	4	3	2	1
			(	L		

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

This scale	focuses on w	ord choice, attitud		, and implied an		
	ay this team not its client's be	nanage its relations	diponin t	he other team co	ntribute to or o	detract from
7	6	W Same Manual	54.	Pr A	(2)	Teagu Letter I
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manag Somewhat Well	Retationship managed well	Relationship managed extremely well
Criteria \ analysis.	VI and VII st	iould be completed	d after be	oth teams have c	ompleted the	ir self-
Students v following (1) "In ref you do the	questions: lecting on the same and wh	SIS 10-minute period le entire negotiation, hat would you do de strategy work in re	if you fac	ced a similar situ		
		f-analysis during th d learned from toda			quately unders	tood the
7 Did not understand or learn at all	6 Did not understand learn	5 d or Did not understand or learn much	4 Neutral	3 Understood And Learned Somewhat	Understood and carned well	Understood and learned extremely well
Based on standards did the tea	of the legal part invent self	GETHICS ion, do you believe rofession? For exa serving meterial fa	mple, 1) of acts? etc. \$	iating team obse	epresent mate one:	ed the ethical rial facts? 2)
that, in yo	ur judgment,	IOLATED ETHIC the team should be	disqualifi	ed from the com	petition? Circl	e one: Base 8
		ES, DISQUALIFY		NO, DO NOT DISC		
Please exp	olain in detail:	Bevran electi) fortarense	lgenirald	Contraction along street	leynes von elcoD	Lorracion vincia Esta
			Y	27 7 7 7 8 6	MACINE	
han wilte	HERVEST NOW	eria siLumadu a as 10	साम्बर्ग अस	ceriators in work	A.7	
					Paramo india	THE MERICAL A CARE

The Evaluation Criteria Lorans walkbe collected by the competition administrator <u>PRIOR</u> to the

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Judge's Na	me: Brur	recomment to	Cell #	Date: 9/2	1/13 Room #:	128
Team Lette	er Designation	A-9	£	Client Name:	WGN	en Biuamun
Negotiatio (Please cir		ition level—Re	gional or No	ntional) and mar	k the round obs	Vanaged Verv , 5
	Round #1	R	ound #2	Final:	That of Arma named and Arma	
in production in the second					SISATVAVV-	100
	v should be c ring for the se	•		d of the negotia		
This scale :	onably design	er the team wa	s familiar wi	ith the facts and l the fact pattern. rent strategy?	aw and had a s	trategy and
7	6	5	4	3	(2)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effect	assesses wheth eir strategy and tively in the co	er the negotiat d tactics seeme ontext of the ac	ors seemed red scripted or tual negotial	esponsive to the otherwise pre-pion. Was this tempoves by the opposite the control of the contro	negotiation as i lanned in a way am able to adap	t unfolded o
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Based on v	f the session, re	ved in the nego	nether agreen	he self-analysis, nent was reached		did the
7	6	5	4	3	2	$f_1$
Goals not served at all	d Goals not serve	d Goals somewh not served	at Neutral	Goals served somewhat	Goals served well	Goals served very well
How effect	AMWORK tive were the n nutual backup	-	orking toget	her as a team, in	sharing respons	sibility, and
7	6	5	4	3	(2)	1
Totally lacking in teamwork	Lacking teamwork	Somewhat facking i teamwork	n Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Team work
	a single-person to er) as the teamwo		eria I, II, III, V,	VI, and VII and ent	er that result (10 t)	ne neares!

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				OTIATING TEA , and implied and		munications
				he other team con		
	gits client's best	11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	ch-Town remain	no other team con	· B	ou dot nom
7	6 45)	lient Namez	ି 4 -	<b>43</b>	(2)	Team Letter
Relationship Managed Ver Poorly	Relationship  Managed Poorty	Relationship Managed Somewhat Poorly	Neutral TO los	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria analysis.		nld be completed	d after bo	th teams have co	mpleted thei	r seff-
Students following (1) "In re you do th	g questions: flecting on the e le same and wha	0-minute period l	if you facifferently?		tion tomorrow	
		malysis during the earned from toda	e review s	ession, how adequation?	uately underst	ood the
7	6.	5	4	3	2	(1)
Did not understand or learn at all	Did not understand or learn	Did not understand or learn much	Neutral 14 MADA	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards	of the legal pro	n, do you believe fession? For exa	mple, 1) d	iating team observed the team misre Select and circle of	ved or violate present mater	d the ethical jal facts? 2)
PEAM C	BSERVED ETHIC	AL STANDARDS	or ·	TEAM VIOLATED	ETHICAL STA	NDARDS
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Please ex	plain in detail:			howard states   boyard Ring		
		19		_	MWORK	IV. TEA
bns .viili	быловерт экіныі	er as a team, in s	disem uni	econators in work	ve were the n	tosho wort
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inallani	Vary Good	paga servemba	lastos (4)	ni grišlaul taitworpař.	Mayorings gpickan.	gnicipal yttato)

Judge's Nam	e: DAVID TI	ffing	Cell #		Date:	9-1	└/ Room #:	318
Team Letter	Designation: _	A-5	_	Clie	ent Name	2579#A	WGN	achieving its
Negotiation (Please circle	judged:	ion level—	Regional or		al / and	Mil	the round ob	Manufed Very W
	Round #1		Round #2_		Final:	11.21		
							F-ANALYSE	VE. SEL
	should be co g for the self		ollowing the	cud o	f the neg	gotiat	ion and while	e the teams
This scale ass tactics reason	OTIATION I sesses whether ably designed lging from its	the team to the situ	was familian ation set ou	with the	he facts fact pat	and latern.		trategy and
7	6	5	4	ra vinan	3	201(Int	(2)-	n BelitimSee
Very Unprepared	Unprepared	Somewhat Unprepared	Neutra	i er	Somev Prepar		Prepared	Highly Prepared
whether their work effective	sesses whether strategy and rely in the con le, to new info	tactics seen	med scripted actual nego	l or oth tiation.	erwise p Was th	ore-pla is tea	anned in a way m able to aday	y that did no
Very Inflexible	Inflexible	Somewhat Inflexible	Neutre	1 (%	Somev		Flexible	Highly Flexible
III. OUT Based on wh	COME OF S at you observe ne session, reg	ESSION ed in the ne			elf-analy	ysis, t		did the
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Goals not served at all	Goals not served	Goals some not served	ewhat Neutre	1	Goals somew		Goals served well	Goals served very well
	MWORK e were the neg itual backup?	gotiators in	working to	gether	as a tean	1, in s	haring respon	sibility, and
7	6	5	. 4	•	3	/	(2)	1
Totally lacking La in teamwork		omewhat lacki eamwork	ng in Neutra		mewhat go amwork	od	Very Good Teamwork	Excellent Teamwork
	ingle-person tea as the teamwork		riteria I, II, II	, <i>V</i> , <i>VI</i> ,	and VII ar	nd ente	r that result (to t	he nearest

7	its client's best	interests?	4 -	3-1	(1)	rests J <sub>I</sub> meo
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managod Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria analysis,	VI and VII sho	ould be completed	after bot	li teanis have co	nipleted thei	r self»
Students following (1) "In resyou do the	questions: flecting on the e e same and wha	O-minute period by entire negotiation, in t would you do diff trategy work in rela	f you face ferently?"	d a similar situat	ion tomorrow	
		analysis during the learned from today			uately underst	ood the
7	6	5	4	3	2	
Did not understand or learn at all	Did not understand o learn	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards	of the legal pro	GETHICS on, do you believe the ofession? For examinerying material fac-	he negotion ple, 1) di	d the team misre	ved or violate present mater	d the ethical
did the te	BSERVED ETHIC	CAL STANDARDS	or T	EAM VIOLATED	ETHICAL STA	NDARDS
					31 A A A A A	ion so sever
TEAM O	our judgment, th	DLATED ETHICA te team should be d	isqualific	d from the comp	etition? Circle	one:
TEAM O	our judgment, th		isqualific	d from the comp	etition? Circle	one:
TEAM O	our judgment, th	te team should be d	isqualific	d from the comp	etition? Circle	one:

The Evaluation Criteria Forms will be collected by the competition administrator <u>PRIOR</u> to the judges providing feedback to the last two teams.

		should receive four con		uation Criterio Tim-Ind	lied -	V. RET
Judge's Na	me: Rebeca	Valenzuel Cell	#:	Date: 9/2	1/1 Room #:_	318
Team Lette	er Designation:	A-5 (1		Client Name:	WON	il gaireidae
Negotiatio (Please cir		on level—Regio	onal or Na	ntional / and mark	the round obse	rved)
	Round #1 _	Rou	nd #2	Final:	given i / pro	a glaciji ist Meta dajna
	V should be cor ring for the self-	-	ing the en	d of the negotiat		he teams
This scale a		the team was for to the situation	set out in	th the facts and la the fact pattern.	w and had a str	ategy and
7	6	5	4	3	2	sautenegen 1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale whether the work effect	assesses whether eir strategy and t tively in the cont	the negotiators actics seemed s ext of the actua	seemed recripted or all negotiat	LANS OR ADA esponsive to the re- otherwise pre-pla- ion. Was this tea moves by the opp	egotiation as it anned in a way m able to adapt	unfolded o
7	6	5	4	3	$\left(\begin{array}{c}2\end{array}\right)$	821 247 1110
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on v		d in the negotia		he self-analysis, to nent was reached,		
7	6	5 TOP 001,01	4	3	2	1
Goals not served	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat		Goals served very well
How effect	AMWORK ive were the neg nutual backup?	otiators in work	cing togetl	ner as a team, in s	haring responsi	bility, and
7	6	5	4	(3)	1/2	1
Totally lacking in teamwork	•	omewhat lacking in amwork	Neutral	Somewhat good	TALL GOOD	Excellent Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

	ay this team man		CONTRACTOR OF THE PARTY OF THE	AND THE RESERVE AND THE PARTY OF THE PARTY O	d explicit community	
achieving	its client's best in		7	1111 / 0-4		/
7	6	5emsN insili	4	3	L not 2 ngiese	
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manag Somewhat Well	ed Relationship managed well	Relationship managed extremely well
Triteria V malysis.	A and VII shou	ld be completed	l after bo	th teams have c	ompleted thei	r self»
Students vollowing (1) "In ref	LF-ANALYSIS vill begin this 10 questions: lecting on the en- e same and what well did your str	-minute period b tire negotiation, would you do di	if you fac fferently?	ed a similar situ	ation tomorrow	, what woul
	the team's self-and dynamics and le	alysis during the	e review s			ood the
7	6	5	4	3	2	1
oid not inderstand or earn at all	PHING STRAI	Did not understand or earn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on partandards	egotiating lyour observation of the legal proferm inventiself-ser	, do you believe ession? For exa	the negoti mple, 1) d	id the team miss	rved or violate represent mater	d the ethical
TEAM OF	SSERVED ETHICA	L STANDARDS	or S	TEAM VIOLATED	ETHICAL STA	NDARDS
f you circ	ied TEAM VIOI ur judgment, the	team should be	disqualific	ed from the com	petition? Circle	one:
hat, in yo	TEXAS CONTRACTOR SALES	DISQUALIFY		NO, DO NOT DISC		10, 311(0.31)(0
hat, in yo		£ .				
hat, in yo	YES,	barran Habi i mitamiran	irusal)	Cinal gargenius um kinyod	900 454 310 11	
hat, in yo	YES,		property.	liovaiž ma	Instation LWI YV MED.	
hat, in yo	YES,		iruge ()	liovaiž ma	ALPINY YEAR	Franks mott
hat, in yo	YES,		Feature Neutral	liovaiž ma	nervyena.	a guitivorq

The Evaluation Criteria Forms will be collected by the competition administrator **PRIOR** to the judges providing feedback to the just two teams.

## EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Na	ame: Farka	er Smith c	Cell #	Date: 9	/21/13 Room #:	318
Team Lett	er Designation	A-5		Client Name: _	offettis pest sur	ah Suivoniou
And the second second	on judged: rcle the compet	tition level—Re	egional or Ne	ational / and ma	rk the round obs	served)
	Round #	A R	ound #2	Final:		
24 3 3	-V should be c ring for the se		iwing the ci	rd of the negoti	ation and while	the teams
This scale tactics reas		er the team wa	ion set out ir	the fact pattern	law and had a s . How well-prep	
7	6	5	4	(3)	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral Interess	Somewhat Prepared	Prepared KI no landra of kill from bit	Highly Prepared
This scale whether the work effect	assesses wheth eir strategy and tively in the co	ner the negotiated tactics seeme context of the ac	ors seemed of d scripted of tual negotia	responsive to the r otherwise pre-j	APTING STRA e negotiation as in planned in a way earn able to adap oposing tearn?	t unfolded or that did not
7	6	5	4	(3)	2	1
Very Maria Ad Inflexible	Inflexible	Somewhat Inflexible	Neutral O	Somewhat Flexible	Flexible	Highly Flexible
Based on v	0/01/19	ved in the nego	nether agreer		to what extent of the client o	
7	6	5	4	3	2	1
Goals not serve	d Goals not serve	d Goals somewh not served	ant Nountral	Goals served somewhat	Goals served well	Goals scrved very well
How effec	AMWORK tive were the n mutual backup		orking toget	her as a team, in	sharing respons	sibility, and
7	6	5	4	(3)	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking i teamwork	n Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person to er) as the teamwo		eria I, II, III, V	, VI, and VII and en	nter that result (to th	he nearest

PLEASE be sure to complete ALL categories before turning in this form.

Thest valuation Criterias korms will be confected by the competition neministrates PRIOR to the

	EVALUATION OF THE PROPERTY OF	ON CRITER OULD TECEIVE FOUR COPIE				IS .V
Judge's Name	nd explicit com	Cell		Date: 9/2	Room #:	217
Team Letter I	Designation:	A-4	Clien	t Name:	NGN	SUITATION
Negotiation j (Please circle		n level—Regioi	nal or Nationa	l / and mark	the round obser	ved)
	Round #1	Roun	d #2	_Final:	arsts find that I	and the b
the state of the s	should be com g for the self-a	•	ig the end of	Service and the second	on and while th	
I. NEGO This scale ass tactics reasons	OTIATION PI esses whether t	ANNING he team was fa o the situation	miliar with the	e facts and la act pattern. I	w and had a stra How well-prepar	tegy and
7	6	5	4 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	3	$\left(2\right)$	ommendan T
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale ass whether their work effective	esses whether t strategy and ta	the negotiators ctics seemed so ext of the actual	seemed respon cripted or othe I negotiation.	nsive to the no rwise pre-pla Was this tear	PTING STRAT egotiation as it us inned in a way the nable to adapt it is in graph to sing team?	nfolded or nat did not
7	6	5	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat A	Flexible 22 8	Highly Flexible
Based on wha		in the negotiat			what extent did serve the client's	
7	6	5	4	3	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Common par ron mah	oals served ery well
		tiators in work	ing together as	s a team, in sl	haring responsib	ility, and
7	6	5	14-1	3	4 103	<i>]</i> 1
Totally lacking Lacin teamwork		mewhat tacking in		newhat good nwork	VELY GOOD	xcellent eamwork
	ingle-person team as the teamwork r		I, IJ, IX, V, VI, a	nd VII and enter	r that result (to the	nearest

# EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Team Letter	Designation:	A-4	- 1	Client Name:	WGN	hieving k
Negotiation (Please circle		ition level—Regio	nal or Na	ntional / and mark	t the round obs	erved)
	Round #1	Rour	nd #2	Final:		
Criteria I-V					F-ANALYSIS	.ise .i
Criteria I-V are preparii		ompleted followi If analysis.	ng the en	d of the negotial	ion and while	the teams
tactics reason	nably designe	er the team was fi ed to the situation s performance an	set out in	the fact pattern.		
7 Very	6 Unprepared	5 Somewhat Unprepared	4 Neutral	3 Somewhat	2 Prepared	Highly
Unprepared  IT RT.E.	YIRII ITV I	appropriation became	EROM P	Prepared T.ANS OR ANA	PTING STD	Prepar TECV
II. FLEX This scale as whether their work effective	sesses wheth strategy and vely in the co	N DEVIATING er the negotiators I tactics seemed s intext of the actual formation or to un	seemed r cripted or I negotiat	LANS OR ADA esponsive to the r otherwise pre-plation. Was this tea	negotiation as i anned in a way m able to adap	TEGY t unfolded that did r t its strate
II. FLEX This scale as whether their work effective	sesses wheth strategy and vely in the co	N DEVIATING er the negotiators I tactics seemed sontext of the actual	seemed r cripted or I negotiat	LANS OR ADA esponsive to the r otherwise pre-plation. Was this tea	negotiation as i anned in a way m able to adap	TEGY t unfolded that did r
II. FLEX This scale as whether their work effective to for examp	sesses whether strategy and vely in the colle, to new into	N DEVIATING er the negotiators I tactics seemed sontext of the actual	seemed recripted or 1 negotiate foreseen	LANS OR ADA esponsive to the r otherwise pre-plation. Was this tea	negotiation as i anned in a way m able to adap osing team?	t unfolded that did n t its strate
II. FLEX This scale as whether their work effective to for examp 7 Very Inflexible III. OUT Based on wh	sesses whether strategy and vely in the colle, to new information of the collection	N DEVIATING er the negotiators I tactics seemed sometate of the actual formation or to un  Somewhat Inflexible SESSION wed in the negotial egardless of wheth	seemed recripted or 1 negotiate foreseen : 4 Neutral tion and the agreen	LANS OR ADA esponsive to the r otherwise pre-pl ion. Was this tea moves by the opp  3 Somewhat Flexible he self-analysis, t ment was reached,	negotiation as is anned in a way mable to adaptosing team?  2  Flexible  o what extent of serve the clients	t unfolded that did not its strate Highly Flexib
II. FLEX This scale as whether their work effective to for examp 7 Very Inflexible III. OUT Based on wh	sesses whether strategy and vely in the colle, to new information of the collection	N DEVIATING er the negotiators I tactics seemed sometate of the actual formation or to un  Somewhat Inflexible SESSION wed in the negotia	seemed recripted or 1 negotiate foreseen : 4 Neutral tion and the agreen	LANS OR ADA esponsive to the r otherwise pre-pl ion. Was this tea moves by the opp  3 Somewhat Flexible he self-analysis, t	negotiation as is anned in a way mable to adaptosing team?  2  Flexible  o what extent of serve the clients	t unfolded that did not its strate  Highly Flexib
II. FLEX This scale as whether their work effective to for examp 7 Very Inflexible III. OUT Based on whoutcome of the scale as whether their work effective to for examp 7	sesses whether strategy and vely in the colle, to new information of the collection	or the negotiators tactics seemed so tactics seemed so tactics seemed so tactics formation or to un seemed to the actual formation or to un seemed to the seemed seemed to the negotial segardless of wheth	seemed recripted or 1 negotiate foreseen : 4 Neutral tion and the agreen	LANS OR ADA esponsive to the r otherwise pre-pl ion. Was this tea moves by the opp  3 Somewhat Flexible he self-analysis, t ment was reached,	negotiation as is anned in a way mable to adaptosing team?  2  Flexible  o what extent of serve the clients	t unfolded that did not its strate  Highly Flexib
II. FLEX This scale as whether their work effective to for examp  Very Inflexible  II. OUT Based on whoutcome of the scale and served at all	sesses whether strategy and vely in the colle, to new infinite formation of the collection of the coll	N DEVIATING er the negotiators I tactics seemed s intext of the actual formation or to un  Somewhat Inflexible SESSION wed in the negotia gardless of wheth  Goals somewhat	seemed recripted or 1 negotiat foreseen 4 Neutral tion and the regreen 4	LANS OR ADA esponsive to the r otherwise pre-pl ion. Was this tea moves by the opp  3 Somewhat Flexible he self-analysis, t nent was reached,  3 Goals served	negotiation as is anned in a way mable to adaptosing team?  2  The Flexible of what extent of serve the clients are serve the clients.	t unfolded that did not its strate  Highly Flexib  did the not's goals?  Goals served
II. FLEX This scale as whether their work effective to for examp  7 Very Inflexible III. OUT Based on who outcome of the control of the contr	sesses whether strategy and vely in the colle, to new information of the colle, to new information of the collection of the session, references of the session, references of the session, references of the collection of the colle	N DEVIATING er the negotiators I tactics seemed s Intext of the actual formation or to un  Somewhat Inflexible SESSION wed in the negotia egardless of wheth  Goals somewhat not served	seemed recripted or language in the language i	LANS OR ADA esponsive to the r otherwise pre-pl ion. Was this tea moves by the opp  3 Somewhat Flexible he self-analysis, t nent was reached,  3 Goals served somewhat	negotiation as is anned in a way mable to adaptosing tearn?  2 Flexible  o what extent of serve the clients  2 Goals served well  charing respons	t unfolded that did not its strate  Highly Flexib  Highly Flexib  Goals served very well  Highly Flexib
II. FLEX This scale as whether their work effective to for examp  Very Inflexible III. OUT Based on who outcome of to the served ar all  IV. TEA	sesses whether strategy and vely in the colle, to new information of the colle, to new information of the collection of the session, references of the session, references of the session, references of the collection of the colle	N DEVIATING er the negotiators I tactics seemed s Intext of the actual formation or to un  Somewhat Inflexible SESSION wed in the negotia egardless of wheth  Goals somewhat not served	seemed recripted or language in the language i	LANS OR ADA esponsive to the r otherwise pre-pl ion. Was this tea moves by the opp  3 Somewhat Flexible he self-analysis, t nent was reached,  3 Goals served somewhat	negotiation as is anned in a way mable to adaptosing tearn?  2 Flexible  o what extent of serve the clients  2 Goals served well  charing respons	t unfolded that did not its strate  Highly Flexib  did the not's goals?  Goals served very well
II. FLEX This scale as whether their work effective to for examp  7 Very Inflexible III. OUT Based on who outcome of the control of the contr	sesses whether strategy and vely in the colle, to new information of the colle, to new information of the collection of the session, reference of the session, reference of the collection of th	N DEVIATING er the negotiators I tactics seemed s Intext of the actual formation or to un  Somewhat Inflexible SESSION wed in the negotia egardless of wheth  Goals somewhat not served	seemed recripted or language in the language i	LANS OR ADA esponsive to the r otherwise pre-pl ion. Was this tea moves by the opp  3 Somewhat Flexible he self-analysis, t nent was reached,  3 Goals served somewhat	negotiation as is anned in a way mable to adaptosing tearn?  2 Flexible  o what extent of serve the clients  2 Goals served well  charing respons	t unfolded that did ret its strate  Highly Flexib  Highly Flexib  Goals served very well

V.

