EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: **Claire Zovko** Cell Date: **9/21** Room #: **231**

Team Letter Designation: **A-10** Client Name: **Hunter Simon**

Negotiation judged:

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

Round #1 _____ Round #2 __X__ Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

(2 circled)

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

(3 circled)

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well

(3 circled)

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

(3 circled)

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. 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?

7	6	5	4	3	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 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 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

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:

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.

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: **Claire Zovko** Cell # ▇▇▇ Date: **9/21** Room #: **231**

Team Letter Designation: **B-9** Client Name: **USC**

Negotiation judged:

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

Round #1 _____ Round #2 **X** _____ Final: _____

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?

7	6	(5)	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

(The 5 is circled.)

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 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

(The 4 is circled.)

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

(TEAM OBSERVED ETHICAL STANDARDS is circled.)

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 judges providing feedback to the last two teams.

Attachment B

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

Judge's Name: _Michael Jonas_ Cell #_____ Date: _9/21/13_ Room #: _231_

Team Letter Designation: _A-10_ Client Name: _Simon_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

(1 circled)

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

(2 circled)

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well

(3 circled)

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

(1 circled)

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. 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?

7	6	5	4	3	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 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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

_____

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

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: Michael Jones   Cell # ███████   9/21/13   Room # 231

Team Letter Designation: B-9   Client Name: USC

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

(2 is circled)

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 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

(2 is circled)

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

(NO, DO NOT DISQUALIFY is circled)

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.

Attachment B

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

Judge's Name: G Black   Cell ██████   Date: 9/21   Room #: 231

Team Letter Designation: A/O   Client Name: Hunter Simon

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

Round #1 _____   Round #2 ___(circled)___   Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	(Prepared)	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	(Flexible)	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: O. BLACK _____ Cell # ███████ Date: 9/21 Room #: 231

Team Letter Designation: B9 _____ Client Name: USC

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

_____

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

Attachment B

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

Judge's Name: G. Walters Cell # Date: 9/21/13 Room #: 128

Team Letter Designation: A-18 Client Name: Simon

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

(3 is circled)

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 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

(4 is circled)

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 (circled)   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   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

_____

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

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

(Each judge should receive four copies of ~~this~~ ~~Criteria~~ Form—Judging Scales.)

Judge's Name: _Charles G. Bartel_ Cell #: ▮▮▮ Date: _9/21_ Room #: _216_

Team Letter Designation: _A - 8_   Client Name: _Simon_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: **Frank V. Drummond** Cell #: ▮▮▮▮ Date: 9/21/13 Room #: 216

Team Letter Designation: **A - 14**   Client Name: **Simon**

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	(4)	✳(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7 — 6 — (5) — 4 — 3 — (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 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 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 |

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

_____

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

Attachment B

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

Judge's Name: _Louie Wolf_ Cell # ▮▮▮▮ Date: _9/21/1_ Room #: _216_

Team Letter Designation: _A-14_ Client Name: _Simon_

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

Round #1 _____ Round #2 __✓__ Final: _____

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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

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 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

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:

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.)

Judge's Name: _Charles G. Batek_ Cell #: ▓▓▓ Date: 4/21 Room #: 216

Team Letter Designation: _A-14_ Client Name: _Simon_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	(Prepared)	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	(Somewhat Flexible)	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	(Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

_____

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

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: _Lenden Webb_ Cell #: ▮▮▮▮ Date: _9/21/13_ Room #: _____

Team Letter Designation: _A-8_   Client Name: _SIMON_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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 first two teams.

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: _Frank Drummond_ Cell #: _____ Date: _9/21/13_ Room #: _216_

Team Letter Designation: _A-B_ Client Name: _Simon_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	(3)	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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 rel████████ the other team contribute to or detract from achieving its client's best interests?

7	6	5	4	3	(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 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 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

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:

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.

