Timekeeper Check-In: Scheduled: 8:30 – 9:15 a.m. Hospitality suite (Room 323)

B<sub>1</sub> (right side) Timekeeper Duties Start: Scheduled 9:30 a.m. (Time Keepers pick up materials, ask any last-minute questions, and go to rooms)

1. Negotiation Round 1, Session 1A:

Scheduled: 9:30 – 10:15 a.m.

Actual: start: 930 end: 1015

(Each side may ask for one 5-minute break during this 45-minute period, and any such break will not extend the time)

2. Preparation for Self-analysis: Scheduled: 10:15 - 10:25 a.m.

Actual: start: 1015 end: 1025

(Judges begin filling out Evaluation Criteria Forms and Feedback and Comment Sheets)

3. Self-Analysis:

Scheduled: 10:25 - 10:45 a.m.

1st Team: 10:25 - 10:35 a.m. 2<sup>nd</sup> Team: 10:35 - 10:45 a.m.

Actual:
B 1<sup>st</sup> Team start: 10<sup>25</sup> end: 10<sup>25</sup>
A 2<sup>nd</sup> Team start: 10<sup>35</sup> end: 10<sup>44</sup>

Two successive 10-minute self-analyses: "B" teams will go first

### **Self Analysis Questions:**

- What was your strategy and how well did it work in light of the results?
- (2). If you had the same negotiation to do again tomorrow, what would you do the same and what would you differently?

4. Judges complete forms: Scheduled: 10:45 – 10:55 a.m.

Actual: start: 10 45 end: 1055

(Judges complete Evaluation Criteria Forms including feedback & comments)

Note: Judge's Evaluation Forms should be collected before the teams are called in for the next step: judge's comments. Return to Room 320.

5. Judges' Comments to teams: Scheduled 10:55 – 11:05 a.m.

	o Why	Je ca	akablab	* Artic	
1. Negotiation Roy	und 1, Session 1B:	Scheduled: 11 58 end:	l:10 - 11:5 å.m.	5 min u	arnina :53
By (ngh+ Side)  2. Preparation for	for one 5-minute bread the time)  Self-analysis: Sched	ak during this 45	-minute period, and	nd any such	
A	ctual: start: $\mu^{58}$	end: 1208	3		
(Judges begin fillin	g out Evaluation Crite	eria Forms and F	eedback and Com	ment Sheets)	
3. Self-Analysis:	Scheduled: 12:	0€ – 12:2€ p.m.			

1<sup>st</sup> Team: 12:0 2 12:15 p.m. 12:18 2<sup>nd</sup> Team: 12:15 – 12:25 p.m. Actual:  $\beta$  1<sup>st</sup> Team start:  $10^{68}$  end:  $10^{75}$  end:  $10^{18}$  end:  $10^{18}$  end:  $10^{18}$ 

Two successive 10-minute self-analyses: "B" teams will go first

## **Self-Analysis Questions:**

- (1). What was your strategy and how well did it work in light of the results?
- (2). If you had the same negotiation to do again tomorrow, what would you do the same and what would you differently?
- 4. <u>Judges complete forms</u>: Scheduled:  $12:2^{\frac{1}{8}} 12:3^{\frac{1}{8}}$  p.m. Actual: start:  $12^{\frac{2}{8}}$  end:  $12:3^{\frac{1}{8}}$

(Judges complete Evaluation Criteria Forms, including feedback, comments, & Ranking Sheets)

Note: Judge's Evaluation Forms & Ranking Sheets should be collected before the teams are called in for the next step: judge's comments. Return to Room 320.

5. Judges' Comments to teams: Scheduled 12:38-12:45 p.m.

Judges comment on first negotiation to both teams at the same time. Judges should tell each negotiator/team what they did well and on what they need to improve.

