				DRM—JUDGI Juation Criteria Form—		V. REL
Judge's Nam	e: <u>Claire</u>	ZovKo Ce		Date: 9/	2] Room #:	23
Team Letter	Designation	A-10		Client Name:	Hunter Si	chieving its
Negotiation (Please circle		tition level—Reg	nional or No	ational / and ma	rk the round ob:	served)
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The Lyaluation Criteria Forms will be collected by the competition administrator PRIOR to the

Totally lacking Lacking teamwork

in teamwork

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

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

Neutral

Somewhat lacking in

Somewhat good

teamwork

Excellent

Team work

Very Good

	its client's best i	interests?		Ev. 777		etract from
7	6	5)	<sup>HO</sup> 4 -	3 - 3	_!noi2inglesC	ratio.J <sub>Ima</sub> s
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely wel
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The Livalianien Criteria Forms will be collected by the configuration administrator PRIOR to the places providing feedback to the last avoidents.

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Judge's Nam	e: Mida	el JMas Cell	#	Date:	///3 Room #:	231
Team Letter	Designation:	A-10		Client Name:	man	en Zunkamica
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The Evaluation Criteria Forms will be collected by the competition administrator <u>PRIOR</u> to the indges providing feedback to the last two teams.

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Judge's Nam	e:// ////////	Cell	######################################	,	/// Koom #	ali umizziil a
Team Letter	Designation: _	15-7		Client Name:	160	
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ly by	Round #1 _	Kour	nd #2	Final:	(mV)2-17 / 692 	i cigorija 1 - 2 - Triu
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The Evaluation Criteria Forms will be collected by the competition administrator <u>PRIOR</u> to the judges providing feedback to the last two teams.

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Team Letter	Designation	A10	=	Client Name:	Hurle	us Amon
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are preparii	ig for the se	lf-analysis.				SEPTEMBER OF THE SEPTEM
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NOTE: For a s whole number)		eam, average criteria rk rating.	I, II, III, V.	VI, and VII and ent	er that result (	to the nearest

	EVALUA (Each jus	TION CRI		PRIM—JUDG		v. Red
Judge's Nam	8/3	CARX C	Cell #	Date:	Z/ Room #	23/
Team Letter	Designation	39		Client Name: _	USC	eli gnivoidu
Negotiation (Please circl		tition level—Re	egional <del>or N</del>	stional / and ma	rk the round ob	M Mo.V BuguneN
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V.			IP BETWEEN					ā.
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7		6	t Name 2	4 Clien		3	100200	lation 1
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6

Totally lacking Lacking teamwork in teamwork

ttachment B						
F	Each judge sho	ON CRITER	RIA FORM- es of the Evaluation Cr	JUDGING	G SCALES	HIS N
Judge's Name	: 6. Walters	z bailemi bna.	4	30 00 1	3 Room #:	128
Team Letter D	esignation:	A-18	_ Client	Name:	)iwov	achievang it
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Based on wha	COME OF SES t you observed e session, regar	in the negotiati				
7	6	(5)	4	3	2	1
Goals not served at all	Goals not served	Coals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
	IWORK were the negot ual backup?	tiators in worki	ng together as	a team, in sh	aring respons	ibility, and

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

Neutral

5

Somewhat lacking in teamwork

2

Very Good Teamwork

1

Excellent

Teamwork

3

Somewhat good teamwork

			make the control of t	OTIATING TEA		munications
				he other team con		
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you do the	same and wha	t would you do d rategy work in re	ifferently?	PE A MINITING		DEFF .I
Based on t	the team's self-and dynamics and	analysis during the	ne review s ay's negoti	ession, how adeq ation?	uately underst	tood the
7	6	5	(4)	3	2	1
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VII. NE Based on y standards	EGOTIATING your observation of the legal pro	ETHICS n, do you believe fession? For exa	the negot mple, 1) d	iating team obser id the team misre select and circle o	ved or violate epresent mater	d the ethical
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•	EVALUA (Each jud	TION CRITE ge should receive figur cop		RM—JUDGIN Literia Form—Judg		S. RELA
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Team Letter	Designation:	A-8	<del></del>	Client Name:	mon	SN SHIVEHUE
Negotiation (Please circle	judged: the compet	ition level—Régio	onal or No	ational and mark	the round ol	Alanoged Yery Na
	Round #1	Rou	nd #2	Final:	ikalida. T	
				20	-ANALYSI	VL SELL
Criteria I-V are preparia			ing the en	id of the negotiation	on and whi	e the teams
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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 wel	Goals served very well
		_	cing togeti	her as a team, in sh	aring respon	sibility, and
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Totally lacking Lain teamwork	cking teamwork	Somewhat lacking in teamwork	Neutral	***************************************	Very Good Teamwork	Excellent Teamwork
NOTE: For a si whole number)			I, II, III, V,	VI, and VII and enter	that result (10	the nearest

Managed Very Managed Poorly Managed Somewhat Well managed well managed extremely apportly Poorly Poo	Relationship Managed Vory Poorty  Criteria VI and Amaged Vory Proofty  Criteria VI and Amaged Vory Amaged Vory Proofty  Criteria VI and Amaged Vory  SELF-A Students will be following quest (1) "In reflecting the same (2) "How well of the same (2) "How well of the same (3) "How well of the same (4) "How well of the same (5) "How well of the same (5) "How well of the same (6) "How well of the same (7) "Did not learn at all the same (6) "NEGOT (6) "N	INALYSIS egin this 10-n ions: g on the entire e and what w lid your strate amics and lear of understand or Dic	Relationship Managed Somewhat Poorty  I be completed minute period be re negotiation, rould you do divegy work in reallysis during the rened from toda 5	Neutral  by answer  if you factifferently?  clation to the review say's negoting	ing directly to the sed a similar situal "he outcome?" session, how adequation?  3 Understood And	d Relationship managed well / / / / / / / / / / / / / / / / / /	Relationship managed extremely well extremely well anses to the way, what would have a learned an learned
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 we 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 inderstand or learn buch learned from today's negotiation?  WII. NEGOTIATING ETHICS Based on your observation, do you believe the negotiating team observed or violated the ethic standards of the legal profession? For example, 1) did the team misrepresent material facts?  If you circled TEAM VIOLATED ETHICAL STANDARDS or TEAM VIOLATED ETHICAL STANDARDS  If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so set that, in your judgment, the team should be disqualified from the competition? Circle one:	VI. SELF-A Students will be following quest (1) "In reflectin you do the same (2) "How well of Based on the tea negotiation dyna  7 Did not moderstand or learn earn at all VII. NEGOT Based on your of	egin this 10-nions: g on the entire and what which your stratem's self-anamics and learn tunderstand or Diagrams.	re negotiation, rould you do di regy work in re lysis during the rned from toda	if you factifferently? elation to the review say's negoting	ing directly to the red a similar situal " he outcome?" ression, how adeq ation? 3 Understood And	ijudges, responsion tomorrow understood and	onses to the  w, what wou  cood the  1  Understood an
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 we 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 Did not understand or Did not understand or Neutral Understood And Understood and learned much learn much Learned Somewhat learned well extremely with the standards of the legal profession? For example, 1) did the team misrepresent material facts? did the team invent self-serving material facts? etc. Select and circle one:  TEAM OBSERVED ETHICAL STANDARDS or TEAM VIOLATED ETHICAL STANDARDS was the ethical violation so set that, in your judgment, the team should be disqualified from the competition? Circle one:	Students will be following quest (1) "In reflecting you do the same (2) "How well of Based on the temperature of the megotiation dynamics of t	egin this 10-nions: g on the entire and what which was self-anamics and lear tunderstand or Dickerstand or Dick	re negotiation, rould you do di regy work in re lysis during the rned from toda  5 d not understand or	if you factifferently? elation to the review soly's negoting 4	he outcome?" session, how adequation? 3 Understood And	uately underst	ood the
negotiation dynamics and learned from today's negotiation?  6 5 4 3 2 1  Did not understand or learn much learn much  VII. NEGOTIATING ETHICS  Based on your observation, do you believe the negotiating team observed or violated the ethic standards of the legal profession? For example, 1) did the team misrepresent material facts?  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 send that, in your judgment, the team should be disqualified from the competition? Circle one:	negotiation dyna  7  Did not Did not learn earn at all  VII. NEGOT  Based on your o	mics and lear	med from toda  5 d not understand or	ıy's negoti 4	ation?  3  Understood And	2 Understood and	1 Understood an
Did not understand or Did not understand or Did not understand or learn much  WII. NEGOTIATING ETHICS  Based on your observation, do you believe the negotiating team observed or violated the ethic standards of the legal profession? For example, 1) did the team misrepresent material facts? 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 set that, in your judgment, the team should be disqualified from the competition? Circle one:	Did not Did not miderstand or learn searn at all Did not learn.  VII. NEGOTA Based on your or compared to the policy of the poli	lea APTINGS • requirement		4 Neutral	Understood And		learned
WII. NEGOTIATING ETHICS Based on your observation, do you believe the negotiating team observed or violated the ethicstandards of the legal profession? For example, 1) did the team misrepresent material facts? 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 send that, in your judgment, the team should be disqualified from the competition? Circle one:	mderstand or learn earn at all  VII. NEGO  Based on your o	lea APTINGS • requirement		Neutral			learned
Based on your observation, do you believe the negotiating team observed or violated the ethic tandards of the legal profession? For example, 1) did the team misrepresent material facts? lid the team invent self-serving material facts? etc. Select and circle one:  TEAM OBSERVED ETHICAL STANDARDS or TEAM VIOLATED ETHICAL STANDARDS  f you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so see that, in your judgment, the team should be disqualified from the competition? Circle one:	Based on your o	TIATING E		THE RESIDENCE AND A	A DEVIATING	H ALTTHUX	extremely well
that, in your judgment, the team should be disqualified from the competition? Circle one: [20]	did the team inv	legal profes ent self-serv	do you believe sion? For exa- ring material fa	mple, 1) o acts? etc. S	iating team obsertid the team misre Select and circle o	ved or violate epresent mater one:	rial facts? 2)
	that, in your jud	gment, the te	eam should be	disqualifi	ed from the comp	etition? Circle	e one:
YES, DISQUALIFY NO, DO NOT DISQUALIFY	enones goalse						10 SUSDEAN
	Please explain i	n detail:					iversity massives for the
		\ /				AROWN.	V. TEA

The Lavaluation Criterial orms will be collected by the competition administrator PRIOR to the judges providing feedback to the first two teams.