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: _Lenda Weir_ Cell #: ▮▮▮ Date: _9/21/13_ Room #: _____

Team Letter Designation: _B11_ Client Name: _USC_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: _Brenda Wd_   Cell #: ███████   Date: _9/2/13_   Room #: _216_

Team Letter Designation: _Bs_   Client Name: _USC_

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

Round #1 _____   Round #2 _✓____ Final: _____

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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	**(Highly Prepared)**

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	**(Flexible)**	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: _Charles G. Batek_ Cell #: ▮▮▮ Date: 9/21 Room #: 216

Team Letter Designation: _B-5_ Client Name: _USC_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: _Frank Drummond_ Cell ▓▓▓▓ Date: _9/21/13_ Room #: _216_

Team Letter Designation: _B-11_   Client Name: _USC_

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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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 rela~~█████████~~ e other team contribute to or detract from achieving its client's best interests?

7	6	5	4	3	(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 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 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

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:

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.

Attachment B

<u>**EVALUATION CRITERIA FORM—JUDGING SCALES**</u>
(Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.)

Judge's Name: _Matt Ogden_ Cell #: ▓▓▓ Date: _9/21/13_ Room #: _227_

Team Letter Designation: _All_ Client Name: _Simon_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	④	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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 rela~~~~~~~ the other team contribute to or detract from achieving its client's best interests?

7	6	5	4	③	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 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 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

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:

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.

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

Judge's Name: __Leah Christenroe__ Cell #: _____ Date: __SAT.__ Room #: __227__

Team Letter Designation: __A – 11__ _____ Client Name: __Hunter Simon__

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

Round #1 _____   Round #2 __X__   Final: _____

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?

7	6	5	4	(3)	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.

Attachment B

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

Judge's Name: Justin Heim Cell # ▓▓▓▓ Date: 9/2/15 Room #: 227

Team Letter Designation: A-11   Client Name: Hunter Simon

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 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)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	(4)	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.*

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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: _Leah Christensen_ Cell #: _____ Date: SAT. pM Room #: _227_

Team Letter Designation: _B-8_ Client Name: _USC_

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

Round #1 _____   Round #2 __X__ Final: _____

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?

7	6	5	4	(3)	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: Justin Heim   Cell ▓▓▓▓   Date: 9/21/13   Room #: 227

Team Letter Designation: B-8   Client Name: USC

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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 rela~~tionship~~ ~~with th~~e other team contribute to or detract from achieving its client's best interests?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: *Milt Oque* Cell ▓▓▓▓ Date: 9/21/13 Room #: 227

Team Letter Designation: B-8   Client Name: USC

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	④	3	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 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 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

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:

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.

Attachment B

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

Judge's Name: *Frank V. Drummond* Cell #: ▮▮▮▮▮ Date: 9/21/13 Room #: 216

Team Letter Designation: _B-5_   Client Name: _GH USC_

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 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)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	(3)	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.*

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 rela~~tionship with~~ the other team contribute to or detract from achieving its client's best interests?

7	6	5	4	3	(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 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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

_____

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

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES
(Each judge should receive four co~~~~~~~~ Criteria Form—Judging Scales.)

Judge's Name: A. Flores Cell # ███████ Date: 9/21/13 Room #: 128

Team Letter Designation: B-1 Client Name: USC

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	(4)	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

(4 is circled)

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 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

(3 is circled)

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

(TEAM OBSERVED ETHICAL STANDARDS is circled)

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 judges providing feedback to the last two teams.

Attachment B

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

Judge's Name: _A. Flores_   Cell #: ▓▓▓▓   Date: _9/21/13_   Room #: _128_

Team Letter Designation: _A - 18_   Client Name: _Simon_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	(4)	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: _Eric Ganci_ Cell #: _____ Date: _9/21_ Room #: _229_

Team Letter Designation: _A-13_ Client Name: _Kasey Hunter_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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)	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

7	6	5	4̸	(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.