Did the wa		nage its relations		, and implied and he other team con		
7	6 MN M	Jiont Names	4	3 - A	Designation:	
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Nautral	Relationship Managex Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria y analysis.	T and VII sho	ald be completed	l after be	th teams have co	mpleted thei	ir self-
Students v following (1) "In ref you do the	questions: lecting on the er same and what	0-minute period b	if you fact fferently?	1 H125-2021 W1277 NO H044-11 N 789		
		nalysis during the		session, how adeq ation?	uately undersi	tood the
7	6	5	4	3	2	(Ī)
Did not understand or learn at all	Did not understand or learn	Did not understand or learn much	Хечин	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards did the tea	of the legal produm invent self-subserved ethic	n, do you believe fession? For examerial fa erving material fa AL STANDARDS	mple, 1) ccts? etc. S	iating team observable the team misre Select and circle of TEAM VIOLATED	ved or violate present mater ne: ETHICAL STA	d the ethical rial facts? 2)
that, in yo	ur judgment, the		disqualifi	DARDS, was the ed from the comp	etition? Circle	e one:
(1)	YES	S, DISQUALIFY		NO, DO NOT DISQU	JALIFY	outcome of 4
Please exp	olain in detail:	teverae slacici Ladwinitus	intoski.	served normal new served	ren't school class.)	hoghe An electi He ii
bas ,vitte	Daylow Ecsenies	ori as a tuant. Un s	iter of ani	know ki eromitoss	MENORIA ve were the n utual backup	How effecti
9_10					spinist men	to Brain send

PLEASE be sure to complete ALL categories before turning in this form.

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The Evaluation Criseria Lorus Will be collected by the competition administrator PRIOR walls and the competition administrator PRIOR walls

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		TION CRITE				S <sub>amer</sub> or	
unications.	xalleit komm	ge should receive four cop	C of the Fund	hustion Criteria Form—J	udging Scales.)		
Judge's Nan	ne: Lacy	J Court Cell	- Amy q	Date: 29	Room #	: d1/60	
Team Letter	Designation:	<u>A-Y</u>	- 4	Client Name:	WGN	acine tillk icz	
Negotiation (Please circ		ition level—Regio	onal or Na	ational / and mar	k the round ob	served)	
	Round #1	Rour	nd #2	Final:	) <u>(</u> 4 <b>1</b> 7. 9 ii	The annual of the state of the	
	ASSESSED OF THE PROPERTY OF TH	Seeman 200 1 Sees 200			ANALYSIS	VL SELF	
	should be e ng for the se	ompleted followi lf-analysis.	ng the en		ition and whil		
This scale as tactics reaso	ssesses wheth nably designe	PLANNING er the team was fa ed to the situation s performance and	miliar wi	ith the facts and the fact pattern.	law and had a	strategy and	
7	6	5	4	3	2	$\binom{1}{1}$	
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared	
This scale as whether the work effecti	ssesses wheth ir strategy and vely in the co	N DEVIATING er the negotiators it tactics seemed sontext of the actual formation or to un	seemed r cripted or I negotiat	responsive to the otherwise pre-ption. Was this te	negotiation as lanned in a wa am able to ada	it unfolded or y that did not	
7	6	5	4	3	(2)	1	
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Fiexible	Flexible	Highly Flexible	
Based on wi		SESSION AAA wed in the negotian gardless of wheth					
7	6	5	4	3		$\left(\begin{array}{c} 1 \end{array}\right)$	
Goals not served at all	Goels not serve	Goals somewhat not served	Neutral	Goals served somewhat	Opelescried well	Goals served	
How effective	MWORK we were the ne utual backup	egotiators in work	ing toget	her as a team, in	sharing respon	sibility, and	
7	6	5	4	3	2	1	nerso!
Totally lacking I	acking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork	person team

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

V. RELATIONS! This scale focuses on v. Did the way this team:		and kine	and implied and	d explicit com	
achieving its client's be	est interests?	-	Til		
7 6	lient Name 5	<sup>0</sup> 4	3	( 2	Learn Leagn
Relationship Managed Very Poorly Managed Poorly	CONTRACTOR OF THE PROPERTY OF	Neutral	Relationship Manage Somewhat Well	d Relationship managed well	Relationship managed extremely well
Criteria VI and VII s analysis.	hould be completed	l after bo	th teams have co	ompleted the	ir self-
VI. SELF-ANALY Students will begin this following questions: (1) "In reflecting on the you do the same and w (2) "How well did you	s 10-minute period be e entire negotiation, that would you do di	if you fac ifferently?	ed a similar situa	ation tomorro	
Based on the team's sel negotiation dynamics ar	lf-analysis during th	e review s	CAP OF COURT OWNERS TO SERVE THE SERVER	quately unders	tood the
7 6	5	4	3	2	1
Did not Did not understar understand or learn learn at all	nd or Did not understand or learn much	Neutral 19 MOST	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
VII. NEGOTIATING Based on your observa standards of the legal production of the legal production of the team invent selection.	tion, do you believe profession? For exa	the negot	id the team misre	ved or violate	ed the ethical
TEAM OBSERVED ETH	HICAL STANDARDS	or '	TEAM VIOLATED	ETHICAL STA	NDARDS
If you circled TEAM V that, in your judgment,	the team should be	disqualifi	ed from the comp	etition? Circ	le one:
ve the client's goals?	YES, DISQUALIFY		NO, DO NOT DISQ		HOLOSHIONES
Please explain in detail	Monte Street	lection (4)	historical semiconial	Gode in seven	Oracle that same of actions
has responsibility, and	er as a team, in sherr	fine societh		WWW(Mex. c were the ner man onexapr	How effective
inalizacii casti	Somewhat work				Foreity leekage

		FION CRITE				V. REL
Judge's Na	00	lauk Cell		Date: 9/2/	Room #	23/
Team Lette	r Designation:	AI	_	Client Name: <u>4</u>	161/	achieving lis
Negotiation (Please circ		ition level—Regio	nal or Na	tional/and mark	the round ob	served)
31	Round #1	Rour	nd #2	Final:		
					ANALYSIS	VI SELL
	V should be coing for the sel	ompleted followi lf-analysis.	ng the en	d of the negotiat	ion and whil	e the feams
This scale a tactics reas	onably designe	PLANNING er the team was fa ed to the situation s performance and	set out in	th the facts and la the fact pattern.		strategy and
7	6	5 YROU	4	Zanov moni pama:	(2)	D GODINGSOL
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effect	issesses whetheir strategy and ively in the co	N DEVIATING er the negotiators it tactics seemed sontext of the actual formation or to un	seemed r cripted or I negotiat	esponsive to the responsive to the responsive pre-placed in the contract of th	negotiation as anned in a wa m able to ada	it unfolded or y that did not
7	6	5	4	3	(2)	The superu
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on w		SESSION wed in the negotial gardless of wheth				
7	6	TO KOT DISCI	4	3	2	(1)
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
IV. TE.	AMWORK					
	ive were the no nutual backup?	egotiators in work ?	ing toget	her as a team, in s	haring respon	sibility, and
7	6	5	4	3	(2)	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Totally lacking Lacking teamwork

in teamwork

(Each judge should receive four copies of the Evaluation Criteria Form Room #: 2 Client Name: Team Letter Designation: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #2 Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. \*\* NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? Vary Neutral Prepared lighty Unprepared Somewhat Somewhat Unprepared Unprepared Prepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? Very State Inflexible Somewhat Neutral Somewhat riexible Highly Inflexible Inflexible Flexible OUTCOME OF SESSION HAGNATE LADENTS CETALORY MAST belong nor it Ш. Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 5 7 1 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well not served somewhat very well ile ta IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Neutral

Somewhat lacking in

teamwork

Somewhat good

teamwork

Excellen

Team work

Very Good

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anhiarrina		anage its relations	hip your	e other team con	tribute to or d	letract from
acmeving.	its client's best	t interests?		1 A	:maiomaissC	
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Managed Very Poorly	Managed Poorly	Managed Somewhat Poorly	of or Nath	Somewhat Well	managed well	managed extremely well
Criteria V analysis,	T and VII sho	add be complete	d after bo	th teams have co	mpleted thei	r self-
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	LF-ANALYS					
		10-minute period	by answer	ing directly to the	judges, respo	nses to the
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AN SECTION	i dynamics and	rearried from toda	y's negoti	allon;	DK.	0
7	Listania 9	Januarian .	iganeti	Smagowing		
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did the tea	m invent self-s	serving material fa	acts? etc. S	Select and circle o	ne:	**************************************
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Judge's Name Team Letter Designation: Client Name Negotiation judged: (Please circle the competition level--Regional or National / and mark the round observed) Round #1 Round #2 Criteria 1-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and factics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? Very Unprepared Highly Unprepared Unprepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY HW Y D This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? ( Nerv Inflexible Inflexible Somewhat Somewhat Flexible High Neutral Inflexible Inflexible Plexible Flexible OUTCOME OF SESSION MAD A LADINE CAT ALLIM MAD belong now II Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Gozds served well at ell not served somewhat very well IV. **TEAMWORK** How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?

7 Excellent Totally lacking Lacking teamwork Somewhat good Somewhat lacking in Very Good Neutral

teamwork

Team work

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

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7	its client's bes	Hent Names //	4	3	Designation:	Telefin
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VI. SE	LF-ANALYS	TC				
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PLEASE be sure to complete ALL categories before turning in this form.

The Evaluation Criteria Forms will be collected by the competition administrator **PRIOR** to the judges providing feedback to the last two teams.

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		should receive four copi		RM—JUDGIN ation Criteria Form—Jan		v. Rel
Judge's Na	mmo polleni	S. Cell	1	Date: 9/	2/ Room #:	3/10
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Team Lette	n Designation	770	_ + -	ment Name.	WOW .	
Negotiation (Please circ	n judged: cle the competiti	on level—Regio	nal or Nat	ional / and mari	k the round obs	served)
(	Round #1	Roun	d #2	Final:	english (Seption	Nederland
ne gladeni	ar Discourse	Sterio di accessi			F-AWAL YEIG	
	V should be counting for the self-		ig the enc	l of the negotia	tion and while	the teams
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NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

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7	_6 MD	S S De best	94 -	3 O R	(2)	Team Laner I
Relationship Managed Very Poorty	Relationship Managed Poorly	Relationship Managed Somewhat Poorty	Neutral	Relationship Manage Somewhat Well	d Relationship managed well	Relationship managed extremely well
Criteria V analysis.	/Land VII sho	suld be complete.	d after bo	th teams have c	ompleted thei	ir self-
Students v following	questions:	IS 10-minute period   entire negotiation,				
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that, in yo	ur judgment, th	OLATED ETHIC ne team should be	disqualifi	ed from the comp	petition? Circle	e one:
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The Lyaftenian Criteria Logars will be collected by the competition administrator PRIOR to the judges party dang feedback to the last two remais.