Totally lacking Lacking teamwork

in teamwork

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

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

Neutral

Somewhat lacking in

team work

Somewhat good

teamwork

Excellent

Teamwork

						SE MOMEDIA
This scale	focuses on wo	IP BETWEEN To	and tone	and implied and	explicit com	
	its client's bes	anage its relatives		ne other team con	iribute to or c	letract from
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Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managod Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Critería <sup>a</sup> analysis.	VI and VII sho	mid be completed	Lafter bo	th teams have co	mpleted thei	ir self-
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TEAM OF	BSERVED ETHI	CAL STANDARDS	) or	TEAM VIOLATED I	ETHICAL STA	NDARDS
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Please explain	( 5 )	DISQUALIFY		NO, DO NOT DISQUAI	LIFY
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The fixadiation Criteria Forms will be collected by the competition administrator PRIOR to the judges providing (ceiback to the list two terms of the

Attachment B							
	EVALUATION	ON CRITEI	RIA FO	RM-	JUDGIN	G SCALES	
Judge's Name	e:	ould receive four coni	s of the Eval	nation Co	Date: $\frac{9/3}{2}$	ging scales.)  Room #:	216
Team Letter I	Designation:	A-14		Client	Name:	Sime	<u> </u>
Negotiation j (Please circle	udged: the competition	n level—Region	nal or Na	tional	/ and mark	the round obs	served)
	Round #1	Roun	d #2	;	Final:		
	should be com		ng the en	d of tl	ic negoțiat	ion and while	the teams
are preparin	g for the self-a	nalysis.	•			•	•
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this team, judg	ging from its pe	erformance and	l its appai	ent str	rategy?		•
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Very Unprepared	Unprepared	Somewhat Unprepared	Neutral		Somewhat Prepared	Prepared	Highly Prepared
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work effective	ely in the conte	xt of the actual	l negotiat	ion. V	Vas this tea	m able to adap	ot its strategy
to for example	e, to new infort	nation or to un	foreseen	moves	by the opp	osing team?	
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	COME OF SE		, ,	10			مادا داده
Based on what	t you observed e session, regar	in the negotiated diess of wheth	ion and t er agreen	ne self nent w	-anaiysis, to as reached,	serve the client	nt's goals?
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How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?

providing mutual backup?

7 6 5 4 3 2 1

Totally lacking teamwork Somewhat lacking in teamwork Somewhat lacking in teamwork Teamwork

Somewhat good Very Good teamwork Teamwork

		IIP BETWEEN T				
		ord choice, attitude				
		nanage its relations	ship with the	he other team con	ntribute to or d	etract from
_	its client's bea	st mieresis?				
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Criteria \\ amalysis.	T and VII sh	ould be completed	Lafter bo	th teams have c	ompleted their	r self-
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	EVALUA (Fach inde			luation Criteria Form—Ju		adu v
(	Charles G	. Batek	4	ta Johan	cuses on word	oil sleps sin'i
Judge's Nam	e:	Cell	#	Date:	2/ Room #:	40
Team Letter	Designation:	A-14		Client Name:	Simon	an anivarior
Negotiation (Please circl		ition level—Regio	onal or No	ational / and mar	k the round obs	M colf lagactV
	Round #1	Rou	nd #2	Final:	imale 11 * 1914	
					F-ANALYSIS	VI. SEL
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Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Plexible	Flexible	Highly Flexible
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		_	cing toget	her as a team, in	sharing respons	sibility, and
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NOTE: For a s whole number)			I, II, III, V	, VI, and VII and ent	er that result (to th	he nearest

	Each judg	tion CR thould receive to			RM—JUDGIN uation Criteria Form—Ju		V. RIEL
Judge's Name	THO Justines	n Web	Cell#		bate: 9/2	brown no sesuo	This scale for Did the way
Team Letter I	Designation:	A	8	Į.	Client Name:	SIMO	9N
Negotiation j (Please circle	udged:	tion level—i		al or Na	tional / and mar	k the round obs	M. sapp passaces
	Round #1	2 - 12 - 2 (1 ))))))))))))))))))))))))))))))))	Round	1#2 <u> </u>	Final:	urus U 7 iyas	
						P-ANALYSTS	VI. SEL
Criteria I-V : are preparin			Bow iņ	g the en	d of the negotia	tion and while	
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NOTE: For a st whole number) o			riteria 1	, <i>II</i> , <i>III</i> , <i>V</i> ,	VI, and VII and ent	er that result (to t	he nearest

The Liverburg on Criteria Lygins will be collected by the competition administrator **PRIOR** to the first two terms.

EVALUATION CRITERIA FORM (Each judge should receive four copies of the Evaluation Criteria Form Judge's Name: Trank Room # Team Letter Designation: Client Name: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #2 Final: Round #1 Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. **NEGOTIATION PLANNING** This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 Very Unprepared Prepared Highly Somewhat Neutral Somewhat Unprepared Unprepared Prepared Prepared 11. FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 5 Somewhat Highly Very Inflexible Neutral Somewhat Inflexible Flexible Flexible OUTCOME OF SESSION III. Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 2 Goals served Goals not served Goals somewhat Goals served Goals not served Goals served well Neutral somewhat not served at all IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 5 4 3 1 Totally lacking Lacking teamwork Excellent Somewhat good Somewhat lacking in Neutral in teamwork teamwork teamwork

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Students v following (1) "In ref you do the (2) "How	questions: lecting on the en same and what well did your str	etire negotiation, would you do dirategy work in re	if you fac ifferently? lation to t		tion tomorrov	v, what would
		earned from toda				9380
Did not understand or learn at all	learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
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TEAM OF	SSERVED ETHIC	AL STANDARDS	or	TEAM VIOLATED	ETHICAL STA	NDARDS
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Locally broken (acting tegenwork scotterfor starting ventual)

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mications	(Each judg	e should receive four copi	es of the Evaluation	choice, at	nees on who	This scale for
Judge's Na	me: Ponda	Cell	#:	Date: <u>9/7/</u>	//3 Room #	View and hill
Team Lette	er Designation:	B(	Clie	nt Name:	USC	SH BULLFIELD
Negotiatio (Please circ	n judged: cle the competi	tion level—Regio	nal or Nation	al and mark	the round ob	oserved)
	Round #1	Roun	id #2	Final:		
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	V should be co ing for the sel	ompleted followin f-analysis.	ng the end of	the negotiat	ion and whit	and the same of the same
This scale a	onably designe	PLANNING or the team was fa d to the situation sperformance and	umiliar with the set out in the	fact pattern.	w and had a	strategy and
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Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effec	assesses whether eir strategy and tively in the co	N DEVIATING I er the negotiators tactics seemed so ntext of the actual formation or to un	seemed responding seemed responding seemed responding to the seemed responding seemed responding to the seemed responding responding seemed responding seemed responding seemed responding seeme	onsive to the n erwise pre-pla Was this tea	egotiation as anned in a wa m able to ada	it unfolded or ny that did not
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Goals not served	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effect	AMWORK ive were the ne	egotiators in work	ing together a	as a team, in s	haring respor	nsibility, and
7	6	5	4	3	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	110000	omewhat good amwork	Very Good Teamwork	Excellent Teamwork
MOTEL E.	a nimala manaam 4a	am anamana anita-i-	י זע עד דע דע דע	and MI and ante	n that ramile for	the magres!

	6	lient Name 2	0 4	_ 3 31	/2//	tette limit
Relationship Managed Very Poorty	Relationship Managed Poorty	Relationship Managed Somewhat Poorty	Neutral	Relationship Manage Somewhat Well	d Relationship managed well	Relationship managed extremely wel
Criteria ' analysis.	VI and VII-sh	ould be completed	Lafter bo	th teams have co	impleted thei	r self-
Students v following (1) "In ref you do the	questions: lecting on the e same and wh	SIS 10-minute period lentire negotiation, at would you do distrategy work in re-	if you fac	ed a similar situa	tion tomorrov	
		analysis during th	e review s	ession, how adeq	uately underst	tood the
7	6	5	4	3	/2	1
Did not understand or learn at all	Did not understand learn	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	(Inderstood and learned well	Understood ar learned extremely wel
THE RESERVE OF THE PERSON NAMED IN	EGOTIATIN your observati	G ETHICS on, do you believe	to haleita	iating team obser	had vasteris	Stater than
		ofession? For exa serving material fa				rial facts? 2
did the tea	BSERVED ETHI	CAL STANDARDS	Or '	TEAM VIOLATED	ETHICAL STA	NDARDS
TEAM OF	cled TFAM VI our judgment, t	OLATED ETHIC. he team should be	AL STAN disqualific	DARDS, was the	e ethical violar	tion so seve
TEAM OF	cled TFAM VI our judgment, t	OLATED ETHIC he team should be	AL STAN disqualific	DARDS, was the ed from the comp	e ethical violar	tion so seve