Timekeeper Check-In: Scheduled: 8:30 – 9:15 a.m. Hospitality suite (Room 323)

Timekeeper Duties Start: Scheduled 9:30 a.m. (Time Keepers pick up materials, ask

any last-minute questions, and go to rooms)

Scheduled: 9:30 – 10:15 a.m. 1. Negotiation Round 1, Session 1A:

Actual: start: 9:30 end: 10:14am

(Each side may ask for one 5-minute break during this 45-minute period, and any such break will not extend the time)

2. Preparation for Self-analysis: Scheduled: 10:15 – 10:25 a.m.

Actual: start: 0:15 end: 10:250

(Judges begin filling out Evaluation Criteria Forms and Feedback and Comment Sheets)

3. Self-Analysis:

Scheduled: 10:25 – 10:45 a.m.

1st Team: 10:25 - 10:35 a.m. 2<sup>nd</sup> Team: 10:35 - 10:45 a.m.

B-6 1st Team start: 10!25 end: 1833 am

A-6 2nd Team start: 10:35 end: 10:45

Two successive 10-minute self-analyses: "B" teams will go first

# **Self Analysis Questions:**

- What was your strategy and how well did it work in light of the results?
- (2). If you had the same negotiation to do again tomorrow, what would you do the same and what would you differently?

4. Judges complete forms: Scheduled: 10:45 – 10:55 a.m.

Actual: start: 10:45 end: 10:49 am

(Judges complete Evaluation Criteria Forms including feedback & comments)

Note: Judge's Evaluation Forms should be collected before the teams are called in for the next step: judge's comments. Return to Room 320.

5. Judges' Comments to teams: Scheduled 10:55 – 11:05 a.m.

10:50-11:00 am

S. Fergusan

1. Negotiation Round 1, Session 1B:

Scheduled: 11:10 - 11:55 a.m.

Actual: start: 11:10awend: 11:55 am

(Each side may ask for one 5-minute break during this 45-minute period, and any such break will not extend the time)

2. Preparation for Self-analysis: Scheduled: 11:55 a.m. - 12:05 p.m.

(Judges begin filling out Evaluation Criteria Forms and Feedback and Comment Sheets)

3. Self-Analysis:

Scheduled: 12:05 – 12:25 p.m. 1<sup>st</sup> Team: 12:05 – 12:15 p.m. 2<sup>nd</sup> Team: 12:15 – 12:25 p.m.

B13-Hawks A13-WGN.

Actual:

1<sup>st</sup> Team start: 12:05 end: 12:15 pm

2<sup>nd</sup> Team start: 12:17 end: 12:27pm

Two successive 10-minute self-analyses: "B" teams will go first

## **Self-Analysis Questions:**

(1). What was your strategy and how well did it work in light of the results?

(2). If you had the same negotiation to do again tomorrow, what would you do the same and what would you differently?

4. Judges complete forms: Scheduled: 12:25 - 12:35 p.m.

Actual: start: 12:27 end: 12:32pm

(Judges complete Evaluation Criteria Forms, including feedback, comments, & Ranking Sheets)

Note: Judge's Evaluation Forms & Ranking Sheets should be collected before the teams are called in for the next step: judge's comments. Return to Room 320.

5. Judges' Comments to teams: Scheduled 12:35 - 12:45 p.m.

Judges comment on first negotiation to both teams at the same time. Judges should tell each negotiator/team what they did well and on what they need to improve.

<u>Timekeeper Check-In</u>: Scheduled: 8:30 – 9:15 a.m. Hospitality suite (Room 323)

Timekeeper Duties Start: Scheduled 9:30 a.m. (Time Keepers pick up materials, ask any last-minute questions, and go to rooms)

1. Negotiation Round 1, Session 1A: Scheduled: 9:30 - 10:15 a.m.

> 5 min whening 10:13 Actual: start: 1:33 end: 10:16 10:18am

(Each side may ask for one 5-minute break during this 45-minute period, and any such break will not extend the time)

2. Preparation for Self-analysis: Scheduled: 10:15 - 10:25 a.m. 10:16 - 10:38

Actual: start: 10:16 end: 10:23

(Judges begin filling out Evaluation Criteria Forms and Feedback and Comment Sheets)

3. Self-Analysis: Scheduled: 10:25 – 10:45 a.m.

1st Team: 10:25 – 10:45 a.m. 10:25 – 10:35 a.m. 10:25 – 10:35 a.m. 10:48 – 10:36

Actual:

1st Team start: 10:23 end: 10:33

2<sup>nd</sup> Team start: 10:34 end:10:44

Two successive 10-minute self-analyses: "B" teams will go first

# **Self Analysis Questions:**

- (1). What was your strategy and how well did it work in light of the results?
- (2). If you had the same negotiation to do again tomorrow, what would you do the same and what would you differently?