Attachment B

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Judge's Name	e: <u>VM</u>	Kees	Cell #	Date: <u>09.8</u>	<u>U/1/2</u> Room #:	3/6
Team Letter I	Designation:	A-8		Client Name:	UGN	tu Siiramie
Negotiation j (Please circle	The second secon	tion level—R	egional or Na	ntional / and mari	k the round obs	erved)
	Round #1	<u>/</u> I	Round #2	Final:		
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7	6	5	4	Y HJAUDANU,	(2)	1
Goals not served at all	Goals not served	Goals somew not served	that Neutral	Goals served somewhat	Goals served well	Goals served very well
			working toget	her as a team, in s	sharing respons	sibility, and
7	6	- 5	4	3	2	1
Totally lacking La	cking teamwork	Somewhat lacking teamwork	in Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a s whole number)		_	teria I, II, III, V,	VI, and VII and ente	er that result (to ti	he nearest

	its client's best	THE RESERVE TO SERVE THE PARTY OF THE PARTY	A .	1 48		
7	6	fiont Names La	<sup>9</sup> 4 -	3	:nor2mgissL	eam Letter l
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorty	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely wel
Criteria V analysis.	VI and VII sho	owld be completed	lafter bo	th teams have co	inpleted thei	r self-
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The Lyaluation Criteria Lornes will be collected by the competition administrator PRIOR to rae

### **EVALUATION CRITERIA FORM-JUDGING SCALES**

(Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Team Letter	Designation:	B-6		Client Name: 2	slack hawk	5
Negotiation (Please circ		ition level—Reg	rional or No	ational / and mar	k the round ob	served)
	Round #1	Ro	und #2	Final:		
	should be co		ving the e	nd of the negotic	ction and while	the teams
This scale as tactics reaso	nably designe	er the team was	n set out ir	ith the facts and the fact pattern.		trategy and
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		7.1673	4		- 0	(7).11.
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Criteria <sup>y</sup> analysis.		ould be completed	Falter bo	th teams have co	mpleted thei	r self-
following (1) "In ref you do the (2) "How Based on	questions: flecting on the e e same and wha well did your s the team's self-	O-minute period bentire negotiation, at would you do distrategy work in reanalysis during the learned from todal	if you factifierently? lation to to	eed a similar situal the outcome?" session, how adeq	tion tomorrow	v, what would
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YES, DISQUALIFY

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

NO, DO NOT DISQUALIFY

Look poroaction

How effective were the negotioners in working societion as a team.

## EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

(Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Team Letter	Designation:	lean B-6	4) -	Client Name:	Blackha	wks
Negotiation (Please circle		tion level—Regio	onal or No	ational / and mark	the round ob	served)
	Round #1	Rour	nd #2	Final:		
					MATAN	1132
	should be co ig for the self		ing the cr	nd of the negotiat		
This scale as: tactics reasor	nably designed	r the team was f	amiliar w	ith the facts and la the fact pattern. rent strategy?	w and had a :	strategy a
7	6	5	4	7 SECTION 14016 OPT 3:	(2)	ED PRODUCES
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that, in your judgment, the team should be disqualified from the competition? Circle one:

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

The Evaluation Criteria Forms will be collected by the competition administrator PRIOR to the judges providing feedback to the last two teams.

				PRM—JUDGIN Ination Criteria Form—Ju		v. REL
Judge's Nam	A 10000 100	Heim Cell	Buti	Data: 9/21	Room #:	227
ande 2 Mani	e. <u> </u>	Cell		Date: 1/2	Koom #:	ad an ind
Team Letter	Designation:	8-6		Client Name:	Meago K	lackhamles
Negotiation (Please circle		ion level—Regio	onal or Na	ational / and mar)	k the round obs	served)
ii .	Round #1	∑ Rour	nd #2	Final:	and Total	
					HANALYSIS	VI. SELL
	should be co ig för the sell		ng the en	id of the negotia	tion and while	the teams
This scale as: tactics reason	nably designed	r the team was fa	set out in	ith the facts and la the fact pattern. rent strategy?	aw and had a s	trategy and
7	6	5	4	THORITISMS	$(\widehat{2})$	h negotiation d
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
whether their work effective	strategy and vely in the con	tactics seemed sates actual	cripted or I negotiat	esponsive to the r otherwise pre-pl tion. Was this tea moves by the opp	anned in a way m able to adap	y that did not
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Very MAGIA	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Elexible	Highly Flexible
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7	6	VIA. BOLVOT DIEG 5	4	(3)	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effectiv	MWORK e were the neg itual backup?	gotiators in work	ing togeti	<b>her as a team, in</b> s	haring respons	sibility, and
7	6	5	4	3	2	$\binom{1}{1}$
Totally lacking La in teamwork	cking teamwork	Somewhat lacking in earnwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
MOGE E	Estron	oldini assima i	noted sur	data AET, categor	barayan ing shaka in	A TERA TET

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

			: Ø.0	and implied and		
	y this team ma			e other team con	tribute to or c	letract from
chieving	its client's best	A STATE OF THE STA		1-7	3	Jan San San
September 12	6	5 omai/Lucil	4	3	(2')	I MINOT HIS
Relationship Managed Very Poorly	Relationship Managed Poorty	Relationship Managed Somewhat Poorty	Neutral	Relationship Manages Somewhat Well	Retationship managed well	Relationship managed extremely well
riteria V malysis.	Tand VII sho	ald be completed	l after bo	th teams have co	impleted thei	r self-
VI. SE	LF-ANALYSI	S				
	vill begin this 10 questions:	0-minute period l	by answer	ing directly to the	judges, respo	onses to the
TO THE PROPERTY OF THE PARTY OF		ntire negotiation, would you do d	TO THE RESERVE THE PARTY OF THE	ed a similar situa	tion tomorrov	v, what wou
		rategy work in re	•	100 Table 1 William Delica (1000 to 1000 to 10	rmaria i es odioniw adago	harsin Na onno airl
		malysis during the		ession, how adeq ation?	uately underst	tood the
7	6	5	4	3	12)	1
oid not nderstand or earn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood an learned extremely wel
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Based on standards of the tea	your observation of the legal pro- m invent self-se	n, do you believe fession? For exa	mple, 1) d acts? etc. S	id the team misre	epresent mater one:	rial facts? 2)
Based on y tandards of lid the team OF	your observation of the legal prominvent self-self-self-self-self-self-self-self-	n, do you believe fession? For exa erving material fa	mple, 1) d acts? etc. S or	lid the team misre Select and circle o	epresent materine: ETHICAL STA	rial facts? 2)  NDARDS  tion so seve
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RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

The Explantion Criteria, Forms will be collected by the competition administrator PRIOR to the

EVALUATION CRITERIA FORM-JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form-Judging Scales.) Flats Cell#: Team Letter Designation: Negotiation judged: (Please circle the competition level--Regional or National / and mark the round observed) Final: Round #1 Round #2 Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. T. **NEGOTIATION PLANNING** This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 6 5 2 1 Very Somewhat Unprepared Somewhat Neutral Prepared Highly Unprepared Unprepared Prepared П. FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 1 Vегу Inflexible Somewhat Neutral Somewhat Flexible Highly Inflexible Inflexible Flexible Flexible Ш. **OUTCOME OF SESSION** Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 6 5 4 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well very well not served somewhat at all IV. **TEAMWORK** How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 5 6 1 Totally lacking Lacking teamwork Excellent

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Neutral

teamwork

Very Good

Teamwork

Team work

Somewhat lacking in

team work

This scale Did the wa	CLATIONSHIP I focuses on word ay this team mana its client's best in	choice, attitude ige its relations!	and tone,	and implied and	explicit comn	
7	6	5	4	3	(2)	1
Relationship Managed Very Poorly	Relationship	Relationship Managed Somewhat Poorty	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V analysis.	/Land VII shoul	d be completed	Lafter bot	h teams have co	mpleted their	self-
Students v following (1) "In ref you do the (2) "How	LF-ANALYSIS vill begin this 10-questions: lecting on the enters same and what well did your strathe team's self-an	ire negotiation, vould you do di tegy work in re	if you face fferently?' lation to th	ed a similar situat	tion tomorrow	, what would
	dynamics and lea				·	
7 Did not understand or learn at all	6 Did not understand or L learn le	5 tid not understand or earn much	4 Neutral	Understood And Learned Somewhat	Understood and learned well	I Understood and learned extremely well
Based on standards did the tea	your observation, of the legal proferm invent self-ser	do you believe ssion? For exa ving material fa L STANDARDS	mple, 1) di acts? etc. S	d the team misre elect and circle of TEAM VIOLATED	present mater ne: ETHICAL STAR	ial facts? 2)
	cled TEAM VIOI ur judgment, the					
	YES,	DISQUALIFY	١	O, DO NOT DISQU	JALIFY	
Please exp	olain in detail:					44444
		_				
	<del>-</del>	_				

# EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Na	me: Brun	o man nonden c	ell#:	Date: 9/a	Room #:	128
	er Designation	RO		Client Name:	Blackt	gwks
Negotiatio (Please cir	The state of the s	ition level—Re	gional of No	ational) and mar	k the round obs	served)
	Round #1	R	ound #2	Final:		
					e-analysis	i. See
	V should be e ring for the se		owing the er	id of the negotia	tion and while	the teams
This scale tactics reas	assesses wheth onably design		on set out in	ith the facts and lather the fact pattern.		
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Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Psepared	Highly Prepared
This scale whether the work effect	assesses wheth eir strategy and tively in the co	er the negotiated tactics seemed ontext of the actions.	ors seemed r d scripted or tual negotian	PLANS OR ADA responsive to the responsive pre-plant of the responsive pre-plant on. Was this team of the opposite the opposite pre-plant of the oppo	negotiation as i anned in a way um able to adap	t unfolded o
7	6	5	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on v	•	ved in the nego		he self-analysis, t nent was reached		
7	6	10810 TOM OC	4	(3)	2	1
Goals not served at all	Goals not serve	d Goals somewhat not served	at Neutral	Goals served somewhat	Goals served well	Goals served very well
How effect	AMWORK ive were the nontual backup	-	orking toget	her as a team, in s	sharing respons	sibility, and
7	6	5	4	(° 3)-	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person te r) as the teamwor		ria I, II, III, V.	VI, and VII and ente	er that result (to ti	ne nearest

		IP BETWEEN Tord choice, attitud	STREET, STREET, STREET, ST. P. B.	A character of the same of the		munications.
Did the w	ay this team m	anage its relation				
achieving	its client's bes		ID.	9		
7 Section	6	ient Name <sub>2</sub>	014 -	(3)	:uotaugussa	reath Patter
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manage Somewhat Well	d Relationship managed we'll	Relationship managed extremely well
Criteria V analysis.	VI and VII sh	ould be complete	d after bo	th feams have co	ompleted thei	r self-
Students v following (1) "In ref you do the	questions: lecting on the same and wh	IS 10-minute period entire negotiation at would you do d strategy work in r	, if you fac lifferently?	ed a similar situa		
		analysis during the learned from tod			uately underst	cood the
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Did not understand or learn at all	Did not understand learn	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards did the tea	of the legal pro invent self-	GETHICS on, do you believe ofession? For exa serving material f	e the negot ample, 1) d acts? etc. S	lid the team misre	ved or violate epresent mater one:	d the ethical rial facts? 2)
If you also	Tal- <del>TPD A LA LA</del>	OF ATEN ECTIO	AT OTAN	MADDO Ab.		Titlere(in)
that, in yo	ur judgment, t	OLATED ETHIC he team should be	disqualifi	ed from the comp	etition? Circle	e one: base
S ROBIAL		ES, DISQUALIFY		NO, DO NOT DISQ		10.580.000
Please exp	olain in detail:	No. Persone		Closes somewhat not served	burge for Link-1	Collis not showed
			20 1	Til and the	NWORK	
db Avillac	francour's some	de na a teams. In ab	ing this run	and actories	ye <u>n ene the me</u> Cautor haekua	
		- 0				H BRIDE CARL
tnollon/3	Description 1	hoon was	115 5451		GE 43777 - #	not store a theory
Howitten	Alton ongs	170V II TO	Remutation	Stratewish Inckney at reaganoste	Stouttaln) g námi.	
PLEASE	be sure to com	plete ALL catego	ories befor	e turning in this f	orm.	

The Explusion Criteria Forms will be collected by the competition administrator <u>PRIOR</u> to the judges providing feedback to the last two teams.