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?

7	6	5	4	3	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 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 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

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:

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.

Attachment B

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

Judge's Name: __Eric Ganci__ Cell #: ▮▮▮▮ Date: _9/21_ Room #: _229_

Team Letter Designation: __B-6__ Client Name: __USC__

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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)	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	(6)	5	4	3	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 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 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

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:

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.)

Judge's Name: __Konze__ Cell #: ▓▓▓▓ Date: __09/21__ Room #: __229__

Team Letter Designation: __B6__ Client Name: __USC__

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: __Konze___ Cell #: ███████ Date: _09/21/13_ Room #: _229_

Team Letter Designation: __A - 13__   Client Name: _Hunter Simon_

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

Round #1 _____   Round #2 __X__ Final: _____

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)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: **Parker Smith** Cell # ▓▓▓▓▓ Date: **9/28/13** Room #: **318**

Team Letter Designation: **B-2** Client Name: **USC**

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

Round #1 _____ Round #2 **B** Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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 rela~~[obscured]~~he other team contribute to or detract from achieving its client's best interests?

7	6	5	4	3	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

(2 is circled)

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 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

(1 is circled)

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

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

Attachment B

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

Judge's Name: **DAVID Tiffany** Cell #: _____ Date: **5-21** Room #: **318**

Team Letter Designation: **B-2**   Client Name: **USC**

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

Round #1 _____   Round #2 **2B**   Final: _____

> **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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

(5 circled; 3 circled)

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

(4 circled; 3 circled; 2 circled)

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well

(2 circled)

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

(3 circled)

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.   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 relationships with the other team contribute to or detract from achieving its client's best interests?

7	6	5	4	3	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 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 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

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:

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.

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

(Each judge should receive four copies of [ ] ation Criteria Form—Judging Scales.)

Judge's Name: _Rebeca Valenzuela_ Cell #: [ ] Date: _9/24/13_ Room #: _318_

Team Letter Designation: _B-2_ Client Name: _USC_

Negotiation judged:

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

Round #1 _____   Round #2 _**B**_   Final: _____

> 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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.

Attachment B

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

Judge's Name: **Rebeca Valenzuela**   Cell #: ▮▮▮   Date: **9/21/13**   Room #: **318**

Team Letter Designation: **A- ~~E~~ 17**   Client Name: **Simon**

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

Round #1 _____   (Round #2 **B**)   Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: _Brandon Leopoldus_   Cell #: ▓▓▓▓▓   Date: _9/21/13_   Room #: _225_

Team Letter Designation: _B-3_   Client Name: _USC_

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

Round #1 _____   Round #2 __X__   Final: _____

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?

7	6	5	4	3	2	(1)
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	(1)
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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 rela ████████ the other team contribute to or detract from achieving its client's best interests?

7	6	5	4	3	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 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 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

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:

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.

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

Judge's Name: __Kim Nakamary__ Cell #: _____ Date: __9/21__ Room #: __225__

Team Letter Designation: __A – 16__   Client Name: __Simon__

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

Round #1 _____   Round #2 __X__ Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

This scale focuses on working relationship over time, 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?

7	6	5	4	3	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 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 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

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:

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.

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: __KM Nakamar__ Cell #: _____ Date: __9/2|__ Room #: __225__

Team Letter Designation: __B-3__   Client Name: __USC__

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

Round #1 _____   Round #2 __X__ Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

This scale focuses on word ch[illegible] 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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: Severato Cell Date: 9/21 Room #: 225

Team Letter Designation: B-3 Client Name: USC

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	(Prepared)	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	(Neutral)	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	(Neutral)	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: __Bruner__ Cell #: ▓▓▓▓ Date: 9/21 Room #: 128

Team Letter Designation: __A-18__ Client Name: __SIMON__

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

(5 circled)

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 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

(3 circled)

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 (circled)   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   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.)