4. Judges complete forms: Scheduled: 10:45 - 10:55 a.m. 10:48 - 10:55

Actual: start:10'45 end: 10'.55

(Judges complete Evaluation Criteria Forms including feedback & comments)

Note: Judge's Evaluation Forms should be collected before the teams are called in for the next step: judge's comments. Return to Room 320.

5. Judges' Comments to teams: Scheduled 10:55 – 11:05 a.m. 10:58 – 11:08 Ran a little late

1. Negotiation Round 1, Session 1B: Scheduled: 11:10 – 11:55 a.m.

12:03

Actual: start: 11:18 end: 12:03

11:58 5 min.

(Each side may ask for one 5-minute break during this 45-minute period, and any such break will not extend the time)

2. Preparation for Self-analysis: Scheduled: 11:55 a.m. – 12:05 p.m.

12:13

Actual: start: 12:03 end: 12:13

(Judges begin filling out Evaluation Criteria Forms and Feedback and Comment Sheets)

3. Self-Analysis:

Scheduled: 12:05 - 12:25 p.m. 1st Team: 12:05 - 12:15 p.m. 2<sup>nd</sup> Team: 12:15 - 12:25 p.m.

**Actual:** 

1<sup>st</sup> Team start: 12'.13 end: 12:25

2<sup>nd</sup> Team start: 12:26 end: 12:35 +2

Two successive 10-minute self-analyses: "B" teams will go first

## **Self-Analysis Questions:**

(1). What was your strategy and how well did it work in light of the results?

(2). If you had the same negotiation to do again tomorrow, what would you do the same and what would you differently?

4. Judges complete forms: Scheduled: 12:25 – 12:35 p.m.

Actual: start: 12:36 end: 12:47

(Judges complete Evaluation Criteria Forms, including feedback, comments, & Ranking Sheets)

Note: Judge's Evaluation Forms & Ranking Sheets should be collected before the teams are called in for the next step: judge's comments. Return to Room 320.

5. Judges' Comments to teams: Scheduled 12:35 – 12:45 p.m.

Judges comment on first negotiation to both teams at the same time. Judges should tell each negotiator/team what they did well and on what they need to improve.

<u>Timekeeper Check-In</u>: Scheduled: 8:30 – 9:15 a.m. Hospitality suite (Room 323)

<u>Timekeeper Duties Start</u>: Scheduled 9:30 a.m. (Time Keepers pick up materials, ask any last-minute questions, and go to rooms)

1. Negotiation Round 1, Session 1A: Scheduled: 9:30 – 10:15 a.m. | 5 min : | 0:00 | 5 min : | 0:10

Actual: start: 9 30 end: 10.15

(Each side may ask for one 5-minute break during this 45-minute period, and any such break will not extend the time)

2. Preparation for Self-analysis: Scheduled: 10:15 - 10:25 a.m.

Actual: start: 10.15 end: 10.25

(Judges begin filling out Evaluation Criteria Forms and Feedback and Comment Sheets)

3. <u>Self-Analysis</u>: Scheduled: 10:25 – 10:45 a.m.

1st Team: 10:25 – 10:35 a.m. A 7 2<sup>nd</sup> Team: 10:35 – 10:45 a.m. B 7

Actual:

1<sup>st</sup> Team start: 10:10 end: 10:34

2<sup>nd</sup> Team start: 10:35 end: 10:45

Two successive 10-minute self-analyses: "B" teams will go first

# **Self Analysis Questions:**

- (1). What was your strategy and how well did it work in light of the results?
- (2). If you had the same negotiation to do again tomorrow, what would you do the same and what would you differently?

4. Judges complete forms: Scheduled: 10:45 - 10:55 a.m.

Actual: start: \_\_\_\_ end: \_\_\_\_

(Judges complete Evaluation Criteria Forms including feedback & comments)

Note: Judge's Evaluation Forms should be collected before the teams are called in for the next step: judge's comments. Return to Room 320.