Attachment B						7
	EVALUA Cach ind	TION CRITE	RIA TO	RM—TUDGI	deine Scales.)	2
		luld	ites of the Evan			17
Judge's Nar	ne: M	Cell	#:	Date:	<b>?</b> /// Room #:	216
Team Letter	r Designation:	BS		Client Name:	(15)	
Negotiation (Please circ	n <b>judged:</b> ele the compet	ition level—Regi	onal or Na	tional / and mar	k the round ob	served)
	Round #1	Rou	nd #2	Final:		
		1 ( 1 5 11	:	a carretion	dan and while	o tha troopie:
	v should be c ing for the se	ompleted follow If-analysis.	ing the en	a of the negona	ROH ABU WILL	e the teams;
This scale a tactics reason	ssesses wheth onably designe	PLANNING  mer the team was fed to the situation  specific performance an	set out in	the fact pattern.	aw and had a s How well-pre	strategy and pared was
7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Noutral	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effects	ssesses wheth ir strategy and ively in the co	N DEVIATING the the negotiators of tactics seemed sontext of the actual formation or to use	s seemed re scripted or al negotiat	esponsive to the otherwise pre-plion. Was this tea	negotiation as lanned in a wa am able to adap	it unfolded or y that did not
7	6	5	4	3	$\left(\begin{array}{c} 2 \end{array}\right)$	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
III. OU'	rcome of hat you obserthe session, re	SESSION ved in the negotial egardless of whet	ation and the	ne self-analysis, i nent was reached	to what extent, serve the clie	did the
7	6	5	4	3	2	/ <sub>1</sub> /
Goals not served at all	Goals not serve	d Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effecti	AMWORK ve were the no	egotiators in wor	king togeth	er as a team, in	sharing respon	sibility, and
7	6	5	4	3	/ 2 /	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

		IP BETWEEN Tord choice, attitud				mmunications
Did the w	ay this team m	anage its relations	ship with t	he other team con	tribute to o	r detract from
	its client's bes		-			
7	6	5	4	3	2	1 )
Relationship Managed Very Poorty	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	i Relationship managed well	Relationship managed extremely well
Criteria V analysis,	Land VII sh	ould be complete	d after bo	th teams have co	impleted tl	neir self-
Students v following (1) "In ref you do the (2) "How v	questions: lecting on the control same and who well did your so he team's self-	IS 10-minute period lentire negotiation, at would you do destrategy work in reanalysis during the learned from todal.	if you fac ifferently? elation to the	ed a similar situat " he outcome?" ession, how adequ	tion tomorr	ow, what would
7	6	5	y suegona	3	2	
Did not understand or learn at all	Ū	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on y standards of did the tear	of the legal prominyent self-s	ETHICS on, do you believe ofession? For exa erving material fa CAL STANDARDS OLATED ETHIC	mple, 1) di acts? etc. S	id the team misre elect and circle or TEAM VIOLATED F	present mat ne: ETHICAL ST	erial facts? 2)  ANDARDS
-		e team should be		•		
	YE	S, DISQUALIFY	N	O, DO NOT DISQU	JALIFY	
Please exp	lain in detail:					

The Lyahuation Criteria Forms, wilding sofferwidthy the competition administrator PRIOR to the

	EVALUAT			RIV — JUDIG III ation Criteria Form — Ju		V. REL
Judge's Nam	Charles G.	Datel	ll #:	Date:	/ Room #:	216
Team Letter	Designation:	B-5	p (	Client Name:	USC	achieving its
Negotiation (Please circl	judged: e the competit	ion level <del>(</del> Reg	ional or Na	tional / and mar	k the round obs	Managed Very M
	Round #1	Rot	und #2	Final:	tanish (17 jida —	i (mersin) Santinii
anticolor NO		sdanieliai aur		aradaa kaasa X	P-ANALYSIS	NE SEL
	should be co rg for the self		ving the en	I of the negotia	tion and while	the teams
This scale as tactics reason	nably designed	the team was	n set out in	th the facts and lithe fact pattern.		trategy and
7	6	5	4	13	[2]	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether their work effective	sesses whether strategy and vely in the con	r the negotiator tactics seemed text of the act	s seemed re scripted or al negotiati	LANS OR AD a sponsive to the otherwise pre-p on. Was this tenoves by the op	negotiation as i lanned in a way am able to adap	it unfolded or y that did not
7	6	<b>5</b> 5	4	$\sqrt{3}$	2	I one senior
Very MANA MANA Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh	-	ed in the negoti		ne self-analysis, ent was reached	to what extent	
7	6	5	(4 XX	4-3	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Souls served somewhat	Goals served well	Goals served very well
How effective	MWORK te were the negurously and the means of the means o	gotiators in wo	rking togeth	er as a team, in	sharing respons	sibility, and
7	6	5	4	3	2	1
Totally lacking Lin teamwork		Somewhat lacking in camwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	single-person tea as the teamwork		ia I, II, III, V,	VI, and VII and ent	er that result (to ti	he nearest

7	6	5amel4 fasti	4	1 3	_ :nor2mgiesti	ream Letter
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manage Somewhat Well	d Relationship managed well	Relationship managed extremely well
Criterią V analysis.	T and VII show	ıld be complete	d after bo	th reams Save co	ompleted thei	r self-
Students we following (1) "In reflyou do the	questions: lecting on the en same and what	0-minute period	, if you fac ifferently?			
		nalysis during the earned from toda		ession, how adeq	uately underst	ood the
7	6	5	4	3	2	/ 1
Did not understand or learn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on y standards o	of the legal prof	n, do you believe fession? For exa	the negot mple, 1) d	iating team obser id the team misre elect and circle o	ved or violate epresent mater	
TEAM OB	SERVED ETHIC	AL STANDARDS	or ?	TEAM VIOLATED	ETHICAL STAI	NDARDS
that, in you	ur judgment, the	e team should be	disqualific	DARDS, was the	etition? Circle	one:
STEEL ST		s, disqualify		no, do not disq		TO SIRROSEIO
Please exp	lain in detail:	nespectation of the second	Hamari	tothirotissested in bersse kar		
has willed	izmonzen entrad	O 11 10 10 10 10 10 10	dissol uni	no e ni stotellog	MWORK ve wire the ne	
					ciunioud feurus?	

The Lyaluation Criteria Forms will be collected by the competition administrator PRIOR to the didges providing feedback to the fast two teams.

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

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

Judge's Name	: trank Un	MMOND	cell (	Date: 9/24	<del>,                                     </del>	
Team Letter I	Designation:	8-11		Client Name:	USC	an aniyəini
N <b>eg</b> otlation j (Please circle	17.400 11.100 14.11	ition level—Re	gional or No	ational / and mar	k the round obs	anaged Very
	Round #1	R	ound #2_ L	Final:	hinas 200 day	i Voganse.
					F-ANALYSIS	Jae J
Criteria I-V <sub>e</sub> s are preparin			owing the cr	id of the negotia	ition and while	the teams
tactics reasonathis team, jud	ably designe		ion set out in	ith the facts and the fact pattern. rent strategy?	How well-prep	pared was
7	6	5	4	3	2	1
Very Inprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepare
whether their work effective	strategy and ely in the co	tactics seeme ntext of the ac	d scripted or tual negotian	esponsive to the r otherwise pre-p tion. Was this te moves by the op	lanned in a way am able to adap	that did no
7	6	5	4	3	(2)	- 1
Very inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wha	•	ed in the nego		he self-analysis, nent was reached		
7	6	5	4	(3)	2	1
Goals not served at all	Goals not served	Goals somewh	at Neutral	Goals served somewhat	Goals served well	Goals served very well
		-	orking toget	her as a team, in	sharing respons	sibility, and
7	6	5	4	3	(2)	1
Totally lacking Lac in teamwork	king teamwork	Somewhat lacking is teamwork	n Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a si whole number) a			eria I, II, III, V,	VI, and VII and en	ter that result (to th	ne nearest

_		interests?		11 B		
mark department of the second	6 3 20	50mmM 1002	94 -	3 11-11	(2)	l'eampLotter l
Relationship Managed Very Poorly	Relationship Managed Poorty	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
⊖riteria V malysis.	Land VII sho	uld be complete	d after bot	h teams have con	mpleted thei	ir self-
Students vollowing (1) "In ref	questions: lecting on the e	0-minute period land	, if you face	ng directly to the		
		t would you do d rategy work in re	-	THE RESIDENCE OF THE PARTY AND		i. NDG Firs scale as
		inalysis during the		ession, how adequation?	uately underst	cood the
7	6	5	4	3	(2)	1
				10 Charles 2000 100	CONTRACT CONTRACT OF	2014 S
nderstand or	Did not understand or learn	Did not understand or learn much	Neutral El Madel I	Understood And Learned Somewhat	Understood and learned well	learned extremely well
earn at all  VII. NI  Based on y  standards	EGOTIATING your observation of the legal pro-	ETHICS  n, do you believe fession? For exa	the negoti		leamed well  ved or violate  present mater	extremely well
vII. NI Based on standards did the tea	EGOTIATING your observation of the legal pro-	ETHICS  n, do you believe fession? For exa	e the negoti ample, 1) di acts? etc. S	Learned Somewhat ating team observid the team misre	red or violate present mater ne:	d the ethical rial facts? 2)
Based on y standards did the tea TEAM OF	EGOTIATING your observation of the legal pro- m invent self-se eserved ethic led TEAM VIC	ETHICS  n, do you believe fession? For exa erving material fa  CAL STANDARDS  DLATED ETHIC e team should be	e the negotiumple, 1) diacts? etc. S  or	ating team observed the team misrepelect and circle of TEAM VIOLATED EDARDS, was the end from the compe	ved or violate present materine: ETHICAL STA	d the ethical rial facts? 2)  NDARDS  tion so severe e one:
VII. NI Based on y standards did the tea TEAM OF	EGOTIATING your observation of the legal pro- m invent self-se eserved ethic led TEAM VIC	ETHICS  n, do you believe fession? For exa erving material fa  CAL STANDARDS  DLATED ETHIC e team should be	e the negotiumple, 1) diacts? etc. S  or	ating team observed the team misrepelect and circle of TEAM VIOLATED FOR DARDS, was the	ved or violate present materine: ETHICAL STA	d the ethical rial facts? 2)  NDARDS  tion so severe e one:
VII. NI Based on y standards lid the tea TEAM OF	EGOTIATING your observation of the legal pro- m invent self-se eserved ethic led TEAM VIC	ETHICS  n, do you believe fession? For exa erving material fa EAL STANDARDS  DLATED ETHIC e team should be	e the negotiumple, 1) diacts? etc. S  or acts?  AL STAN  disqualifie	ating team observed the team misrepelect and circle of TEAM VIOLATED EDARDS, was the end from the composition, DO NOT DISQUE	ved or violate present materine: ETHICAL STATethical violatetition? Circle	d the ethical rial facts? 2)  NDARDS  tion so severe one:
TEAM OF hat, in yo	EGOTIATING your observation of the legal pro- m invent self-se ESERVED ETHIC led TEAM VIC	ETHICS  n, do you believe fession? For exa erving material fa  EAL STANDARDS  DLATED ETHIC e team should be  S, DISQUALIFY	e the negotiumple, 1) diacts? etc. S  or and disqualifie	ating team observed the team misrepelect and circle of TEAM VIOLATED BE DARDS, was the end from the compension, DO NOT DISQUE	ved or violate present materine: ETHICAL STATE ethical violate	d the ethical rial facts? 2)  NDARDS  tion so severe one:

The Expending Criteria horms will be collected by the competition administrator PRIOR to the

## **EVALUATION CRITERIA FORM\_JUDGING SCALES**

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

Judge's Nan	ne: Maff	Odaen ce	11#:	Date: 9/2	1/13 Room #:	227
	Designation:	#I)	- 11	Client Name:	Simon	BILLEVILLE IIS
Negotiation (Please circ		ition level—Reg	ional or Na	ational / and mari	k the round obs	Monaged Very h
	Round #1	Ro	und #2`	<u> </u>	<u>go</u> de ja en ge	
		· · · · · · · · · · · · · · · · · · ·			F-ANALYSIS	National Property and Property
	should be e ng for the se		ving the cr	id of the negotia	tion and while	the teams
This scale as tactics reaso	ssesses wheth nably designe		familiar w	ith the facts and lattern.  rent strategy?	aw and had a s How well-prep	trategy and
7	6	5	4	(3)	2	1
Very Unprepared	Unprepared	Somewhat Unpr <del>epared</del>	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether the work effecti	ssesses wheth ir strategy and vely in the co	er the negotiator I tactics seemed intext of the acti	rs seemed r scripted or al negotian	PLANS OR ADA esponsive to the responsive to the responsive to the responsive pre-plane. Was this teamoves by the opposite the control of the	negotiation as i anned in a way un able to adap	t unfolded or that did not
7	6	5	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible All	Highly Flexible
Based on wi	•	ved in the negot		he self-analysis, t nent was reached		did the
7	6	5	4	(3)	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutrai	Goals served somewhat	Goals served well	Goals served very well
How effective	MWORK we were the ne	_	rking toget	her as a team, in s	sharing respons	ibility, and
7	6	5	<b>4</b> )	3	2	1
Totally lacking I	acking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	single-person te as the teamwor		ia I, II, III, V,	VI, and VII and ente	er that result (to th	ne nearest

	RETAINS D	METHIEL M	SECRET A D	ON CHIEFT	PEATERAUS	
	ELATIONSHI		THE RESERVE OF THE PARTY OF THE		1253 J	in the second
	e focuses on wor					
	vay this team ma		1.1	he other team co	ntribute to or o	letract from
achieving	g its client's best	interests?		1	1	
7	60 mi	5orral/insi	19 4	(3)	4 :noi2 agisə(	Fearing Letter 1
Relationship	Relationship	Relationship	Neutral	Relationship Manag	ed Relationship	Relationship
Managed Ver Poorly	y Managed Poorly	Managed Somewhat	of the Till same for	Somewhat Well	managed well	managed extremely well
1	A ASSESSED STREET, SALI	Poorty	BB971 40 H3		HILLIANO SEA	
Criteria	VI and VII sho	uld be complete	ed after bo	oth teams have c	ompleted the	ir self-
analysis.						<b>医沙巴克斯氏</b>
		20011		The state of	The state of the	
	ELF-ANALYSI		userum edisklika	in the second second		
	will begin this 1	0-minute period	by answer	ing directly to th	e judges, respo	onses to the
TOTAL TOUR PROPERTY.	g questions:	nti <del>ca</del> nacatiatian	if you for	and a similar situ	otion tomomo	u what would
	flecting on the end what				ation tomorrov	w, what would
	well did your st		AND A TOOL MADE TO A TOOL OF THE	- In the Control of the Printer of the Control of t	THEFTATTO	F MEGH
(2) 11011	won did your si	rategy work in r		DA CENT HERE	esses vehouser	This seale ass
Based on	the team's self-a	malysis during t	he review s	session, how ade	quately unders	tood the
	on dynamics and l				are mitoria Straff	ANT THE POST OF THE
7	6	5 (0)	4	3	(G)	T.
Did not	Bernostrafi	шфирты	us mus?	Soundonik	2	I Understand and
understand or	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned
learn at all	TAGTE OVETS	facta sich eine	N MGB	DEVIATERGE	AT ALL'RETA	extremely well
VII. N	EGOTIATING	FTHICS		the negotiators		
	your observation		e the negot	isting team ohse	rved or violate	ed the ethical
	of the legal pro					
	am invent self-se					Augus
			(4)			
TEAM O	BSERVED ETHIC	AL STANDARDS	or or	TEAM VIOLATED	ETHICAL STA	NDARDS
YC .	1 100 11 (11)	Y A TED DETAIL	co	ld Hexailite	, with the state of	. •
	cled TEAM VIC					
	our judgment, the		11. (I)		-	
315.73.5	serve the effect!	S, DISQUALIFY		NO, DO NOT DISC		The amount
	12.	3, Diggorma 1		110,001101010	ZOAWH I	
Please ex	plain in detail:		6212995			
		·			MACHINA	IV. TEA
YAHR	CHARCOSTA SELECT	Tay a (pam, in s	HIR TO SERVE	POLITICIS EN WEEK	कार जाते साम प्रकार	ritooffa well
					tigusland family	providing m
			(3)			
		isong individuals	Neutral	in product appropriate	Service Leave	
DIFACE	Payme steels T	arcanaga ATT actor		A property in		) Southful (
LLASE	be sure to comp	nete ALL catego	ories delor	e turning in this	torm.	OTE For o

The Lagrangian Criteria Lorens will be collected by the conspetition administrator PRIOR to the understanding feedback to the last two teams.

•				RM—JUDGIN uation Criteria Form—Ju		339
nunications	explicit cons	ind implied an	191	l de	cases all more	227
Judge's Name	e: <u>keah</u> C	hniskn@oll	#:	Date: _S/	<u>47.</u> ∤ Room #:	(4)
Team Letter	Designation: 🛆	- 11		ient Name:	Hunter	Simon
Negotiation   (Please circle	A CONTRACTOR OF THE PARTY OF TH	on level—Regio	onal or Na	ational / and mar)	t the round obs	served)
	Round #1 _	Rour	nd #2	Final:	noped Abo	11 - 1 - 1 10 - 10 - 1
					F-ANALYSIS	VI. SEL
	should be con g for the self-:		ng the cu	id of the negotia	tion and while	the teams
This scale ass tactics reason	ably designed	the team was fa	set out in	ith the facts and la		trategy and
7	6	5	4 4	(3)	2	nagotistian . 1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale ass whether their work effectiv	sesses whether strategy and ta ely in the cont	the negotiators actics seemed s ext of the actua	seemed r cripted or I negotiat	LANS OR ADA esponsive to the rotherwise pre-placed in the control of the control	negotiation as i anned in a way m able to adap	t unfolded o
7	6	5	4	(3)	2	MI but
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wha	•	in the negotian		he self-analysis, t nent was reached,		
7	6	5	(4)	3	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Reutral	Goals served somewhat	Goals served well	Goals served very well
	_	otiators in work	ing toget	her as a team, in s	haring respons	ibility, and
7	6	$\left(\begin{array}{c} 5 \end{array}\right)$	4	3	2	1
Totally lacking Lain teamwork	_	mewhat lacking in unwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE For a c	inale_nercon team	marage criteria	III III V	VI and VII and onto	r that result (to the	o nograsi

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.

		ord choice, attitud nanage its relation				
	its client's be		THE CHAPT	ic other team, con	in ionic to of a	cuaci itom
7 MOMIC	vatelo -	ient Namez_+	he was	3 -	Designsion: 🕹	Feam <sub>L</sub> Letter l
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat	itaVi to lo	Relationship Manage Somewhat Well	d Relationship managed well	Relationship managed extremely well
Criteria V analysis.	VI and VII sh	ould be complete	d after bo	th teams have co	ompleted thei	r self-
Students v following (1) "In ref you do the	questions: lecting on the same and wh	SIS 10-minute period entire negotiation at would you do d strategy work in re	, if you fac ifferently?	ed a similar situa	tion tomorrow	
	the team's self	f-analysis during the	ie review s		namoisol, ulde:	smarine unitract
7	6	(B)	4	3	2	1
Did not understand or learn at all	learn	d or Did not understand or learn much	Neutral MOM3	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards	EGOTIATIN your observat of the legal p	G ETHICS ion, do you believe rofession? For exe serving material for	imple, 1) d	iating team obser id the team misre	ved or violate epresent mater	d the ethical
TEAM OF	BSERVED ETH	ICAL STANDARDS	or 1	TEAM VIOLATED	ETHICAL STA	NDARDS
th <b>at</b> , in yo	ur judgment,	IOLATED ETHIC the team should be	disqualific	ed from the comp	etition? Circle	e one:
SHROE S	Yes the chent	ES, DISQUALIFY		NO, DO NOT DISQ		
Please exp	olain in detail:	and-mi-				
					MINORE	OF V
na syfilis	September Some	BEGINS TO SEE E SO O	THE PLANT	A total or Producess		
10000				(3)	CONTRACTOR	1 Teampenin
267		V Replacement				1000000000