Judge's Name: __Bruner__ Cell # ▮▮▮▮▮ Date: __9/21__ Room #: __128__

Team Letter Designation: __B-1__ Client Name: __USC__

Negotiation judged:
(Please circle the competition level—Regional or Ⓝational *) and mark the round observed)*

Round #1 _____ 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.

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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	③	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

(5 circled)

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 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

(2 circled)

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:

(circled) **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   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.

EVALUATION CRITERIA FORM–JUDGING SCALES

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

Judge's Name: G. Walters   Cell # ▓▓▓▓   Date: 9/21/13   Room #: 128

Team Letter Designation: B-1   Client Name: USC

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	(3)	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 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 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

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:

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.)

Judge's Name: _Brandon Leopoldus_   Cell # ▓▓▓▓▓   Date: _9/8/13_   Room #: _225_

Team Letter Designation: _A-16_   Client Name: _Simon_

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

Round #1 _____   Round #2 __X__   Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

(1 circled)

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

(2 circled)

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well

(2 circled)

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

(3 circled)

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.   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?

7	6	5	4	3	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 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 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

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:

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.

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: _Sexelalo_____ Cel_____ Date: _9/2/_ Room #: _225_

Team Letter Designation: _A-16_ Client Name: _Hunter_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared *(circled)*	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible *(circled)*	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat *(circled)*	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?

7	6	5	4	3	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork *(circled)*	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. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

This scale focuses on word choice, attitude and manner of 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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: _Charles G. Batek_ Cell #: ▓▓▓ Date: _9/21_ Room #: _216_

Team Letter Designation: _O-11_ Client Name: _USC_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	(Highly Prepared)

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	(Flexible)	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

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

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: _R Calente_   Cell #: ▓▓▓▓   Date: _9/21_   Room #: _316_

Team Letter Designation: _A 17_   Client Name: _WGN_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	(4)	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

This scale focuses on word choice, attitude, 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?

7	6	5	4	3	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

(6 is circled)

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 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

(5 is circled)

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 *(circled)* 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   NO, DO NOT DISQUALIFY

Please explain in detail: _____

_____

_____

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

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: _Parker Smith_ Cell #▓▓▓▓ Date: _9/21/13_ Room #: _318_

Team Letter Designation: _A - 17_   Client Name: _Simon_

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

Round #1 _____   (Round #2) _B_ _____   Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	(Somewhat Prepared)	Prepared	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	(Neutral)	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	(Goals 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?

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.

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 rela~~~~~the other team contribute to or detract from achieving its client's best interests?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: DAVID Tiffery Cell #: ▓▓▓ Date: 5-21 Room #: 38

Team Letter Designation: AI7   Client Name: SIMON

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

Round #1 _____   Round #2 2B Final: _____

> 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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	(2) Prepared	~~Highly Prepared~~

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	(1) Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	~~Goals served well~~	(1) Goals served 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 in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	~~Very Good Teamwork~~	(1) 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. 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?

7	6	5	4	3	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 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 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

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:

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.

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

Judge's Name: _Las Afrani_ Cell #: ▓▓▓▓ Date: _9/21/13_ Room #: _207_

Team Letter Designation: _B–7_   Client Name: _USC_

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

Round #1 _____   Round #2 _B–7_ Final: _____

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?

7	6	5	4	3	2	(1)
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	2	(1)
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

_____

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

Attachment B

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

Judge's Name: __COLOSI A__ Cell # ▓▓▓▓ Date: __9/21__ Room #: __217__

Team Letter Designation: __B-7__   Client Name: __USC__

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

Round #1 _____   Round #2 __✓__ Final: _____

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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: **Colosia** Cell #: ▮▮▮▮ Date: **9/21** Room #: **217**

Team Letter Designation: **A-12** Client Name: **Simon**

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

(2 circled)

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

(2 circled)

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well

(1 circled)

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

(1 circled)

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. 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?