5. Judges' Comments to teams: Scheduled 10:55 - 11:05 a.m.

	2. Preparation for Self-a
	Actual:
B16/291	(Judges begin filling out E
	3 Self-Analysis S

H164

Scheduled: 11:10 – 11:55 a.m.

Actual: start: 1110 end: 11:55 5 min: 11:50

(Each side may ask for one 5-minute break during this 45-minute period, and any such break will not extend the time)

nalysis: Scheduled: 11:55 a.m. – 12:05 p.m.

start: 11.56 end: 12.06

valuation Criteria Forms and Feedback and Comment Sheets)

Scheduled: 12:05 – 12:25 p.m. 1st Team: 12:05 - 12:15 p.m. 2<sup>nd</sup> Team: 12:15 – 12:25 p.m.

Actual:

1. Negotiation Round 1, Session 1B:

1st Team start:  $1 \times 000$  end:  $1 \times 100$ 2<sup>nd</sup> Team start: 12 17 end: 12 17

Two successive 10-minute self-analyses: "B" teams will go first

#### **Self-Analysis Questions:**

- (1). What was your strategy and how well did it work in light of the results?
- (2). If you had the same negotiation to do again tomorrow, what would you do the same and what would you differently?

4. Judges complete forms: Scheduled: 12:25 - 12:35 p.m.

Actual: start: 12.27 end: 12.37

(Judges complete Evaluation Criteria Forms, including feedback, comments, & Ranking Sheets)

Note: Judge's Evaluation Forms & Ranking Sheets should be collected before the teams are called in for the next step: judge's comments. Return to Room-320.

5. Judges' Comments to teams: Scheduled 12:35 – 12:45 p.m.

Judges comment on first negotiation to both teams at the same time. Judges should tell each negotiator/team what they did well and on what they need to improve.

1

**Morning Schedule for Timekeepers** 

2 32

Timekeeper Check-In: Scheduled: 8:30 – 9:15 a.m. Hospitality suite (Room 323)

Timekeeper Duties Start: Scheduled 9:30 a.m. (Time Keepers pick up materials, ask any last-minute questions, and go to rooms)

1. Negotiation Round 1, Session 1A: Scheduled: 9:30 – 10:15 a.m.

(Each side may ask for one 5-minute break during this 45-minute period, and any such break will not extend the time)

2. Preparation for Self-analysis: Scheduled: 10:15 - 10:25 a.m.

(Judges begin filling out Evaluation Criteria Forms and Feedback and Comment Sheets)

3. Self-Analysis: Scheduled: 10:25 – 10:45 a.m.

1st Team: 10:25 - 10:35 a.m. 2<sup>nd</sup> Team: 10:35 - 10:45 a.m.

Actual:

1<sup>st</sup> Team start: 10:25 end: 10:35 Blackhowk (B)

2<sup>nd</sup> Team start: 10:36 end: 10:46 WGN (A)

Two successive 10-minute self-analyses: "B" teams will go first

# **Self Analysis Questions:**

- (1). What was your strategy and how well did it work in light of the results?
- (2). If you had the same negotiation to do again tomorrow, what would you do the same and what would you differently?

4. Judges complete forms: Scheduled: 10:45 – 10:55 a.m.

(Judges complete Evaluation Criteria Forms including feedback & comments)

Note: Judge's Evaluation Forms should be collected before the teams are called in for the next step: judge's comments. Return to Room 320.

5. Judges' Comments to teams: Scheduled 10:55 - 11:05 a.m.

1. Negotiation Round 1, Session 1B: Scheduled: 11:10 – 11:55 a.m.

Actual: start: 11:10 end: 11:54 -5 min

(Each side may ask for one 5-minute break during this 45-minute period, and any such break will not extend the time)

2. Preparation for Self-analysis: Scheduled: 11:55 a.m. - 12:05 p.m.

Actual: start: 1155 end: 1205

(Judges begin filling out Evaluation Criteria Forms and Feedback and Comment Sheets)

3. <u>Self-Analysis</u>: Scheduled: 12:05 – 12:25 p.m.