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

	EVALUATI	ON CRITE				V. REL
nunications.	unos l'oilexs bi	in be Vomi	es or the Evaduation	choice, attitt	cuses on word	This scale fo
Judge's Nam	e: <u>UUS+1</u>	n Heimcell	#	Pate: 9/2	Room #:	227
Team Letter	Designation:	A-11	_ Clie	nt Name:	Hunter ?	Smon
Negotiation (Please circle	<b>judged:</b> e the competitio	n level—Regio	nal or Nation	al / and mari	k the round obs	served)
	Round #1 _	Roun	d#2	Final:	u lle Melon.	i A - 194 69 ir licht
					F-ANALYSIS	VL SEL
	should be com ig for the self-:		ng the end of	the aegotia	tion and while	the teams
This scale ass tactics reason	OTIATION PI sesses whether the hably designed the liging from its p	the team was fa to the situation	miliar with the	ne facts and la		trategy and
7	6	5 Ympets	10gph 8 v 300	3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	$\binom{2}{2}$	negotutogar I
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale ass whether their work effective	SIBILITY IN I sesses whether of strategy and ta rely in the conta le, to new inform	the negotiators actics seemed so ext of the actual	seemed responding to the cripted or other length of the cripted or other lengths are cripted as a cripted or other lengths are cripted as a cripted	onsive to the recrewise pre-pl Was this tea	negotiation as i anned in a way um able to adar	t unfolded o
7	6	5	(a)	त्त्रप्रदेशका प्रमाणि उ	2	uni the team
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible 11	Highly Flexible
III. OUT	COME OF SE	SSION	ATE MOR	ITH CHIAL		Гуоц сист
	at you observed he session, rega					
7	6	100 100 OKL DIK 5	4	TENDERG .		1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Gosis served well	Goals served very well
How effectiv	MWORK e were the nego tual backup?	tiators in work	ing together a	s a team, in s	sharing respons	sibility, and
7	6	5	4	3	$\begin{pmatrix} 1 \\ 2 \end{pmatrix}$	1
Totally lacking La		mewhat lacking in mwork	10-0	mewhat good mwork	Very Good Feart work	Excellent Teamwork
NOTE: For a s	inale-neroon team	merage criteria	י עא ווו וו	and VII and onte	or that result (to the	ha nagrasi

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.

		IP BETWEEN 7		AND THE RESERVE AND THE PARTY OF THE PARTY O	THE REAL PROPERTY.	
Inis scale	over this team or	ord choice, attitud nanage its rel	T. T.	he other team con		
	its client's bes			de outer team con	introduce to or c	icuaci nom
7_0000	and the second	(8)	(4)	13-14	_:nolympied()	Tour Letter
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorty	Negtral	Relationship Manage Somewhat Well	ed Relationship managed well	Relationship managed extremely well
Criteria V analysis.	VI and VII sh	ould be complete	ed after bo	th teams have c	ompleted thei	ir self-
Students v	questions:	SIS 10-minute period entire negotiation				
you do the	e same and wh	at would you do o strategy work in r	differently a clation to t	he outcome?"	OTIATION	I. NEG This cale as
		-analysis during to I learned from tod	he review s	session, how adec	quately unders	tood the
7	6	5	4	(3)	2	1
Did not understand or learn at all	Did not understand learn	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards did the tes	of the legal pr invent self-		e the negot ample, 1) of facts? etc. S	lid the team misr	rved or violate epresent mater one:	d the ethical rial facts? 2)
sid- 90.		100		1111995,089	21120120111	1,211.00
•		OLATED ETHIC he team should be				
(steod s		ES, DISQUALIFY		NO, DO NOT DISQ		to smostne
Please exp	plain in detail:	2171te (Pyl) Velec tra	lectary) (	Jariwomos Abroi J. day yes 2020	Couls not served	Bovession sees In .
					MEWORK	P. TEA
Suc ville	ving response	er sus a touare un shi	ing togethe	gotiators in work		
	1				гиналын типи	ni finite i serd
	T 14	1			1	- 1
Insilianci	laged tret	Social materials of	(Same)	n period (milesmo)	showmant goody	Tegathy Sacking (

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

The Lyallington Criteria Lorens with be collected by the competition administrator PRIOR to the

				RM_JUDGIN		TSES V
nunications	(Each judge	e should receive four cop	oles of the Eva	uation Criteria Form—Ju	dging Scales.)	This scale fo
Judge's Nam	e: Leah C	hristensergen	#:	Date: SAT	. puRoom #:	227
Team Letter	Designation:	3-8	3	Client Name:	USC	achieving ju
Negotiation (Please circl		tion level—Region	onal or No	ntional / and mar)	k the round obs	erved)
	Round #1	Rou	nd #2	Final:	10,10 (1) / 1.00	
					F-ANALYSIS	AR JV
	should be co ig for the sell		ing the en	d of the negotia	tion and while	the teams
This scale as tactics reason	nably designed	r the team was f	set out in	ith the facts and la the fact pattern.		trategy and
7	6	5	4	(3)	2	NO MONTHER OF THE
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether their work effective	sesses whether strategy and vely in the cor	r the negotiators tactics seemed s itext of the actua	seemed recripted or al negotial	LANS OR ADA esponsive to the rootherwise pre-plaion. Was this teamoves by the opp	negotiation as i anned in a way un able to adap	t unfolded or that did not
7	6	5	4	(3)	2	1
Very inflexible	Inflexible	Somewhat (	Neutral	Somewhat Flexible	Flexible 4	Highly Flexible
Based on wh		ed in the negotia		he self-analysis, t nent was reached		
7	6	0810_104_60_64 5	4	3	(2)	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effective	MWORK e were the negatual backup?	goti <b>ators in w</b> ork	cing togeti	ner as a team, in s	haring respons	ibility, and
7	6	5	4	(3)	2	1
Totally tacking Lain teamwork		Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excelient Teamwork
	CYMP CO	green on management a	metrid swit	country of Licenteers	CHARLES AND DESIGNATION AND	1 Table 2. Ta 145

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

This scal	e focuses on v	HP BETWEEN T	e and tone	and implied an	id explicit com	
	g its client's be	manage its relations est interests?	mip with t	ne oniei team co	ontribute to of (	TETLACT ILOM
7	6	Hent Name2	4		non 2 my last	leamplement
Relationship Managed Ver Poorty	Relationship Y Managed Poorly	Relationship Managed Somewhat Poorly	Newson North	Kalationship Manag Somewhat Well	ged Relationship managed well	Relationship managed extremely well
Criteria analysis.		hould be completed	d after bo	th teams have o	completed the	ir self-
Students following (1) "In re you do th	g questions: flecting on the se same and w	SIS s 10-minute period le entire negotiation, hat would you do de strategy work in re	if you fac ifferently?	ed a similar situ	ation tomorrov	
		f-analysis during the			quately unders	tood the
7	6	5	4	<b>b</b> )	2	1
Did not understand or learn at all		nd or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards	of the legal p	IGETHICS tion, do you believe profession? For exa f-sorving material fa	the negot mple, 1) d	iating team obse id the team mis	erved or violate represent mate	d the ethical
TEAM C	BSERVED ETH	TICAL STANDARDS	or wask	TEAM VIOLATED	DETHICAL STA	NDARDS
that, in y	our judgment,	TOLATED ETHIC the team should be	disqualifi	ed from the com	petition? Circl	e one:
		YES, DISQUALIFY		NO, DO NOT DIS		1 1-Eantemonio
Please ex	plain in detail	horp a date?			or the first transfer of	
				21 - 201	ANOVM.	AHT VI
				110,7130	ion 5th brown by	
					Squarred lauto	

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.

The second secon

whole number) as the teamwork rating.

peol busines		TION CRITE				S. REELS
Judge's Na	me: Jushn	tem Cell	- 6	Date:	(by/13 Room #	: 227
J	er Designation:	8-3		Client Name:	USC	chieving its
Negotiatio (Please circ		tion level—Regio	mal or N	ational / and m	ark the round ob	
	Round #1	Roun	d #2	Final:	ulinger our	17-0-16-1
					ANALYSIS	vi. skij
	Vishould be co ing for the sel	mpleted followi Fanalysis.	ng the ci	nd of the nego	tiation and whil	e the teams
This scale a tactics reas	onably designe	PLANNING or the tearn was fa d to the situation performance and	miliar w set out ir	ith the facts an		strategy and
7	6	5	4	$\left(\begin{array}{c} 3 \end{array}\right)$	THE PRE EDETERN	D Nothblogen
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Semewha Propared	t Prepared 1999 to lambered his round.	Highly Prepared
whether the	eir strategy and tively in the con	or the negotiators tactics seemed so ntext of the actual formation or to un	cripted or large tians	r otherwise pre tion. Was this	planned in a wateam able to ada	y that did not
7	6	5	4	nei tellanteri Ha	and three 2	mast sdi bib
Very Man	Inflexible	Somewhat MAAAA	Neutral	Somewha Flexible	Flexible	Highly Flexible
Based on w	•	ESSION BLACK ed in the negotiat gardless of wheth			•	
7	6	1976 TDM-061 DM 5	4	$\left(\begin{array}{c}1\\3\end{array}\right)$	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals service somewhat	COULD Selved McI	Gosis served very well
How effect	AMWORK ive were the ne nutual backup?	gotiators in work	ing toget	her as a tearn,	in sharing respon	sibility, and
7	6	5	4	$\left(\begin{array}{c}1\\3\end{array}\right)$	2	1
Totally lacking in teamwork	-	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a	a single-person ted	ım, average criteria .	I, II, III, V,	VI, and VII and	enter that result (to	the nearest

Andrew Street St.		Company of the second s	Call 1	A	THREE DESIGNATIONS OF THE PERSON OF THE PERS	sam Lotter
Celationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat	Neutral	Relational ip Manage Somewhat Well	2	Relationship managed extremely well
Criteria V malysis.	Land VII shou	ld be completed	d after bo	th teams have co	ompleted thei	r self-
Students we following of (1) "In reflection do the	questions: ecting on the en same and what	-minute period l	, if you fac ifferently?	· · · · · · · · · · · · · · · · · · ·	ition tomorrov	
		nalysis during the		session, how adec	quately underst	ood the
7	6	5	4	3	2	1
Oid not inderstand or earn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on y standards of did the tear	of the legal prof	, do you believe ession? For exa rving material fa	mple, 1) dacts? etc. 5	iating team obser lid the team misn Select and circle of TEAM VIOLATED	rved or violate epresent mater one:	d the ethical rial facts? 2)
•	ir judgment, the	team should be	disqualifi	DARDS, was the ed from the comp	petition? Circle	
	YES	, DISQUALIFY	4	NO, DO NOT DISQ	UALIFY	
Please exp	lain in detail:	Could served	lamu (4)	Barberten aller (7) bewerten	In our rewriters	termenon altro- lina-
					MWORK	entro Ven