7	6	5	4	3	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

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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

_____

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

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: __Lacy Rodes__ Cell #: _____ Date: _____ Room #: __217__

Team Letter Designation: __A12__   Client Name: __Hunter__

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	(Prepared)	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	(Somewhat Flexible)	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	(Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: Lacy Jades   Cell #: ~~_____~~   Date: _____   Room #: 217

Team Letter Designation: B7   Client Name: USC

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: **Raj Matand** Cell # ~~██████~~ Date: **9/2/13** Room #: **217**

Team Letter Designation: **A-12** Client Name: **Hunter Simon**

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 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	(1)
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	(1)
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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 re███████████the other team contribute to or detract from achieving its client's best interests?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: _R Galente_ Cell ████ Date: _9/21_ Room #: _316_

Team Letter Designation: _A/S_ Client Name: _Simon_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.

7+2=9

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

Judge's Name: Jan R ___ Cell #: ██████ Date: 09.21.13 Room #: 3/6

Team Letter Designation: __A - 15__   Client Name: Suman

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 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)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	(1)
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

(1 is circled)

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 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

(2 is circled)

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:

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.)

Judge's Name: _R. Galente_ Cell ████████ Date: _9/21_ Room #: _316_

Team Letter Designation: _B4_ Client Name: _USC_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	(Prepared)	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	(Highly Flexible)

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 at all	Goals not served	Goals somewhat not served	Neutral	(Goals 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?

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.

V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

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

7	6	5	4	3	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

(3 circled)

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 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

(4 circled)

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 (circled)   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   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.

6+2 =8

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

Judge's Name: John Rees   Ce███████   Date: 09/21/13 Room #: 3/6

Team Letter Designation: B-4   Client Name: USC

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.

Attachment B

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

Judge's Name: _Matthew Cooper_ Cell #: ~~_____~~ Date: _9/21/13_ Room #: _227_

Team Letter Designation: _B-17_   Client Name: _U.S.C._

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

Round #1 _____   Round #2 _X_ Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

(3 circled)

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

(2 circled)

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well

(2 circled)

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

(3 circled)

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. 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?

7	6	5	4	③	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 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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

_____

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

Attachment B

EVALUATION CRITERIA FORM–JUDGING SCALES

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

Judge's Name: _Leah Christensen_ Cell #: ▮▮▮ Date: _Sat._ Room #: _227_

Team Letter Designation: _B - 17_ Client Name: _USC_

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

Round #1 _____ Round #2 __X__ Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

_____

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

Attachment B

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

Judge's Name: _Justin Heim_ Cell ▬▬▬▬ Date: _9/21/13_ Room #: _227_

Team Letter Designation: _B-17_ Client Name: _USC_

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

Round #1 _____ Round #2 __X__ Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	(Prepared)	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	(Somewhat Flexible)	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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 first two teams.

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: _Matthew Odgers_ Cell #: ▓▓▓▓▓ Date: _9/21/13_ Room #: _227_

Team Letter Designation: _A-2_   Client Name: _Hunter Simon_

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

Round #1 _____   Round #2 __X__ Final: _____

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?

7	6	5	4	(3)	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	③	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 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 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

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:

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 judge's providing feedback to the last two teams.

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: __Leah Christensen__ Cell # ████████ Date: __Sat. pm__ Room #: __227__

Team Letter Designation: __A 2-__ _ient_ Name: __Hunter Simon__

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

Round #1 _____   Round #2 __X__ Final: _____

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)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	(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 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 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

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:

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.

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

Judge's Name: _Justin Ham_ Cell # ████████ Date: _9/21/13_ Room #: _227_

Team Letter Designation: _A-2_   Client Name: _Hunter Simon_

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

Round #1 _____   Round #2 __X__ Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	(Prepared)	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	(Flexible)	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	(Goals 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?

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.

V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

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

7	6	5	4	3	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

(circled: 2)

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 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

(circled: 3)

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:

(circled) **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   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.