1<sup>st</sup> Team: 12:05 – 12:15 p.m. 2<sup>nd</sup> Team: 12:15 – 12:25 p.m.

Actual: 12:06

1st Team start: 12:06 end: 12:14 Blackhawk -2 mini

2<sup>nd</sup> Team start: 12:15 end: 12:24 wents

Two successive 10-minute self-analyses: "B" teams will go first

## **Self-Analysis Questions:**

(1). What was your strategy and how well did it work in light of the results?

(2). If you had the same negotiation to do again tomorrow, what would you do the same and what would you differently?

4. Judges complete forms: Scheduled: 12:25 - 12:35 p.m.

Actual: start: 12.24 end: 12.34

(Judges complete Evaluation Criteria Forms, including feedback, comments, & Ranking Sheets)

Note: Judge's Evaluation Forms & Ranking Sheets should be collected before the teams are called in for the next step: judge's comments. Return to Room 320.

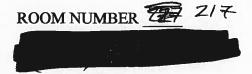
5. Judges' Comments to teams: Scheduled 12:35 – 12:45 p.m. + 4min

Judges comment on first negotiation to both teams at the same time. Judges should tell each negotiator/team what they did well and on what they need to improve.

# TIMEKEEPER NAME Alexander Green

# **Morning Schedule for Timekeepers**





<u>Timekeeper Check-In</u>: Scheduled: 8:30 – 9:15 a.m. Hospitality suite (Room 323)

<u>Timekeeper Duties Start</u>: Scheduled 9:30 a.m. (Time Keepers pick up materials, ask any last-minute questions, and go to rooms)

1. Negotiation Round 1, Session 1A: Scheduled: 9:30 – 10:15 a.m.

Actual: start: 9:33 end: 10:18

(Each side may ask for one 5-minute break during this 45-minute period, and any such break will not extend the time)

2. Preparation for Self-analysis: Scheduled: 10:15 - 10:25 a.m.

Actual: start: 10:16 end: 10: 76

(Judges begin filling out Evaluation Criteria Forms and Feedback and Comment Sheets)

3. <u>Self-Analysis</u>: Scheduled: 10:25 – 10:45 a.m.

1st Team: 10:25 – 10:35 a.m. 2<sup>nd</sup> Team: 10:35 – 10:45 a.m.

Actual:

1st Team start: 10:17 end: 10:33

2<sup>nd</sup> Team start: 10:34 end: 10:42

Two successive 10-minute self-analyses: "B" teams will go first

# **Self Analysis Questions:**

- (1). What was your strategy and how well did it work in light of the results?
- (2). If you had the same negotiation to do again tomorrow, what would you do the same and what would you differently?

4. Judges complete forms: Scheduled: 10:45 - 10:55 a.m.

Actual: start: 10:43 end: 10:49

(Judges complete Evaluation Criteria Forms including feedback & comments)

Note: Judge's Evaluation Forms should be collected before the teams are called in for the next step: judge's comments. Return to Room 320.

5. Judges' Comments to teams: Scheduled 10:55 - 11:05 a.m.

1. Negotiation Round 1, Session 1B: Scheduled: 11:10 – 11:55 a.m.

Actual: start: 11:10 end: 11:54

(Each side may ask for one 5-minute break during this 45-minute period, and any such break will not extend the time)

2. Preparation for Self-analysis: Scheduled: 11:55 a.m. - 12:05 p.m.

Actual: start: 1155 end: 17:05

(Judges begin filling out Evaluation Criteria Forms and Feedback and Comment Sheets)

3. Self-Analysis:

Scheduled: 12:05 – 12:25 p.m. 1<sup>st</sup> Team: 12:05 – 12:15 p.m. 2<sup>nd</sup> Team: 12:15 – 12:25 p.m.

Actual:

1st Team start: 12:05 end: 12:14

2<sup>nd</sup> Team start: 12:15 end: 12:25

Two successive 10-minute self-analyses: "B" teams will go first

#### **Self-Analysis Questions:**

(1). What was your strategy and how well did it work in light of the results?

(2). If you had the same negotiation to do again tomorrow, what would you do the same and what would you differently?