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

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

Indae's No	me: Mail C	ANDID	Cel	Day	te: <u>9/21/13</u> Roo	m#: 017
	er Designation	· ·	(	Client Na	steerent sad sh	chievlau its clier
Team Lett	or Designation	. 15 •		~		
Negotiatio (Please cir		tition level—R	legional or		nd mark the roun	d observed)
	Round #	1	Round #2_	¥_Fin	al:	
1	20.00	4	i de es	2 2 2		VL SKLFAR
	-V should be c ring for the se			end of the 1	regotiation and v	while the teams
This scale tactics reas		ner the team weed to the situa	as familia tion set ou	r with the fact t in the fact p	ts and law and ha attern. How well gy?	
7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutr		newhat Prepar pared	red Highly Prepared
This scale whether th work effect	assesses wheth eir strategy an tively in the co	ner the negotiand tactics seem ontext of the a	ttors seeme led scripted actual nego	ed responsive d or otherwise tiation. Was	to the negotiation of the pre-planned in this team able to the opposing team	n as it unfolded of a way that did no adapt its strateg
7	6	5	4	3	2	-1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutr		newhat Flexib kible	le Highly Flexible
Based on v		ved in the neg			alysis, to what ex eached, serve the	
7	6	5	4	3	2	1
Goals not serve	d Goals not serve	Goals somev	hat Neutr	AI .	als served Goals serve newhat	ed well Goals served very well
How effect	AMWORK tive were the n mutual backup	_	working to	gether as a te	am, in sharing res	sponsibility, and
7	6	5	<b>(4)</b>	3	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking teamwork	in Neutr	Somewhat teamwork	good Very Good Teamwork	Excellent Teamwork
	a single-person ter) as the teamwo		iteria I, II, II	I, V, VI, and VII	and enter that resul	t (to the nearest

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Please explain in detail:

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

(Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.) This scale focuses on wordscholde, attitude and tone, and implied and explicit communications

Judge's Name	: Frank V. Dru	MHMD Cell	#:	Date: 921	Room #:	216
Team Letter I	Designation: _	8-5		Client Name:	cota Usi	en authornor
Negotiation j (Please circle		on level—Regio	onal or Na	tional / and mark	the round obs	erved)
	Round #1 _	Rour	nd #2	Final:	<u>un</u> te di Char	
				-	F-ANAL YSE	VI. SEL
	should be con g for the self-:		ng the en	d of the negotiat	ion and while	the teams
This scale ass tactics reason	ably designed	the team was fa	set out in	th the facts and la the fact pattern. rent strategy?	w and had a st	rategy and
7	6	5	4	3	(2)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
whether their work effectiv	strategy and te	ectics seemed s ext of the actua	cripted or I negotiat	esponsive to the notherwise pre-plation. Was this teamoves by the opp	anned in a way m able to adap	that did not
Very Inflexible	inflexible 113 (	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
III. OUT	at you observed	SSION MAD	tion and th	ne self-analysis, to nent was reached,	what extent of	did the
7	6	5	4	3	(2)	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
IV. TEAN	MWORK					
How effective providing mu	_	otiators in work	ting togeth	ner as a team, in s	haring respons	ibility, and
7	6	5	4	3	(2)	1
Totally lacking Lacin teamwork	•	mewhat lacking in unwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a si	ingle-person team	, average criteria	I, II, III, V,	VI, and VII and ente	r that result (to th	ne nearest

whole number) as the teamwork rating.

Did the wa	focuses on word ay this team man its client's best in	age its relations	and tone	, and implied and he other team con	d explicit com ntribute to or o	munications. letract from
7	25/1 料型	lient Names	1	5-8		Court Letter
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manage Somewhat Well	ed Relationship managed well	Relationship managed extremely well
Criteria y analysis:	/Land VII shou	ld be completed	Lafter bo	th teams have e	ompleted the	ir self-
Students v following (1) "In ref you do the	questions:	-minute period b tire negotiation, would you do di	if you fac	CARGORATOR DESIGNATION OF THE PROPERTY OF THE		
	the team's self-ar n dynamics and le	217 THE PARKET AND ADDRESS OF THE REST		session, how adec ation?	quately unders	tood the
7	6	5	4	3	2	.1
Did not understand or learn at all	Did not understand or learn	Did not understand or carn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards did the tea	of the legal profe	, do you believe ession? For exa rving material fa	mple, 1) dicts? etc. S	iating team obsertid the team misreselect and circle of team team team team team violated	epresent mater one:	rial facts? 2)
				stelly silled	200	
that, in yo	ur judgment, the	team should be	disqualifi	DARDS, was the	petition? Circl	e one:
- [	(I) YES,	DISQUALIFY	1	NO, DO NOT DISQ	UALIFY	
Please exp	olain in detail:	Grais sirved specular	Petiting.	nor served	larvine hot served	Corpe not their Services
					MARKARK	
bas ytifid	sharing respons	101-RS & Learn, in	kasot ani	indiams in work	ve were the ne titud backup?	
	(1)					
inglandi	Very Girlot	Successful good.	NunuN	Semewhat include in	dicemen grains	Tomby factons, i

 $\mathbf{V}_{-}$ 

The Avaluation Criteria borns will be collected by the competition administrator PRIOR to the

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

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# Attachment B EVALUATION CRITERIA FORM—JUDGING SCALES (Each judge should receive four control of the Suglestion Criteria Form—Judging Scales.) bate: 9/1/15 Room #: 128 Judge's Name: A. FLONGS Cell # Client Name: USC Team Letter Designation: \_

Negotiation (Please circl		ition level—Regi	onal or No	utional / and mark	the round obs	erved)
	Round #1	Rou	ind.#2	Final:		
			<i></i>			
Criteria I-V are prepari			ing the cu	id of the negotiat	ion and while	the teams
This scale as tactics reason	sesses wheth		n set out in	ith the facts and lather the fact pattern. rent strategy?		
7	6	5	<b>(4)</b>	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether thei work effective	sesses wheth r strategy and vely in the co	er the negotiator d tactics seemed ontext of the actu	s seemed r scripted or al negotian	PLANS OR ADA responsive to the responsive to the responsive pre-plation. Was this teamoves by the opp	egotiation as i anned in a way m able to adap	t unfolded or that did not
7	6	5	7	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh		ved in the negoti		he self-analysis, t nent was reached,		
7	6	5	£	3	2	1
Goals not served at ali	Goals not serve	d Goals somewhat not served	Neutrai	Goals served somewhat	Goals served well	Goals served very well
How effective	MWORK /e were the noutual backup	-	king toget	her as a team, in s	haring respons	ibility, and
7	6	5	4	(3)	2	1
Totally tacking [	acking teamwork	Somewhat tacking in	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

7	6	3	C4)	<u>د</u>	2	1
Goals not served at all	Goals not serve	d Goals somewhat not served	Neutrai	Goals served somewhat	Goals served well	Goals served very well
How effect	AMWORK jve were the n nutual backup	•	king toget	ther as a team, in	sharing respons	ibility, and
7	6	5	4	(3)	2	1
Totally tacking in teamwork	Lacking teamwork	Somewhat tacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For	a si <b>ngle-</b> person t	eam, average criteri	a I, II, III, V	, VI, and VII and ent	er that result (to ti	ne nearest

whole number) as the teamwork rating.

				TIATING TEA		
				and implied and e other team cont		
	its client's best i					
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 V analysis.	A and VII shou	ld be complete	el after bot	h teams have co	mpleted thei	r self-
Students v following	questions:	-minute period	-	ng directly to the		
	same and what well did your str					
	he tearn's self-ar dynamics and le			ession, how adequation?	uately underst	ood the
7	6	5	4	(3)	2	1
Did not understand or learn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards	of the legal prof	, do you believe ession? For exa	ample, I) di	ating team observed the team misre elect and circle or	present mater	
TEAM OF	SERVED ETHICA	AL STANDARDS	or 1	EAM VIOLATED I	ETHICAL STA	NDARDS
				DARDS, was the d from the compo		
	YES	, DISQUALIFY	Ŋ	IO, DO NOT DISQU	JALIFY	
Please exp	olain in detail:					
						<del></del>

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

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

Judge's Name	: M. Hone	Cell #	:	Date: 42///	Room #:	128
Team Letter D	esignation:	4:18	_ Client	Name: $\frac{51}{}$	you	
Negotiation j	udged: the competition	n level—Region	nal or National	/and mark the	round obser	rved)
	Round #1	Round	1 #2	Final:		
	dioब्रीत be comp g for the self-a		g the end of th	he negotiation	and while th	re fearns
This scale assotactics reasons this team, judg	OTIATION PL esses whether the ably designed to ging from its pe	ne team was far the situation s	et out in the fa	ct pattern. How rategy?	v well-prepar	
7	6 (	5)	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale asso whether their work effective	IBILITY IN E esses whether the strategy and tac ely in the context e, to new inform	ne negotiators s ctics seemed sc kt of the actual	eemed respons ripted or other negotiation. V	sive to the nego wise pre-planne Vas this team a	tiation as it u ed in a way t ble to adapt i	ınfolded or hat did not
7	6	5	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wha	COME OF SES t you observed e session, regar	in the negotiati				
7	6	5	4)	3	2	1
Goals not served at all	Goals not served	Goels somewhat not served	Neutral	Goals served Gos somewhat	als served wen	ioals served ery well
	IWORK were the negot	iators in worki	ng together as	a team, in shari	ng responsib	ility, and
7	6	(5)	4	3	2	1
Totally lacking Lac in teamwork	•	lewhat lacking in	Neutral Some teamy			xcellent eamwork
NOTE: For a si	ngle-person team,	average criteria 1,	II, III, V, VI, and	l VII and enter tha	t result (to the	nearest

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

7	6	5	<b>(4)</b>	3	2	1
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well		Relationship managed extremely well
Criteria V analysis.	T and VII sho	the College of the Co	d after bo	th teams have co	mpleted the	ir self-
VI. SE Students v following (1) "In ref you do the	questions: lecting on the e same and wha	0-minute period	, if you fac lifferently?			
		nalysis during the		ession, how adequation?	ately unders	tood the
7	6	5	(4)	3	2	1
Did not understand or learn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely welf
Based on y standards	of the legal pro	n, do you believe fession? For exa	ample, 1) d	iating team observed the team misrestelect and circle of	present mate	
TEAM OF	SERVED ETHIC	AL STANDARDS	Or .	TEAM VIOLATED I	ETHICAL STA	NDARDS
-				DARDS, was the		
	YE	s, disqualify	i	NO, DO NOT DISQU	JALIFY	
	olain in detail:					
Please exp						
Please exp						
Please exp						

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

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

V.