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: _DAVID Tiffany_ Cell #: ▮▮▮▮ Date: _9-21_ Room #: _318_

Team Letter Designation: _B12_   Client Name: _USC_

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

Round #1 _____   Round #2 _2A_ Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

(1 circled)

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

(1 circled)

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well

(1 circled)

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

(1 circled)

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. 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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: **Rebeca Valenzuela**   Cell # ▮▮▮   Date: **9/21/13**   Room #: **318**

Team Letter Designation: **B-12**   Client Name: **USC**

Negotiation judged:

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

Round #1 _____   Round #2 **A**   Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.

Attachment B

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

Judge's Name: Parker Smith Cell #: ▓▓▓▓ Date: 9/21/13 Room #: 318

Team Letter Designation: B-12 _____ Client Name: USC _____

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

Round #1 _____ Round #2 _____ A Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared (circled)

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible (circled)	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well (circled)	Goals served 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 in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork (circled)	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.   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 rela████████the other team contribute to or detract from achieving its client's best interests?

7	6	5	4	3	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 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 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

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:

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.

Attachment B

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

Judge's Name: _Parker Smith_ Cell #: ▓▓▓▓ Date: _9/21/13_ Room #: _3 18_

Team Letter Designation: _A - 7_   Client Name: _Simon_

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

Round #1 _____   Round #2 _A_ _____   Final: _____

> 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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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 rel█████████ the other team contribute to or detract from achieving its client's best interests?

7	6	5	4	3	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 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 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

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:

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.

Attachment B

<u>**EVALUATION CRITERIA FORM—JUDGING SCALES**</u>

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

Judge's Name: Rebeca Valenzuela   Cell # ▮▮▮   Date: 9/21/13   Room #: 318

Team Letter Designation: A-7   Client Name: Simon

Negotiation judged:

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

Round #1 _____   Round #2 __A__   Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: **DAVID Tiffany** Cell # ▓▓▓▓▓ Date: 9-21 Room #: 3/8

Team Letter Designation: **A-7** Client Name: **Simon**

Negotiation judged:

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

Round #1 _____ Round #2 **2A** Final: _____

> **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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

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

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: Kim Nakaman   Cell #: _____   Date: _____   Room #: 25

Team Letter Designation: B-14   Client Name: USC

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

Round #1 _____   Round #2 ✓_____   Final: _____

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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	(Somewhat Prepared)	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	(Flexible)	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail: _____

_____

_____

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

Attachment B

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

Judge's Name: _Brandon Leopoldus_ Cell # ▮▮▮▮▮ Date: _9/21/13_ Room #: _325_

Team Letter Designation: _B-14_   Client Name: _USC_

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

Round #1 _____   Round #2 ___X___ Final: _____

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?

7	6	5	4	(3)	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	③	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 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 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

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:

            YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail: _____

_____

_____

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

Attachment B

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

Judge's Name: Semeraro   Cell #: ███████   Date: 9/21   Room #: 225

Team Letter Designation: B-14   Client Name: USC

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: _Kin Nakamaru_   Cell #: ████   Date: _9/4_   Room #: _255_

Team Letter Designation: _A5_   Client Name: _P. Simon_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	(Prepared)	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	(Somewhat Flexible)	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

confrontational tone towards USC

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 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

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:

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.

Attachment B

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

Judge's Name: ____Senralo____ Cell # ▮▮▮▮ Date: 9/21 Room #: 225

Team Letter Designation: ___A - 5___   Client Name: _____

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	(Prepared)	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	(Somewhat Flexible)	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	(Neutral)	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

            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.

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

Judge's Name: Brandon Leopoldus   Cell # ██████   Date: 9/4/13   Room #: 228

Team Letter Designation: A-5   Client Name: Simon

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	(Prepared)	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	(Neutral)	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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 relations ~~with~~ the other team contribute to or detract from achieving its client's best interests?