Totally lacking Lacking teamwork

ttachment B	EXAT HAT	ION CDITE	DIA EOD	M-JUDGIN	CCATEC	
				tion Criteria Form—Jud		V. RE
Judge's Nam	e: Gidon Wa	lters _Cell	7,	Bate: 912	and the second second	
Team Letter	Designation: _	B-9	_ c	lient Name: B	lackhawks	echieving i
Negotiation (Please circle		on level—Regio	onal or Nati	onal land mark	the round obse	rved)
	Round #1	Rou	nd #2	Final:	tons to Carre	
					P-ANALYST	AS IA
	should be con ig for the self-		ing the end	of the negotiat	ion and while t	he teams
I. NEG This scale as tactics reason	OTIATION P. sesses whether	LANNING the team was f to the situation	amiliar with set out in th	the facts and lance fact pattern.	w and had a str	ategy and
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Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared 199	Prepared	Highly Prepared
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Based on wh		d in the negotia		self-analysis, to nt was reached,		d the
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Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Longer Soliton Herr	Goals served very well
How effectiv	MWORK e were the nego itual backup?	otiators in work	king togethe	r as a team, in sl	naring responsi	bility, and
7	6	5	4	3	2	1

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Neutral

Somewhat lacking in teamwork

Somewhat good

Excellent

Very Good Teamwork

This scale	focuses on wo	P BETWEEN T	and tone	and implied and	l explicit com	
	y this team maits client's best	anage its re	14 Buthall Co.	he other team con	tribute to or o	letract from
7.	STATION TO TO	161 journell mail	4	P-3	$\sqrt{2}$	I ratta l <sub>i</sub> mao
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manager Somewhat Well	d Relationship managed well	Relationship managed extremely well
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Based on the	he team's self-	analysis during th	e review :	session, how adeq	uately unders	tood the
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TEAM OB	SERVED ETHIC	CAL STANDARDS)	or	TEAM VIOLATED	ETHICAL STA	NDARDS
that, in you	ir judgment, th	OLATED ETHIC. ne team should be	disqualifi	ed from the comp	etition? Circl	e one:
ts goals		s, disqualify		NO, DO NOT DISQ		recome of t
Please exp	lain in detail:	Levros algoro- Linivospini	Naphal	Couls soowed at a constant	Closis nos servisi	iovites for also () (fo is
hen unifieli	am com nichts	le ni maal a za te	diseast and	decur el surtisione	MACARK on religion of	
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ries Harris A	7 X 7 Copyrigan	Tanana and I	- J			4.3.45

# EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Nam	e: Dung Ti	flam (	Cell #	)ate: 9-	2/ Room #:	
Team Letter	Designation:	<u>B-5</u>		Client Name: _	BIACKH	Huks
Negotiation (Please circle		ition level—Re	egional or Na	ational / and ma	rk the round ob	arreged Very Ma
	Round #1	R	ound #2	Final:	English dan	
					-ANALYSIS	HISS I
	should be c ig for the se		owing the en	d of the negoti:	ttion and while	e the teams
This scale as actics reason	sesses wheth ably designe		ion set out in	th the facts and the fact pattern. rent strategy?		
7	6	5	4	3	(2)	1
/ery Inprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
whether their work effectiv	r strategy and rely in the co	d tactics seeme ontext of the ac	ed scripted or ctual negotiat	esponsive to the otherwise pre-plant of the otherwise pre-plant of the open of	olanned in a wa cam able to ada	y that did no
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Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	ACMET Flexible 48	Highly Flexible
Based on wh	COME OF at you obser he session, re	ved in the neg	otiation and t hether agreen	he self-analysis, nent was reache	to what extent d, serve the clie	did the
7	6	5 5	4	3	(2)	1
Goals not served at all	Goals not serve	d Goals somewh	nat Neutral	Goals served somewhat	Goals served well	Goals served very well
How effective	MWORK e were the n utual backup	_	orking toget	her as a team, in	sharing respon	sibility, and
7	6	5	4	3	(2)	1
Totally lacking Lin teamwork	acking teamwork	Somewhat lacking teamwork	in Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	single-person to as the teamwo		eria I, II, III, V.,	VI, and VII and en	ter that result (to t	he nearest

		THE REAL PROPERTY.	TO THE REPORT OF THE PARTY OF THE PARTY.	BENEFIT AND THE	WHEN THE REAL PROPERTY OF THE PARTY OF THE P	THE RESERVE TO SERVE THE PARTY OF THE PARTY	E.
V.	RELA	TIONSHIE	P BETWEEN TI	HE NEGO	OTIATING TE	AMS	<b>表</b>
			d choice, attitude	Professional States (SEA) (SEA)	S SHARK	6 SCHOOLS FEEDLEST	munications
			nage its relations	mb with	ne other team cor	itribute to or d	etract from
achievi	ing its o	client's best	interests?				
7	1 miles	12/11/2	Rent Names [	O 4	2- 2	n(in) nies(	Team Letter I
, 70 - (		o .	3	•		(2)	No. 1 and 1 and 2
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Criteri	ia VI a	ad VII sho	ild be completed	Lafter bo	th fearns have co	ampleted thei	r self-
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amanys	1.5.		to make a color of the color			The second second	
			-				
		-ANALYSI	The contract of the contract o				
Studen	ts will	begin this 10	0-minute period b	y answer	ing directly to the	e judges, respo	onses to the
followi	ing que	stions:					
	STORY TO PERSONS		ntire negotiation,	if you fac	ed a similar situa	tion tomorroy	what would
` '		_	would you do di	•		alon tolliono	, what would
•			•	•	11 1 E. S. C. S. C. S. C. S. C. S. C. C. S. C. C. S. C. C. S. C. S	THOTTALLC	L NEG
(2) "Ho	ow well	l did your st	rategy work in re	lation to t	he outcome?"	endroday naven	This years as
21300	hempoth	and how wat	I mintien tool and	mi troch	notional and out	harewanski vlate	THE PERSON LINES.
Based o	on the t	eam's self-a	nalysis during the	e review s	ession, how adec	uately underst	cood the
			earned from toda			TOTAL SUPPLY	out teams had
				, <b>-</b>	_		R
7		6	5	4	3	2	/ 1 \
Did not	Did	not understand or	Did not understand or	Neutral	Understood And	Understood and	Understood and
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io babku	ran Ji s	e noilanare	sconsive to the n	er bemaar	the negotiators	adroilw assess	This scale as
VII.	NEGO	DTLATING	ETHICS	mer landening	na harrana anthons	Ann unaserte	ingelt mankingha
Based o	on your	observation	n, do you believe	the negot	iating team obser	ved or violate	d the ethical
			fession? For exam				
			erving material fa	5 MINISTER 1891	** IT IS THE TAX TO SEE A TO S		gradition and Tal
did nic	team i	IVEIIL SEII-SC	NAMES THE TELESTER	icis i etc. s	select and choic (	Me.	~
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TEAM	OBSE	CAED E I LIC	AL STANDARDS	) 01		ETHEME SIA	NUMBO
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If you	circled	TEAM VIO	LATED ETHIC	l AL STAN	DARDS, was the	e ethical viola	tion so severe
If you o	circled your ju	TEAM VIO	DLATED ETHICA e team should be	l AL STAN disqualific	DARDS, was the	e ethical viola petition? Circl	tion so severe
If you o	circled your ju	TEAM VIO	PLATED ETHICA e team should be	I AL STAN disqualific	DARDS, was the	e ethical viola petition? Circl	tion so severe
If you o	circled your ju	TEAM VIO	DLATED ETHICA e team should be	I AL STAN disqualific	DARDS, was the	e ethical viola petition? Circl UALIFY	tion so severe
If you of that, in	circled your ju	TEAM VIO	DLATED ETHICA e team should be s, DISQUALIFY	I AL STAN disqualific	DARDS, was the ed from the comp	e ethical viola petition? Circl	tion so severe
If you of that, in	circled your ju	TEAM VIO	PLATED ETHICA e team should be	I AL STAN disqualific	DARDS, was the	e ethical viola petition? Circl UALIFY	tion so severe

Altachment E

				RM—JUDGIN huation Criteria Form—Ju		<u>S</u>
Judge's Name	Dohona	Valenzui	ela #:	Date:9/2	/13 Room #	318
Team Letter 1	Designation: _	B-5 #	awks)	Client Name:	Hawks	chieving its
Negotiation j	Control of the Contro	on leyel—Regio	onal or Na	utional / and mark	k the round ol	served)
n 3-04	Round #1	Rour	nd #2	Final:	<u>ny</u> n-1276 nji	
				and the second second	ANALYSIS	
	should be con g for the self-	•	ing the en	id of the negotial	tion and whil	
This scale ass tactics reason	ably designed	the team was fa	set out in	ith the facts and la the fact pattern. rent strategy?	aw and had a	strategy and
7	6	5	4	vanco montosma 3	(2)	d notification d
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale ass whether their work effective	sesses whether strategy and to ely in the cont	the negotiators actics seemed s ext of the actua	seemed r cripted or I negotiat	PLANS OR ADA esponsive to the responsive to the responsive pre-plation. Was this teamoves by the opp	negotiation as anned in a wa m able to ada	it unfolded only that did no
7	6	5	4	om introlem gnivi	(2)	DIG THE COMM
Very Inflexible	Inflexible	Somewhat // Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
				he self-analysis, t nent was reached,		
7	6 YALIADO	36 TOV: 60 .0V	4	A STANDSHOT	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served wel	Goals served very well
	_	otiators in work	ting toget	her as a team, in s	haring respon	nsibility, and
7	6	5	4	3	2	
Totally lacking Lain teamwork	_	omewhat lacking in amwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Accellent Teamwork
NOTE: For a s	inole-nerson team	wernee criteria	ע ווו ווו ע	VI and VII and ente	or that result for	the nearest

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

	its choit s be	st interests?	-6×4	B-5 HH		~
7	6	II5 smell mon	4.	3 1	_:not2ngreeC	1
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	i Relationship managed well	Helationship managed extremely well
Criteria V malysis,	A and VII st	rould be completed	Lafter bo	th teams have co	impleted thei	r self-
Students vollowing (1) "In ref	questions: lecting on the	SIS 10-minute period be entire negotiation, nat would you do di	if you fac	ed a similar situa		
(2) "How	well did your	strategy work in re	lation to t	he outcome?"	sesses whethe	inis scale as
		f-analysis during th d learned from toda			uately underst	tood the
7 Did not understand or earn at all	Did not understandlearn	5 d or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood an learned extremely well
oid not inderstand or earn at all VII. NI Based on itandards	EGOTIATIN your observat of the legal p	learn much	the negot	Learned Somewhat itating team obser lid the team misre	learned well  ved or violate  present mater	learned extremely well
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olid not understand or earn at all VII. NI Based on standards did the tear TEAM Of f you circ hat, in yo	EGOTIATIN your observat of the legal p m invent self ESERVED ETH	learn much  GETHICS ion, do you believe rofession? For exa -serving material fa ICAL STANDARDS	the negot mple, 1) d acts? etc. S or AL STAN disqualifi	Learned Somewhat is in the team obsery lid the team misre Select and circle of TEAM VIOLATED IDARDS, was the ed from the comp	ved or violate epresent mater ene: ETHICAL STAte ethical violate ethical violate	learned extremely well and the ethical rial facts? 2) NDARDS tion so sevente one:
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old not understand or earn at all VII. NI Based on yetandards did the tear TEAM Of the foundary of the foundation of the foundary of the foundation of	EGOTIATING YOUR Observator of the legal purinvent self ESERVED ETHE LEGATE TEAM Vor judgment,	learn much  IG ETHICS  ion, do you believe rofession? For exa -serving material fa  ICAL STANDARDS  IOLATED ETHIC the team should be	the negot mple, 1) d acts? etc. S or AL STAN disqualifi	Learned Somewhat isting team obser lid the team misre Select and circle of TEAM VIOLATED IDARDS, was the ed from the comp	ved or violate epresent mater ene: ETHICAL STA	learned extremely well and the ethical rial facts? 2) NDARDS tion so seven

The Evaluation Criteria Forms will be collected by the competition administrator **PRIOR** to the judges providing feedback to the last two teams.