The Landontion Criteria Forms will be collected by the competition administrator PRIOR to the fulless providing lecthack to the last two leans.

#### EVALUATION CRITERIA FORM—JUDGING (Each judge should receive four copies of the Evaluation Criteria Form-Judge's Name: 1 Room # Team Letter Designation: 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. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? Very Neutral Somewhat Highly Unprepared Prepared Unprepared Unprepared Prepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 1 Very Inflexible Somewhat Highly Neutral Somewhat Flexible Inflexible Flexible Flexible **OUTCOME OF SESSION** Based on what you observed in the negotiation and the self-analysis, to what extent did the

#### Ш.

outcome of the session, regardless of whether agreement was reached, serve the client's goals?

7 2 3 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well not served somewhat at all

#### IV. TEAMWORK

7

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

7 5 2 1 Totally lacking Lacking teamwork Excellent Somewhat good Somewhat lacking in Very Good in teamwork teamwork **Teamwork** Teamwork

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

	its client's best	micresis:		(in the state of t		
7	<b>6</b>	Sent Name 5	4	3-21-A	mai2muiseC	earn Letter
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V malysis.	T and VII sho	uld be completed	Lafter bo	th teams have co	mpleted thei	r self) .1
Students we following (1) "In reflection to the	questions: lecting on the e same and what	0-minute period b	if you fac ifferently?		ion tomorrov	
		nalysis during the		ession, how adequation?	nately underst	ood the
7	6	5	4	3	$\binom{2}{2}$	1
Did not understand or earn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood an learned extremely well
Based on y standards of did the tea	of the legal prominvent self-se	n, do you believe fession? For exa	mple, 1) d acts? etc. S	iating team observed id the team misreplect and circle of TEAM VIOLATED I	present mater ne:	rial facts? 2)
363999	led TEAM VIC			DARDS, was the	ethical violat	tion so seve
	serve the chem	e team should be S, DISQUALIFY	1198724 16	ed from the composition, DO NOT DISQU	lie seislon, ri	
that, in you	serve the chem	ent was reached,	nebras ta	NO, DO NOT DISQU	JALIFY	to second of the
that, in you	YES	S, DISQUALIFY	ief agreers 4 Nounal	NO, DO NOT DISQU	The sension, to  YALLAU  Cosis subserve  LATWORK	daged :one e

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

The Lyaluation Cuteria Forms will be collected by the competition administrator PRIOR to the judges providing Bedback to the fast two teams.

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

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

Judge's Na	me: Feic	GANCI CE	11 #:	Date: <u>9/</u>	21 Room #:	
Team Lette	r Designation:	B-6		Client Name:	USC	sit Busseiler
Negotiation (Please circ		ition level—Reg	tional or Ne	fional / and mar)	k the round obs	served)
	Round #1	Ro	und #2 <u></u>	Final:	ned District	
				Maria agrand	P-ANALYSIS	VI. SEL
	V should be coing for the sel		ving the en	d of the negotia	tion and while	the teams
This scale a tactics reas	onably designe	er the team was	familiar wi	th the facts and lather fact pattern. rent strategy?	aw and had a s	trategy and
7	<b>6</b>	5	4	3	2	1
Very Unp <del>repared</del>	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effect	issesses whether ir strategy and ively in the co	er the negotiato I tactics seemed ntext of the act	rs seemed re scripted or ual negotiat	LANS OR ADA esponsive to the rotherwise pre-plion. Was this teamoves by the opp	negotiation as i anned in a way um able to adap	t unfolded or that did not
/ ovennaven	O DESTRUCTION	(E)	4	3		1
very Inflexible	inilexible	Somewhat Inflexible	Neutral	Flexible	Flexible	Highly Flexible
Based on w		ed in the negot		he self-analysis, t nent was reached,		
7	6	(E)	$\mathscr{G}$	3	2	1
Goals not served at all	Goeds not served	not served	Neurtral	Goals served somewhat	Goals served well	Goals served very well
How effect	AMWORK ive were the ne		rking togeth	ner as a team, in s	haring respons	ibility, and
7	6	5	æ	3	2	1
Totally tacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a	single-person te	am, average criter	ia I, II, III, V.	VI, and VII and ente	er that result (to th	ne nearest

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

		lient Namez	4 -	3979	inergrapheou	carr Letter
	Relationship Managed Poorly	Relationship Munaged Somewhat Poortý	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely wel
Uriteria VI malysis.	and VII shou	dd be completed	Lafter bo	th feams have co	mpleted thei	r self-
Students wi following q (1) "In refle	uestions: cting on the en	-minute period b	if you fac	ng directly to the		
		would you do di rategy work in re			OTLATION seases wheth	. NEED
		nalysis during the		ession, how adequation?	uately underst	ood the
7	6	5	4	<b>3</b>	2	1 7
	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood an learned extremely wel
THE BIES		FIHICS	ae batelria	a figures a solitor i		d the ethica
Based on your standards of did the team	f the legal prof	n, do you believe ession? For exa	mple, 1) d acts? etc. S	id the team misre elect and circle of FEAM VIOLATED I	present mater ne:	ial facts? 2)
Based on your standards of did the team  TEAM OBS  TEAM OBS  TEAM OBS  TEAM OBS	our observation of the legal profession invent self-se served ETHICA and TEAM VIO	n, do you believe ession? For example, for e	mple, 1) d tets? etc. S or AL STAN disqualifie	id the team misre, elect and circle of FEAM VIOLATED IN TEAM VIOLATED IN TEAM TO THE COMPART OF	present mater ne: ETHICAL STAN ethical violate etition? Circle	nd facts? 2)  NDARDS  tion so sevent one:
Based on your standards of did the team  TEAM OBS  TEAM OBS  TEAM OBS  TEAM OBS	our observation f the legal prof invent self-se SERVED ETHICA ed TEAM VIO	n, do you believe ession? For example, for e	mple, 1) d tets? etc. S or AL STAN disqualifie	id the team misre, elect and circle of TEAM VIOLATED IN TEAM DARDS, was the	present mater ne: ETHICAL STAI ethical violate etition? Circle	nd facts? 2)  NDARDS  tion so sevent one:
Based on your standards of did the team TEAM OBS	our observation f the legal prof invent self-se SERVED ETHICA ed TEAM VIO	t, do you believe ession? For example, for example, for example, and standards LATED ETHIC. team should be	mple, 1) d tets? etc. S or AL STAN disqualifie	id the team misre, elect and circle of FEAM VIOLATED IN TEAM VIOLATED VIOLATED IN TEAM VIOLATED VIOLATED VIOLATED VIOLATED VI	present mater ne: ETHICAL STAI ethical violate etition? Circle	nd facts? 2)  NDARDS  tion so sevent one:
Based on your standards of did the team TEAM OBS	our observation of the legal profession invent self-se served ETHICA and VIO r judgment, the YES ain in detail:	n, do you believe ression? For exa- rving material fa AL STANDARDS LATED ETHIC. team should be , DISQUALIFY	mple, 1) d acts? etc. S or AL STAN disqualifie	id the team misre, elect and circle of TEAM VIOLATED IN T	present mater ne: ETHICAL STATE ethical violate ethical violat	NDARDS tion so severe one:

The Possibation Criteria Forms will be collected by the competition administrator PRIOR to the udge's providing receiback to the last two teams.

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

Judge's Nam	ie: <u>Konza</u>	<u>Ce</u>	1#		Date: <u>09/</u>	2 Roo	m#: 229
Team Letter	Designation:	36		Client	Name: _0	ISC	
Negotiation (Please circl		ion level—Regi	ional or	National	/ and mar	k the roun	d observed)
	Round #1	Roı	ınd #2	Χ	Final:		
	should be cong for the self		ing the	end of th	ic negotia	tion and v	thile the teams
This scale as: tactics reason	nably designed		n set out	in the fa	ct pattern.		d a strategy and -prepared was
7	6	5	4		3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral		Somewhat Prepared	Prepare	ed Highly Prepared
This scale ass whether their work effectiv to for example	sesses whether strategy and to rely in the con- le, to new info	actics seemed text of the acture rmation or to u	s seemed scripted al negoti nforesee	l respons or otherviation. W	ive to the r vise pre-pl Vas this tea by the opp	negotiation anned in a am able to	as it unfolded o way that did no adapt its strategy n?
7	6	5	4		3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral		Somewhat Flexible	Flexible	Highly Flexible
Based on wha		ESSION d in the negotia ardless of whet					
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
	_	otiators in worl	king toge	ether as a	team, in s	sharing res	ponsibility, and
7	6	5	4		3	2 '	1
Totally lacking Lac in teamwork	_	omewhat lacking in amwork	Neutral	Somev teamw	vhat good ork	Very Good Teamwork	Excellent Teamwork
NOTE: For a si	ingle-person team	n. average criteria	I.II.III.	V. VI. and	VII and ente	er that result	(to the nearest

whole number) as the teamwork rating.