7	6	5	4	③	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 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 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

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:

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.)

Judge's Name: __K Galente__ Cell ▓▓▓▓ Date: _9/21_ Room #:_316_

Team Letter Designation: _B-15_   Client Name: _USC_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	(Prepared)	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	(Somewhat Inflexible)	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	(Goals somewhat not served)	Neutral	Goals 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?

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.

V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

This scale focuses on word choice, attitude, 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?

7	6	5	4	3	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 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 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

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:

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.

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

Judge's Name: _R Galente_ Ce_____ Date: _9/21_ Room #: _316_

Team Letter Designation: _A-4_ Client Name: _Simon_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well

IV. TEAMWORK   *N/A one person team*
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 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.

V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

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

7	6	5	4	3	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 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 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

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:

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.

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: __Bruner__ Cell ████████ Date: __9/21__ Room #: __128__

Team Letter Designation: __B-18__ Client Name: __USC__

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 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	(1)
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.

Attachment B

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

Judge's Name: G. Walters   Cell # ▓▓▓▓   ate: 9/21/13   Room #: 128

Team Letter Designation: B-18   Client Name: USC

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 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)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

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

7	6	5	4	3	(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 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 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

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:

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.)

Judge's Name: _A. Flores_ Cell # ███ Date: _4/24/13_ Room #: _128_

Team Letter Designation: _B · 18_ Client Name: _USC_

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 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)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

_____

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

Attachment B

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

Judge's Name: __Konze__ Cell ▉▉▉▉ Date: __09/21__ Room #: __229__

Team Letter Designation: __B13__ Client Name: __USC__

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

Round #1 _____ Round #2 __X__ Final: _____

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)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

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 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

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:

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.)

Judge's Name: RA⸗MATANR   Cell [redacted]   Date: 9/24/13   Room #: 217

Team Letter Designation: B-10   Client Name: USC

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 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	(1)
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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 rel██████████ the other team contribute to or detract from achieving its client's best interests?

7	6	5	4	3	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 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 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

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:

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 first two teams.

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: _Lacy J Lodes_ Cell #: ▓▓▓▓ Date: _____ Room #: _217_

Team Letter Designation: _B70_ Client Name: _USC_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

This scale focuses on word c̶̶̶̶̶̶e, 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?

7	6	5	4	3	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 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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

_____

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

Attachment B

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

Judge's Name: _____Colosia_____ Cell #: ▮▮▮▮▮ Date: 9/21 Room #: 217

Team Letter Designation: ____B-10____ Client Name: ____USC____

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

Round #1 _____   Round #2 ✓   Final: _____

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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared (circled)

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible (circled)	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well (circled)	Goals served 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 in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork (circled)

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. 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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: **Claire Zovko**　　Cell #: ▓▓▓▓　　Date: **9/21**　Room #: **231**

Team Letter Designation: **B16**　　　　Client Name: **USC**

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.　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	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	(3)	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 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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

_____

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

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: _G. BLANK_ Cell #_____ Date: _9/21/13_ Room #: _231_

Team Letter Designation: _B/L_ Client Name: _USC_

Negotiation judged:

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

Round #1 _____   Round #2 _(circled)_   Final: _____

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?

7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared _(circled)_	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible _(circled)_	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well _(circled)_	Goals served 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 in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork _(circled)_	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. 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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: _Michael Tomac_ Cell #: _____ Date: _____ Room #: _231_

Team Letter Designation: _B-16_ Client Name: _USC_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

(handwritten margin note: Payment up front or cancel of time / Why is that adv of beg, neg)

II. 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	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

(3 is circled)

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 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

(2 is circled)

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

(NO, DO NOT DISQUALIFY is circled)

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.)