## EVALUATION CRITERIA FORM-JUDG

(Each judge should receive four copies of the Evaluation Criteria Form-Judge's Name: 10 Team Letter Designation: Client Name:

Negotiation judged:

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

Round # Round #2 Final:

Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis.

#### NEGOTIATION PLANNING T.

This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy?

7 Very Unprepared Neutral repared Highly Somewhat Unprepared Prepared Unprepared Prepared

## FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY

This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team?

7 5 Very Inflexible Highly Somewhat Somewhat Neutral Fleeble Inflexible Inflexible Flexible Flexible

## III. OUTCOME OF SESSION MATE JACKHUT GETA TOTA MATE DESCRIPTION II

Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals?

5 7 1 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral not served somewhat very well at all

#### IV. **TEAMWORK**

How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?

7 5 1 Totally lacking Lacking teamwork Excellent Very Good Somewhat lacking in Neutral Team work teamwork Teamwork

NOTE: For a single-person team, average criteria 1, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

This transfer Criteria's orms will be collected by the competition administrator PRIOR to the

### Judge's Name: Team Letter Designation: Client Name: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #1\_ Final: Round #2 Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis." **NEGOTIATION PLANNING** I. This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 3 Very Neutral Somewhat Highly Unprepared Somewhat Prepared Unprepared Unprepared Prepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? Very CANADIA Inflexible Somewhat Somewhat Flexible Highly Neutral Inflexible III. OUTCOME OF SESSION TRACKAL STANDARD MART Selected by July 1 Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals?

7	6	5	4	/ 3	2	1	
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well	

#### **TEAMWORK** IV.

How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?

_	6	5	4	3	2	1
otally lacking teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

	SALVAS	MICHIER AND	SECVE AS	STITE MOS	TATE LAW	di inemplesi T
This scale	focuses on wor	d choice, attitude	and ton	OTIATING TEA and implied and he other team con	explicit com	
	its client's best	And the second s	H. K. II.			
7	6	lient Namel	<b>3</b> 4	3	_:noi2mgies0	1
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V analysis.	T and VII sho	uld be completed t .	Lafter be	oth teams have co	impleted the	ir self-
Students v following (1) "In ref you do the	questions: lecting on the e same and what	0-minute period b	if you fac			
		nalysis during the		session, how adequation?	uately unders	tood the
7	6	5	4	3	2	$\begin{pmatrix} 1 \end{pmatrix}$
Did not understand or learn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	understood and learned extremely well
Based on standards	of the legal pro	n, do you believe fession? For exa	mple, 1)	tiating team observalid the team misre Select and circle o	present mate	
TEAM OF	SSERVED ETHIC	AL STANDARDS	Oraman	TEAM VIOLATED	ETHICAL STA	NDARDS
that, in you	ur judgment, th	e team should be	disqualif	DARDS, was the led from the comp	etition? Circl	tion so severe e one:
्यामाञ्च ह	surve the client YE:	S, DISQUALIFY	misdiya ic P	NO, DO NOT DISQU		outgoine of t
Please exp	olain in detail:	Sovies election	Netoni	Jackwerion alaovil i pay solved	idernotomolarico	francis son afaire.

Somewhite good testaswinks PLEASE be sure to complete ALL categories before turning in this form.

Totally lacking being property Sciency hadring in Newtral

## EVALUATION CRITERIA FORM-JUDGING SCALES

(Each judge should receive four copies of the Evaluation Criteria Form-Judging Scales.)

Judge's Nam	e: // // ///	Cell Cell	#	Date: 91	21/13 Room #:	TAR THE PARTY
Team Letter	Designation:	8-4	4	Client Name: _	BLACKHAW	r)
Negotiation Please circle	judged:  the competi	tion level—Regio	onal or Na	tional / and ma	rk the round obs	erved)
	Round #1	Rou	nd #2	Final:	sa) spels since	
Tritoria I-V	should be co	impleted follow	ino the ea	d of the nevati	LAMALASIS	
		f-analysis.				
actics reason his team, jud	ably designe	er the team was f d to the situation s performance an	set out in	the fact pattern		
7	0	<b>5</b>	4	3 8	(2)	1
ery inprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepare
vhether their vork effectiv	strategy and rely in the co	er the negotiators tactics seemed s ntext of the actual formation or to un	scripted or al negotiat	otherwise pre- ion. Was this t	planned in a way eam able to adap	that did n
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ery additional formation of the control of the cont	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexibl
Based on wh	ne session, re	ed in the negotia gardless of whet	her agreen	nent was reache	d, serve the clien	
,	6	5	4	3	(2)	1
ioals not served	Goals not served	Goals somewhat not served	Neutral	Goals serve somewhat	d Goals served well	Goals served very well
low effectiv	MWORK e were the ne tual backup?	gotiators in worl	king togetl	ner as a team, ir	sharing respons	sibility, and
7	6	5	4	3	2	(
Fotally lacking La	cking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so severe that, in your judgment, the team should be disqualified from the competition? Circle one:

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Gods stateminal

Please explain in detail:

PLEASE be sure to complete ALL categories before turning in this form.

	-	ON CRITE				EEG V
Judge's Na	me: Lacy J	Codes Cell	9001	ate:	Room #:	217
Team Lette	er Designation: _	B-4	Cli	ient Name: <u></u>	lackhawks	)
Negotiatio (Please cir	n judged: cle the competiti	on level—Regio	onal or Natio	nal / and mark	the round obs	erved)
	Round #1	) Rour	nd #2	Final:		
				Į.	F-ANALYSIS	VI. SEL
	V should be con ring for the self-	•	ing the end o		ioв and while	the teams
This scale :	GOTIATION P assesses whether conably designed udging from its p	the team was fato the situation	amiliar with set out in the	the facts and la e fact pattern.	w and had a st	rategy and
7	6	(5)	4	or more painted	1 Dan sammanyi 2	negettation
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale whether the work effect	EXIBILITY IN assesses whether eir strategy and to tively in the control of the co	actics seemed s ext of the actua	seemed resp cripted or ot al negotiation	oonsive to the n herwise pre-pla n. Was this team	egotiation as in anned in a way m able to adap	t unfolded of that did no
7	6	5	4	3	(2)	I I
Very Inflexible	Inflexible 1774	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on v	TCOME OF SE what you observed f the session, rega	d in the negotia ardless of wheth	ner agreemen	nt was reached,	serve the clier	
7	(6)	VICE TOWNERS, 697	4	S, DESQUALIFY	2	1
Goals not served at all	Goess not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effect	AMWORK ive were the negonatual backup?	otiators in work	ting together	as a team, in si	haring respons	ibility, and
7	6	5	4	$\left(\begin{array}{c} 3 \end{array}\right)$	2	1
Totally lacking in teamwork		omewhat lacking in amwork	1 · 4 = 1	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

v. Ri	ELATIONSHI	P BETWEEN T	HE NEG	OTIATING TEA	MS	į.
				and implied and he other team con		
	its client's best	The second secon		2 11		
7	CX 11819 12	Same Name 5	4 -	3-0	$\binom{2}{2}$	Team Letter l
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed we'll	Relationship managed extremely well
Critería <sup>y</sup> analysis.	VI and VII sho	uld be completed	Lafter bo	th teams have co	mpleted thei	ir self-
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Based on	the team's self-	n me tan is dan is ha Cact natienti E	e review s	ession, how adeq	ongirah vidas	tood the
7	6	5	4	(3)	2	1
Did not understand or learn at all	Did not understand o learn	F Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards did the tea	of the legal pro um invent self-s	n, do you believe fession? For exa	mple, 1) ducts? etc. S	iating team observid the team misre select and circle o	present mater ne:	rial facts? 2)
EAM O	SSERVED ETHIC	AL STANDARDS	Ofenna	TEAM VIOLATED	ETHICAL STA	NDARDS 2007
that, in yo	ur judgment, th	e team should be	disqualifi	DARDS, was the ed from the comp	etition? Circl	e one:
stron s		s, disqualify		NO, DO NOT DISQI		outcome of t
Please exp	olain in detail:	Gonle served somewhat	Mesonal	Gonla soviluri 1101-serval	(Cods not serve	Immer ma (hol) Im'il
See with	Hannesse uniter	io ni univut e ae ali	disconnection.	dienir ni erospitons	MYYORK	
		-			utual baokup	
HipHaps (	Vary Good	hoto minania	Neatral	Summer litterant an	adding tour tour waste	l'atably lectrics

The Lyaluation Criteria Forms will be coilected by the competition administrator <u>PRIOR</u> to the judges providing feedback to the last two teams.

# EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Na	ames, By	ANK Ce	11#	Date: 3	2/ Room	#: <u>23</u> /
Team Lett	er Designation	: 61	4	Client Name:	Blackhar	o eti enivelino Jed
	on judged: cle the compe	tition level—Regi	ional or N	ational / and mar	k the round o	bserved)
	Round #	Rou	and #2	Final:	272	
					ANALYSIS	VI. SELF
	V should be c ring for the se		ing the c	ad of the negotia	ition and whi	le the teams
This scale tactics reas	assesses wheth onably design	PLANNING ner the team was ed to the situation ts performance ar	n set out ir	ith the facts and lattern.	law and had a	strategy and epared was
7	6	5	4	3	(2)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effec	assesses wheth eir strategy and tively in the co	er the negotiator d tactics seemed ontext of the actu	s seemed a scripted or al negotia	PLANS OR ADA responsive to the r otherwise pre-p tion. Was this ter moves by the opp	negotiation as lanned in a wa am able to ada	s it unfolded o
7	6	5	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Plesible	Highly Flexible
Based on w	the session, re	ved in the negotia	her agreer	he self-analysis, in ment was reached	serve the clin	
7	6	O DO NOT DISKE	4	YALJAMQEMI,	254	1-
Goals not served at all	Goals not serve	d Goals somewhat not served	Neutral	Goals served somewhat	Goals served wel	Goals served very well
How effect	AMWORK ive were the ne	egotiators in worl	king toget	her as a team, in	sharing respor	nsibility, and
7	6	5	4	3	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in tearnwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a	a single-person te r) as the teamwor	am, average criterio k rating.	a I, II, III, V,	VI, and VII and ente	er that result (to	the nearest

	its client's best i			5.		
	6	lient Namez	ି 4 -	3 15	200	earn Letter
telationship Asnaged Very Joorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manage Somewhat Well	ed Relationship managed well	Relationship managed extremely well
Triferia V malysis,	A and VII show	ld be completed	l after bo	th teams have c	ompleted thei	r self-
Students vollowing 1) "In ref	questions:	-minute period b tire negotiation, would you do di	if you fac ifferently?	Mr. of 2012 13 2013 2014 400 12	ation tomorrov	
	the team's self-ar n dynamics and le	•		ession, how adec	hanuizah zidar	stations reason
orioner	6	5	4	3	2	1
oid not nderstand or earn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards	of the legal prof	, do you believe ession? For exa rving material fa	the negot mple, 1) d acts? etc. 5	iating team obsertid the team misr Select and circle of TEAM VIOLATED	rved or violate epresent mater one:	d the ethical rial facts? 2)
TEAM OF		I ATED ETHIC	AL STAN	DARDS, was th	e ethical viola	
f you circ				ed from the com	petition? Circle	e one:
f you circ	ur judgment, the	team should be	disqualifi	ed from the comp	he sesion reg	e one: beauti His omooni
f you circ hat, in yo	ur judgment, the	team should be	disqualifi	distinct of which	he sesion reg	Alexandren and a second
f you circ hat, in yo	ur judgment, the	team should be	disqualifi	NO, DO NOT DISC	QUALIFY	Noomoonu Vielenseval

V.