4. Judges complete forms: Scheduled: 12:25 – 12:35 p.m.

Actual: start: 12:25 end: 12:78

(Judges complete Evaluation Criteria Forms, including feedback, comments, & Ranking Sheets)

Note: Judge's Evaluation Forms & Ranking Sheets should be collected before the teams are called in for the next step: judge's comments. Return to Room 320.

5. Judges' Comments to teams: Scheduled 12:35 – 12:45 p.m.

Judges comment on first negotiation to both teams at the same time. Judges should tell each negotiator/team what they did well and on what they need to improve.

<u>Timekeeper Check-In</u>: Scheduled: 8:30 – 9:15 a.m. Hospitality suite (Room 323)

<u>Timekeeper Duties Start:</u> Scheduled 9:30 a.m. (Time Keepers pick up materials, ask any last-minute questions, and go to rooms)

1. Negotiation Round 1, Session 1A: Scheduled: 9:30 – 10:15 a.m. A9 V 89

(43 min 28.8 seconds)

Actual: start: 9:30 end: 10:13 (reached deal)

(Each side may ask for one 5-minute break during this 45-minute period, and any such break will not extend the time)

2. Preparation for Self-analysis: Scheduled: 10:15 - 10:25 a.m.

Actual: start: 10:13 end: 10:23

(Judges begin filling out Evaluation Criteria Forms and Feedback and Comment Sheets)

3. <u>Self-Analysis</u>: Scheduled: 10:25 – 10:45 a.m.

1st Team: 10:25 – 10:35 a.m. 89 2<sup>nd</sup> Team: 10:35 – 10:45 a.m. A9

Actual:

1<sup>st</sup> Team start: 10:24 end: 10:34

2<sup>nd</sup> Team start: 10:35 end: 10:44

Two successive 10-minute self-analyses: "B" teams will go first

# **Self Analysis Questions:**

- (1). What was your strategy and how well did it work in light of the results?
- (2). If you had the same negotiation to do again tomorrow, what would you do the same and what would you differently?

4. Judges complete forms: Scheduled: 10:45 - 10:55 a.m.

Actual: start: 10:44 end: 10:49

(Judges complete Evaluation Criteria Forms including feedback & comments)

Note: Judge's Evaluation Forms should be collected before the teams are called in for the next step: judge's comments. Return to Room 320.

5. Judges' Comments to teams: Scheduled 10:55 - 11:05 a.m.

1. Negotiation Round 1, Session 1B:

Scheduled: 11:10 – 11:55 a.m.

Actual: start: 11:08 end: 11:53

(Each side may ask for one 5-minute break during this 45-minute period, and any such break will not extend the time)

2. Preparation for Self-analysis: Scheduled: 11:55 a.m. - 12:05 p.m.

Actual: start: 11:53 end: 12:03

(Judges begin filling out Evaluation Criteria Forms and Feedback and Comment Sheets)

3. Self-Analysis:

Scheduled: 12:05 – 12:25 p.m.

Blo 1<sup>st</sup> Team: 12:05 – 12:15 p.m. A10 2<sup>nd</sup> Team: 12:15-12:25 p.m.

Actual:

1<sup>st</sup> Team start: | 2.03 end: | /2:13

2<sup>nd</sup> Team start: | 2:14 end: | 12:23

Two successive 10-minute self-analyses: "B" teams will go first

## **Self-Analysis Questions:**

- (1). What was your strategy and how well did it work in light of the results?
- (2). If you had the same negotiation to do again tomorrow, what would you do the same and what would you differently?
- 4. Judges complete forms: Scheduled: 12:25 12:35 p.m.

Actual: start: 12:23 end: 12:28

(Judges complete Evaluation Criteria Forms, including feedback, comments, & Ranking Sheets)

Note: Judge's Evaluation Forms & Ranking Sheets should be collected before the teams are called in for the next step: judge's comments. Return to Room 320.

5. Judges' Comments to teams: Scheduled 12:35 – 12:45 p.m.

Judges comment on first negotiation to both teams at the same time. Judges should tell each negotiator/team what they did well and on what they need to improve.