Judge's Name: __Rao Matane__ Cell #: _____ Date: __9/21/13__ Room #: __217__

Team Letter Designation: __A - 9__ Client Name: __Hunter Simon__

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 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)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

_____

_____

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

Attachment B

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

Judge's Name: __A . Flores__ Cell # ▮▮▮▮▮ Date: __9/21/13__ Room #: __128__

Team Letter Designation: __A · 1__ Client Name: __Simon__

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 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)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

(1 is circled)

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 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

(2 is circled)

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

(TEAM OBSERVED ETHICAL STANDARDS is circled)

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 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 Name: __G. Walters__ Cell #: ▮▮▮▮ Date: __9/21/13__ Room #: __128__

Team Letter Designation: __A-1__   Client Name: __Simon__

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 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)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.

Attachment B

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: **Bruner** Cell #: ▓▓▓ Date: **9/21** Room #: **128**

Team Letter Designation: **A-1** Client Name: **Simon**

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

(1 circled)

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

(2 circled)

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well

(2 circled)

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

(1 circled)

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. 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?

7	6	5	4	3	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 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 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

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:

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.)

Judge's Name: **Claire Zovko** Cell ▓▓▓▓▓ Date: **9/21** Room #: **231**

Team Letter Designation: **A3**   Client Name: **Hunter Simon**

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

Round #1 _____   Round #2 __X__ Final: _____

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?

7	6	5	4	3	2	(1)
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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 relation ~~ship with~~ the other team contribute to or detract from achieving its client's best interests?

7	6	5	4	3	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 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 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

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:

        YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail:

_____

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_____

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

Attachment B

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

Judge's Name: G. Blank   Cel:_____   Date: 9/21/13   Room #: 231

Team Letter Designation: A3   Client Name: Hunter Simon

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

(2 is circled)

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 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

(5 is circled)

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

(TEAM OBSERVED ETHICAL STANDARDS is circled)

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

(NO, DO NOT DISQUALIFY is circled)

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.

Attachment B

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

Judge's Name: _Michael Tomas_   Date: _____   Room #: _0281_

Team Letter Designation: _A-3_   Client Name: _Simon_ → client

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

Round #1 _____   Round #2 _____(circled)_____   Final: _____

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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?

7	6	5	4	3 (circled)	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2 (circled)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 (circled)	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

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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	6	5	4	3 (circled)	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.

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?

7	6	5	4	3	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

(3 is circled)

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 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

(2 is circled)

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY *(circled)*

Please explain in detail:

_____

_____

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

Attachment B

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

Judge's Name: _Konze_ Cell # ████ Date: _09/21_ Room #: _229_

Team Letter Designation: _A - 6_ Client Name: _Simon_

Negotiation judged:
(Please circle the competition level—Regional or (National) and mark the round observed)

Round #1 _____ Round #2 _X_ Final: _____

████ 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?

7	6	5	4	3	(2)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	(3)	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

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 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

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:

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.)

Judge's Name: _Calosi A_ Cell #: _____ Date: _9/21_ Room #: _217_

Team Letter Designation: _A-9_ Client Name: _SIMON_

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II. 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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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 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 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

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:

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.

EVALUATION CRITERIA FORM—JUDGING SCALES

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

Judge's Name: __Lacy J Cooks__ Cell #: _____ Date: _____ Room #: __217__

Team Letter Designation: __A-9__   Client Name: __Hunter Simon__

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 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	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	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

(The number 2 is circled)

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 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

(The number 2 is circled)

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:

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.

Attachment B

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

Judge's Name: Frank Drummond   Cell # ████████   Date: 9/21/13   Room #: 216

Team Letter Designation: A-12   Client Name: WGN

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 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)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared

II.   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)	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible

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 at all	Goals not served	Goals somewhat not served	Neutral	Goals 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?

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.

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?

7	6	5	4	3	(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 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 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

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:

YES, DISQUALIFY   NO, DO NOT DISQUALIFY

Please explain in detail: _____

_____

_____

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