The Evaluation Criteria Forms will be collected by the competition administrator **PRIOR** to the judges providing feedback to the last two teams.

PLEASE be sure to complete ALL categories before turning in this form.

Totally lacking Lacking teamwork in teamwork

ttachment B	EVALUAT	TON CRIT	ERIA FOI	RM-JUDGIN	G SCALE	S
amortenimus				tion Criteria Form—Jud		V. RELE
Judge's Nam	e: Claire	Zovito co	11#	Date: 9/1	∐ Room#	231
Team Letter	Designation: _	8-1	c	lient Name: <u>B</u>	lackhamk	an gorveidea
Negotiation (Please circl		ion level—Reg	ional or Nati	ional / and mark	the round ob	served)
		X Ro				
		AND SECTION OF SECTION			er en	Lide ty
Criteria I-V	Should be coa	wpleted follo	s jng the end	of the negotiat	ion and while	e the teams
	ig for the self-					Sential Devices
This scale as tactics reason	OTIATION P sesses whether nably designed dging from its	the team was	n set out in t	n the facts and la he fact pattern. I nt strategy?	w and had a s How well-pre	strategy and pared was
7	6	5	4	3	(2)	to modernogen
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
whether their work effective	sesses whether strategy and to ely in the cont	the negotiato actics seemed ext of the act	rs seemed res scripted or o ual negotiation	ANS OR ADA ponsive to the notherwise pre-pla on. Was this tear oves by the oppo	egotiation as unned in a wa un able to ada	it unfolded or y that did not
7	6	5	4	3.	(2)	TIEST SET DID
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh		d in the negot		self-analysis, to nt was reached,		did the
7	6	819 FOW OU .6 5	4	THEATONE 2	$\binom{2}{2}$	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Good served well	Goals served very well
IV. TEA	MWORK				100	-
		otiators in wo	rking togethe	r as a team, in sl	naring respons	sibility, and
_	itual backup?	_	4			-
7	6	5	4	3	12/	

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Neutral

Somewhat lacking in

teamwork

Somewhat good

teamwork

Excellent

Teamwork

1/ DE	PHIADRI	MINGEN A	TOTAL		CALLAYS	Va safarertanistis
This scale Did the w	focuses on wo	rd cho e sui mage its relations	TAR EAT	and implied and be other team con	explicit com	
7	In Brand Mil	lient Names [5]	4	1-3	taoliyagiesC	neme (1m) T
Relationship Managed Very Poorty	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V analysis.	/Land-VII sho	The state of the s	Laffer bo	th teams have go	mpleted the	r self-
following (1) "In ref you do the (2) "How " Based on t	questions: lecting on the e same and wha well did your s the team's self-	ntire negotiation, t would you do di trategy work in re analysis during th	if you factifierently? lation to to	he outcome?" session, how adequ	ion tomorrov	v, what would
negotiation	dynamics and	learned from toda	ys negon	ation?	(2)	1 7
Did not understand or learn at all	Did not understand of learn	r Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards did the tea	of the legal pro m invent self-s	n, do you believe fession? For exa erving material fa	mple, 1) o	iating team observ lid the team misre Select and circle or	present mater ne:	rial facts? 2)
TEAM OF	SERVED ETHIC	CAL STANDARDS	Nemplo	TEAM VIOLATED I	ETHICAL STA	NDARDS
that, in you	ur judgment, th			DARDS, was the ed from the compo	etition? Circl	e one:
E Boales	YE	S, DISQUALIFY	andage 19	NO, DO NOT DISQU		oritionne of l
Please exp	plain in detail:	Chesicas et al. (2017) Aprilant Link	[vontral	B Gorde somewhite	Cooks that safty	fusions for alpeid this is

The togetherien Criteria homes will be endeated by the competition administrator PRIOR to the

Tyselly testime: Lighting testimode: Somewhat lighting in Neutral or transports.

How effective were the neutrinors in working reacher as a team, in sharing responsibility, and

### (Each judge should receive four copies of the Evaluation Criteria Judge's Name: Team Letter Designation: Negotiation judged: (Please circle the competition-level—Regional or National / and mark the round observed) Round # Round #2 Final: Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 Very Unprepared Somewhat Neutral Prepared Highly Unprepared Unprepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 Very Somewhat Highly Inflexible Inflexible Flexible III. OUTCOME OF SESSION MACHAIN LADHER GET ALD WEAR AND SOLORS Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 1 Goals somewhat Goals not served Goals not served Goals served Neutral Goals served well not served very well IV. TEAMWORK

How effective were the negotiators in working together as a team, in sharing responsibility, and

providing mutual backup?

5 1 Totally lacking Lacking teamwork

Somewhat lacking in Excellent Neutral Very Good in teamwork teamwork Team work Teamwork

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

	1 0.	you that Blifed als	at !	Exertil	AL AL	4 2 TERMIN
	M &	& grofeen.	7	strate ?	Total Card	window A
This scale Did the wa	focuses on wear	IP BETWEEN Tord choice, attitude anage its relations	and tone	, and implied an	d explicit com	
achieving	its client's bes	t interests?	4	(3)	Jesignerian: L	Preamplement
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manag Somewhat Well	ed Relationship managed well	Relationship managed extremely well
Criteria V analysis.	4 and VII sh	ould be completed	Lafter be	oth teams have c	ompleted thei	ir self-
Students v following (1) "In ref you do the	questions: lecting on the same and wh	IS 10-minute period bentire negotiation, at would you do distrategy work in re	if you fac	ced a similar situ		
		-analysis during th learned from toda		A STATE OF THE PARTY OF THE PAR	quately underst	tood the
7 Did not understand or learn at all	6 Did not understand learn	or Did not understand or learn much	Neutral	Unimassed And Learned Somewhat	2 Understood and learned well	I Understood and learned extremely well
Based on standards	of the legal pr	G ETHICS on, do you believe ofession? For exa serving material fa	mple, $1$ ) $\alpha$	lid the team miss	represent mater	
TEAM OF	SERVED ETH	CAL STANDARDS	or <sub>manni</sub> ,	TEAM VIOLATEI	ETHICAL STA	
that, in yo	ur judgment, t	OLATED ETHIC he team should be ES, DISQUALIFY	disqualifi	ed from the com	petition? Circle	e one:
Please exp	olain in detail:	Consequent served	STREET, STREET	Authorismost alignis borone rolo	hoviganes (he))	
bas aile	ding responsil	er as a team in shu	ත්රකුලා ඉහ	Oliow ni statelio	or vy course	

The Evaluation Criteria Forms will be collected by the competition administrator <u>PRIOR</u> to the judges providing feedback to the last two teams.

## EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Nam	e: Thu	Regi	Cell #x	Date: 09	-2/-63Room#:	3/6
Team Letter	Designation: _	B-8		Client Name: _	Blartha	Sc
Negotiation (Please circle		ion level—R	egional or N	ational / and ma	distinuitation vinced Poster	g quilección y viev bagge
	Round #1_	<u> </u>	Round #2	Final:		
	should be cong for the self-			nd of the negotia	ntion and while	the teams
This scale ass tactics reason		the team water to the situat	as familiar w ion set out in	ith the facts and the fact pattern rent strategy?		
7	6	5	4	3	2	1
Very Jap <del>repared</del>	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepare
whether their work effectiv	strategy and tely in the con	tactics seeme	ed scripted or ctual negotia	responsive to the r otherwise pre-ption. Was this to moves by the op	planned in a way cam able to adap	that did r
7	6	5	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Aad Neutral	Somewhat Flexible	Flexible 7	Highly Flexibl
III, OUT	COME OF S	ESSION	T STANDA	ATHICA	d TEAM VIOL	yest circle
				he self-analysis, nent was reached		
7	6	SIN TEN OO		(3)	2, 351 VO LITO OTTO	
/ Goals not served at all	Goals not served	Goals somewi	nat Neutral	Goals served somewhat	Goals served well	I Goals served very well
How effective	MWORK e were the neg tual backup?	otiators in w	orking toget	her as a team, in	sharing respons	sibility, and
7	6	5	<b>4</b>	3	2	1
Totally lacking La in teamwork		omowhat lacking	n Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	ingle-person tear as the teamwork		eria I, II, III, V,	VI, and VII and en	trimina all ecrea s	ne nearest

				RM—JUDGIN Dation Criteria Form—Jud		JUS N
Judge's Nam	0	Coll		Date: 9/2	Room #:	316
Team Letter	Designation: _	\$8		Client Name:	Blackha	WKs
Negotiation (Please circle	The state of the s	on level—Regio	nal or Na	tional / and mark	the round obs	erved)
(	Round #1_	Roun	d #2	Final:		
			hallow as		SIEYJANIA-	LIE AV
and the second second	should be cor ig for the self-	- · · · · · · · · · · · · · · · · · · ·	ng the en	d of the negotiat	ion and white	the teams
This scale as tactics reason	nably designed	the team was fa	set out in	th the facts and la the fact pattern. ent strategy?		COLUMN TO THE OWNER OF THE OWNER
7	6	5	4	3	(2)	a shabaninga
Very Un <del>prepared</del>	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared 10 heaters have been	Highly Prepared
This scale as whether their work effective	sesses whether strategy and t vely in the cont	the negotiators actics seemed seemed seemed seemed actual	seemed re cripted or l negotiat	LANS OR ADA esponsive to the rotherwise pre-plaion. Was this team moves by the opp	negotiation as i anned in a way m able to adap	t unfolded o
7	6	5 5	4	$\left(\widehat{3}\right)$	2	1
Very Inflexible	A Inflexible 1914	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible 83	Highly Flexible
Based on wh		d in the negotiat		ne self-analysis, t nent was reached,		
7	(6)	5	4	3	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effectiv	MWORK te were the negulatual backup?	otiators in work	ing togeth	ner as a team, in s	haring respons	ibility, and
7	6	5	4	(3)	2	1
Totally lacking Le	•	omewhat lacking in amwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	single-person team as the teamwork		I, II, III, V,	VI, and VII and ente	r that result (to t)	ne nearesi

This scale Did the w	focuses on wo	rd choice, attitude anage its relations	e and tone	and implied and he other team con	explicit com	
7	6 10	5 male treat	(). <sub>4</sub>	380	:noi2maisoC	Team Letter I
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria analysis.	VI and VII sho	uld be completed	d after bo	th teams have co	mpleted the	ir self-
Students of following (1) "In reflyou do the	questions: flecting on the e e same and wha	0-minute period l	if you fac ifferently?	11-44-VEX-MODINGS, \$849-CASE, CERE, CORE, CORE, PARE		
		analysis during th learned from toda		session, how adequation?	uately unders	tood the
7	6	5	4	(3)	2	1
Did not understand or learn at all	Did not understand of learn	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
VII. N	EGOTIATING	ETHICS	en barraar	e the negotianors	anses whom	an aloge aid l
Based on standards did the ter	your observation of the legal pro- am invent self-s	on, do you believe fession? For exa erving material fa	mple, 1) o acts? etc. S	iating team observed the team misres Select and circle of	present mate ne:	rial facts? 2)
I EAM O	BSERVED E IHIC	CAL STANDARDS	Or Land	TEAM VIOLATED I	ETHICAL STA	NDAKDS
that, in yo	our judgment, th	e team should be	disqualifi	DARDS, was the ed from the compo	etition? Circl	e one:
ा हर हास्त्रास्त्र स	Tabils editories YE	S, DISQUALIFY		NO, DO NOT DISQU		A do alterante
Please exp	plain in detail:	Godin-Terwool addressing	lected	Could somewhat	Culte not served	Cicale piot served at all
-				E	XHOWN	

Attachmicut B

PLEASE be sure to complete ALL categories before turning in this form.

Neutral

Totally lacking Lacking teamwork

in teamwork

#### Attachment B 1/≯Room #: Judge's Name: Team Letter Designation: Client Name: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Final: Round #1 Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis." T. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 2 Very Unprepared Somewhat Neutral Somewhat Prenared Highly Unprepared Unprepared Prepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 6 5 Inflexible Somewhat Highly Vегу Somewhat Neutral Flexible Inflexible Inflexible Flexible OUTCOME OF SESSION LITERITY AT A LADIH IS OFF A ROW MALE belong now it III. Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 5 3 7 2 1 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well somewhat not served very well at ali TEAMWORK IV. How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 5 3 1

NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Neutral

Somewhat lacking in

Somewhat good

teamwork

Excellent

**Teamwork** 

Very Good

		IP BETWEEN T				munications
Did the wa		nanage its relations				
7	-6 <sup>VA</sup> ©	11 5 omal moi	04 -	1)3/	Cesigngion:	eampLetter f
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managero Somewhat Well	l Relationship managed well	Relationship managed extremely well
Critéria V málysis.		ould be complete	d after bo	th teams have co	mpleted thei	r self-
Students vi following	questions:	10-minute period				
you do the	same and wh	entire negotiation, nat would you do d strategy work in re	ifferently?	he outcome?"	KONTARTO	w, what wou was also all
		f-analysis during the	e review s		uately underst	ood the
7	6	5	( <del>4</del> )	3	2	1
oid not inderstand or earn at all	Did not understand learn	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned wall	Understood an learned extremely wel
Based on partandards	of the legal pr	G ETHICS ion, do you believe rofession? For exa -serving material fa	the negot imple, 1) d	lid the team misre	ved or violate	d the ethical
TEAM OF	SSERVED ETH	ICAL STANDARDS	or	TEAM VIOLATED	ETHICAL STA	NDARDS
		IOLATED ETHIC the team should be				
Telega z		ES, DISQUALIFY		NO, DO NOT DISQ		riio amounn
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icase exp		Subminion		the Property		
18472	ianoques enis	Sur-Develor.	ine togeth	phow ai anotaitoe	MROWN.	AAY .7
184/12	ignogast north	Sur-Dryesus.	drawa sai	entators in work		ent 17. TEA Low elliketiv

PLEASE be sure to complete ALL categories before turning in this form.

Totally lacking Lacking teamwork

in teamwork

Attachment B (Each judge should receive four copies of the Evaluation Criteria Form Judge's Name: Frank DrummonD Room #: 216 Team Letter Designation: Client Name: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #2 Final: Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the Self-analysis. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 6 Vегу Unprepared Somewhat Neutral Somewhat Prepared Highly Unprepared Unprepared Prenared Prepared Π. FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 6 Very Inflexible Somewhat Neutral Somewhat Flexible Highly Inflexible Inflexible Flexible OUTCOME OF SESSION DRAFFFACE AND HER THE LAND WAS A SESSION DRAFFE OF THE COLUMN TO THE PROPERTY OF THE PROPER Ш. Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 6 5 3 2 1 Goals somewhat Goals served Goals served Goals not served Goals not served Goals served well not served somewhat very well at all IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 2 6 3 1

NOTE: For a single-person team, average criteria I, II, VI, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

Neutral

Somewhat lacking in

Somewhat good

teamwork

Excellent

Teamwork

Very Good

Teamwork

	M. O. W.	interests?	P5	1 - 1 2		Comment of the comment
7	6	lient Name2	4 -	3 1	(2)	canal Laner I
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managod Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
⊄riteria V malysis⊅	/I and VII shot	ild be complete	d after bo	th teams have co	nipleted the	ir self»
Students versions of the students of the stude	questions: lecting on the er same and what	)-minute period	if you fac ifferently?	The second secon		
		nalysis during the		session, how adequation?	uately unders	tood the
7	6	5	4	3	(2)	1
oid not nderstand or	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and	Understood an
bablehau	COTIATING	ANS OR ADA	FROM PL seemed re	n deviating i er hu degotiators	H YTT MG17 diodyr aseese	extremely well
VII. NE Based on y standards lid the tea	of the legal prof	n, do you believe fession? For exa erving material fa	the negot imple, 1) d acts? etc. S	iating team observable the team misreselect and circle of team with the team misreselect and circle of the team violated is the team violated in the team violated in the team violated is the team violated in the team violated in the team violated is the team violated in the team violated in the team violated is the team violated in the team violated in the team observable in the team obs	ved or violate present mater ne:	d the ethical rial facts? 2)
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RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

The Evaluation Criteria Lorms will be collected by the competition administrator PRIOR to the judges providing feedback with kist two teams?

	EVALUA (Each inde	e should receive four con		ORM—JUDGIN akustion Criteria Form—Ju		V. RELA
Judge's Nam	onles G. I		3	Date:	2/ Room	#. Z/6
Judge 3 Ham	U. <u>FJ</u>	Con		levests?	lent's best in	ahieving its o
Team Letter	Designation:	4-12	<u>~</u> 1	Client Name:	UGN	-
Negotiation (Please circle		tion level Regio	nal or N	lational / and mark	t the round o	Viscoliged Very Medi
	Round #1	Rour	d#2	Final:	latedo († 146) -	
					ANALYSIS	VI. SELF.
Criteria I-V are preparn			ng the c	nd of the negotia	tion and wh	de the teams
This scale as tactics reason	sesses whethe nably designe		set out i	vith the facts and land the fact pattern.		
7	6	5	4	3	$\sqrt{2}$	1 1 manimaga:
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether their work effective	sesses whether strategy and vely in the co	er the negotiators tactics seemed so ntext of the actua	seemed cripted of l negotia	PLANS OR ADA responsive to the portion of the rwise pre-plation. Was this team to moves by the opp	negotiation a anned in a w am able to ad	s it unfolded or ay that did not
7	6	5	4	3	$\left( \left( 2\right) \right)$	1 meningani na
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	( Flexible	Highly Flexible
III. OUT Based on wh	-	ed in the negotia		the self-analysis, t ment was reached		
7	6	5	4	3	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served w	Goals served very well
		-	ing toge	ther as a team, in s	sharing respo	/ nsibility, and
7	6	5	4	3	2	1
Totally lacking Lain teamwork	eking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Tramwork
NOTE: For a s	ingle-person te		I, II, III, I	V, VI, and VII and ente	er that result (to	the nearest

		IP BETWEEN To	e Maria Constata, Paragolio Alexandro de Carlo Constata e en	tel-Digretier, anthors, in F. Sythered James bette	PERCENTAGE OF THE PERCENT OF THE PER	M mysikations
Did the way		anage its relations				
7	6/20/	lient Name 2	4 /	31-0	esignig on:	l ranal meet l
	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manage Somewhat Well	ed Relationship managed well	Relationship managed extremely well
Criteria VI analysis.	and VH sh	ould be completed	Lafter bo	thateaus have c	ompleted the	ir self-
Students wi following qu (1) "In refle you do the s	uestions: cting on the same and wh	SIS 10-minute period be entire negotiation, at would you do distrategy work in re-	if you fac ifferently?	ed a similar situa	ation tomorrov	v, what would
Based on the	e team's self	-analysis during th l learned from toda	e review s	ession, how adea	hamairesh wida	tood the
7	6	5	4	3	2 /	1
	Did not understand earn	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on yo standards of	the legal pr	GETHICS on, do you believe ofession? For exa serving material fa	mple, 1) d	id the team misr	rved or violate epresent mate	
TEAM OBS	ERVED ETH	CAL STANDARDS	or	TEAM VIOLATED	ETHICAL STA	NDARDS
that, in your	judgment, t	OLATED ETHIC he team should be	disqualific	ed from the com	petition? Circl	e one:
Velsog a'w		ES, DISQUALIFY		NO, DO NOT DISC		outcome of the
Please expla	ain in detail:	program plane) Laboration	lanno-	ladventore (dm/L) havelet ten	bornou any ales-2	forms his end?
4F 871577701	ATT 100000000000000000000000000000000000				MINORK	
bos viilida	สมคัดเลยา กลุ่ม	et si a bonn, in alw	ins topoch	desire a water	o were the ner troat backup?	
			17		50	100

	EVALUA (Each jude	should receive four con		NM-JUDGL justion Criteria Form-J		Y. RELA
Judge's Nar	Epilot comm	was Cell	8.5	ate:	7/1) Room #	1:216 1:
Team Letter	Designation:	A12	-/**	Client Name:	W6.	Marievana
Negotiation (Please circ		ition level—Regio	onal or (Na	ational) and man	rk the round of	Viernigati Viery 1450
100	Round #1	Roun	nd #2	Final:		
					SISATIVAY.	ATES IA
	v should be co ing for the sel	ompleted follow Francissis	ing the co	id of the negotia	ation and whi	le the teams .
This scale a tactics reason	onably designe	PLANNING er the team was f ed to the situation s performance an	set out in	ith the facts and the fact pattern.		strategy and
7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
whether the work effect	ir strategy and ively in the co	N DEVIATING er the negotiators I tactics seemed s ntext of the actual formation or to un	s seemed r scripted or al negotian	r otherwise pre-ption. Was this te	negotiation as planned in a w cam able to add	s it unfolded o ay that did no
7	6	5	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on w		SESSION yed in the negotial gardless of whether			to what exten	
7	6	5	4	3	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served ye	Goals served very well
How effecti	MWORK ve were the ne	egotiators in worl	king toget	her as a team, in	sharing respo	nsibility, and
7	(6 )	5	4	3	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a	single-person te	am, average criterio	ı I, II, III, V,	VI, and VII and en	iter that result (to	the nearest

whole number) as the teamwork rating.

Did the wa		rd choice, attitudenage its relations		und implied and other team cor		
achieving	its client's best	interests?		CIA		
7	6 M	ient Name 2	4	3	_ inti2imgiseO	earn Letter
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manage Somewhat Well	d Relationship managed well	Relationship managed extremely well
Criteria V analysis.		uld be completed	l after botl	i teams have co	ompleted thei	r self-
Students versions of the students of the stude	questions: lecting on the e same and wha	IS 0-minute period bentire negotiation, at would you do ditrategy work in re	if you face	d a similar situa		
		analysis during the learned from toda			quately underst	ood the
7	6	5	4	3	2	1
Oid not inderstand or earn at all	Did not understand of learn	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood an learned extremely well
Based on standards did the tea	of the legal pro	GETHICS on, do you believe ofession? For exa- cerving material fa	the negotian mple, 1) did acts? etc. Se	the team misre	ved or violate epresent mater one:	ial facts? 2)
TEVIN O			or T	SAM VIOLATED	EIRICAL SIA	NDAKUS
			AT CTANT	ADDO	واجنب لمجتلفه	•
•		e team should be	disqualified	from the comp	etition? Circle	e one:
•	ur judgment, th		disqualifie	from the comp	etition? Circle	e one:
that, in yo	ur judgment, th	ne team should be	disqualifie	i from the comp O, DO NOT DISQ	etition? Circle	e one:
that, in yo	ur judgment, th	ne team should be	disqualified N	i from the comp	etition? Circle	e one: has a second
that, in yo	ur judgment, th	ne team should be	disqualified N	i from the comp	etition? Circle	lo principal
that, in yo	ur judgment, th	ne team should be	disqualified N	i from the comp	ualify	lo principal

The Eviduation Criteria Egrius will be collected by the competition administrator <u>ARTOR</u> to the fudges providing feedback to the last two teams.

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.