Did the wa		anage its relations		the other team con		
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 V analysis.	/Land VII sho	ould be completed	Lafter be	oth teams have co	mpleted thei	r self-
Students we following (1) "In refl you do the (2) "How we	questions: lecting on the o same and wha well did your s	0-minute period bentire negotiation, at would you do ditrategy work in re	if you fac fferently lation to t	the outcome?"	tion tomorrow	, what would
		analysis during the learned from toda		session, how adequation?	uately underst	ood the
7	6	5	4	3	(2)	1
Did not understand or learn at all	Did not understand ( learn	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on y standards of did the team OB  If you circle	of the legal prominvent self-served ethical	on, do you believe ofession? For example of example of example of the control of	mple, 1) cocts? etc. Soctan	iating team observable the team misreselect and circle of TEAM VIOLATED INTERIOR TEAM VIOLATED INTERIOR TEAM WAS the	present mater ne: ETHICAL STAI ethical violat	ial facts? 2)  NDARDS  ion so severe
that, in you			-	ed from the compe		e one:
	YE	S, DISQUALIFY		NO, DO NOT DISQU	JALIFY	
Please exp	lain in detail:					

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

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

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

i. NEGOTIATION PLANNING	ams
(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 teare preparing for the self-analysis.  I. NEGOTIATION PLANNING	ams
Criteria I-V should be completed following the end of the negotiation and while the teare preparing for the self-analysis.  I. NEGOTIATION PLANNING	
i. NEGOTIATION PLANNING	
This scale assesses whether the team was familiar with the facts and law and had a strategy tactics reasonably designed to the situation set out in the fact pattern. How well-prepared v	
this team, judging from its performance and its apparent strategy?	
7 6 5 4 3 (2)	='
ACIA OUTIONATOR DOINGAINE	lighly repared
This scale assesses whether the negotiators seemed responsive to the negotiation as it unfol whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that convex effectively in the context of the actual negotiation. Was this team able to adapt its state of the example, to new information or to unforeseen moves by the opposing team?	lded or lid not
7 6 5 4 3 (2)	L
ASA HITEKTOIC POLICAIDE LIGHT CONTRACT	fighly Texible
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 got 7  6  5  4  3  2	als?
Goals not served Goals not served Goals somewhat Neutral Goals served Goals served well Goals s	rved
at all not served somewhat very we	រា
IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility providing mutual backup?	, and
7 6 5 4 3 (2)	Ĺ
Totally lacking Lacking teamwork Somewhat lacking in Neutral Somewhat good Very Good Excelled in teamwork teamwork Teamwork Teamwork Teamwork Teamwork	

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

				TIATING TEA		
This scale	focuses on word	I choice, attitude	and tone,	and implied and	explicit com	munications.
Did the wa	ly this team mar	lage its relations	hip with th	e other team con	tribute to or d	letract from
acmeving	its client's best i	nterests?				
7	6	5	4	3	(2)	1
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Nentral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V analysis.	Land VII shou	ld be completed	fafter bot	h teams have co	mpleted thei	r self-
Students w following of (1) "In refl you do the	questions: ecting on the en same and what	-minute period b	if you face fferently?'			
		alysis during the		ession, how adequation?	nately underst	ood the
7	6	5	4	3	(2)	1
Did not understand or learn at all	Did not understand or I learn I	Did not understand or earn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on y standards o	f the legal profe	do you believe session? For exam	nple, 1) di	ating team observed the team misrepelect and circle on	resent mater	d the ethical ial facts? 2)
TEAM OB	SERVED ETHICA	LSTANDARDS	or T	EAM VIOLATED E	THICAL STAI	NDARDS
				DARDS, was the of from the compe		
	YES,	DISQUALIFY	N	O, DO NOT DISQU	ALIFY	
Please expl	ain in detail:					

V.

The Lyaluation Criteria Forms will be colleged by the competition administrator **PRIOR** tealer with the less two teams.

## **EVALUATION CRITERIA FORM\_JUDGING SCALES**

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

Judge's Na	me:Parker	- Snith Cell	s amos den L	Date: 9	48/13 Room	#: <u>318</u>
Team Lette	er Designation	: B-2		Client Name: _	USC	schievang its e
Negotiatio (Please cir	940000000000000000000000000000000000000	tition level—Regi	onal or Na	tional / and mo	ark the round o	Managhti Very May
	Round #	1 (Rou	nd #2	<b>Final</b> :	(Project)   4 (1)	
	V should be c ring for the se	completed follow off-analysis.	ing the en	d of the negot	iation and whi	Marie San San San Anna San An
This scale tactics reas	assesses wheth onably design	N PLANNING her the team was f led to the situation ts performance an	amiliar wi	th the facts and the fact pattern		strategy and
7	6	5	4	(3)	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale whether th work effect	assesses whetheir strategy an tively in the co	IN DEVIATING ner the negotiators d tactics seemed sontext of the actual formation or to un	s seemed re scripted or al negotiati	esponsive to the otherwise pre- on. Was this t	e negotiation as planned in a w earn able to add	it unfolded o ay that did no
7	6	5	4	(3)	2	1
Very Manager M	Inflexible	Somewhat Inflexible	Neutral •	Somewhat Flexible	LADIN Flexible	Highly Flexible
Based on v	vhat you obser	SESSION ved in the negotial egardless of whether	ation and th	e self-analysis		t did the
7	6	5	4	(3)	2	1
Goals not server at all	i Goals not serve	ed Goals somewhat not served	Neutral	Goals serve somewhat	od Goals served we	II Goals served very well
How effect	AMWORK ive were the nutual backup	egotiators in work?	king togeth	er as a team, in	n sharing respon	nsibility, and
7	6	5	4	3	( 2	/ 1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Tearawork	Excellent Teamwork
	a single-person t er) as the teamwo	eam, average criteria ork rating.	z I, II, III, V,	VI, and VII and e	nter that result (to	the nearest

6 Relationship Managed Poorly	Relationship	<sup>3</sup> 4 -	3	Designation !	Lauri Patrice
	PERSONAL PROPERTY OF THE PERSON NAMED IN COLUMN TO SERVICE AND ADDRESS OF THE PERSON			1	
	Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
and VH shoul	d be completed	Eafter bot	th teams have co	mpleted their	r self-
estions: cting on the ent ame and what v	ire negotiation, would you do di	if you face	ed a similar situat	ion tomorrow	
				ately understo	ood the
6	5	4	3	2	
		Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
ur observation, the legal profe invent self-ser	do you believe ssion? For exa ving material fa	the negoti mple, 1) d acts? etc. S	iating team observid the team misreplect and circle or	ved or violated present mater ne:	d the ethical ial facts? 2)
d TEAM VIOI	ATED ETHICA	AL STAN disqualifie	DARDS, was the ed from the compe	ethical violat etition? Circle	ion so severe
in in detail:	to/managait/ hald/artic.	Nestiral	Updrsamovaat not tayval		
Super against the second view of		a Pakala ana any ana		MACHINA	
	Il begin this 10- lestions: cting on the ent ame and what we ell did your stra e team's self-and lynamics and lea  6 Did not understand or De earn  FOTIATING F ur observation, the legal profe invent self-ser ERVED ETHICA  d TEAM VIOL judgment, the self- yes, ain in detail:	Il begin this 10-minute period by the stions:  cting on the entire negotiation, ame and what would you do died did your strategy work in rest team's self-analysis during the hynamics and learned from toda 6 5  coid not understand or Did not understand or team much  COTIATING ETHICS  ur observation, do you believe the legal profession? For examination in the legal profession? For examination in the team should be yes, DISQUALIFY ain in detail:	Il begin this 10-minute period by answerinestions: cting on the entire negotiation, if you face ame and what would you do differently? ell did your strategy work in relation to the team's self-analysis during the review se	Il begin this 10-minute period by answering directly to the pestions: cting on the entire negotiation, if you faced a similar situate ame and what would you do differently?" cell did your strategy work in relation to the outcome?" ce team's self-analysis during the review session, how adequally and the series and learned from today's negotiation?  6 5 4 3  Did not understand or Did not understand or learn much  COTIATING ETHICS our observation, do you believe the negotiating team observed the legal profession? For example, 1) did the team misred invent self-serving material facts? etc. Select and circle of the legal profession? TEAM VIOLATED IT	Il begin this 10-minute period by answering directly to the judges, responsestions:  cting on the entire negotiation, if you faced a similar situation tomorrow ame and what would you do differently?"  ell did your strategy work in relation to the outcome?"  et etam's self-analysis during the review session, how adequately understately and the series and learned from today's negotiation?  6 5 4 3 2  Oid not understand or Did not understand or learn much  COTIATING ETHICS  sur observation, do you believe the negotiating team observed or violated the legal profession? For example, 1) did the team misrepresent mater invent self-serving material facts? etc. Select and circle one:  ERVED ETHICAL STANDARDS or TEAM VIOLATED ETHICAL STANDARDS, was the ethical violated the disqualified from the competition? Circle and the disqualified from the competition?

TVALUATION CRITERIA FORMATIDICING SCALES

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

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

Judge's Nam	e: DAVID	Tiffeny Cel	1#:	Date: 9-2	Room	#: 318
Team Letter	6	B-2	_ 4	Client Name:	USC	chieving its o
Negotiation (Please circl		lition level—Regi	onal or No	ational / and mari	t the round o	Managara Mary
	Round #	Rou	nd #2	<b>B</b> Final:		
				Spilling on Addition	ANALYSIS	
are prepari		•	mg the er	id of the negotia		le the teams
This scale as tactics reason	sesses wheth nably design		set out in	ith the facts and la the fact pattern. rent strategy?	aw and had a	strategy and
7	6	6	4	(3)	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared Service Report Prepared	Highly P <del>rep</del> ared
whether their work effective	r strategy an vely in the co	d tactics seemed sontext of the actual	scripted or al negotia	responsive to the responsive pre-plant of the responsive pre-plant of the responsive pre-present the responsive pre-present of the responsive pre-plant of	anned in a w m able to ada	ay that did no
7	6	5			(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh		ved in the negotia		he self-analysis, t nent was reached		
7	6	5	4	3	(2)	1
Goals not served at all	Goals not serve	Goals somewhat not served	Neutral	Goals served somewhat	coals served we	ll Goals served very well
· ·		•	king toget	her as a team, in s	haring respon	nsibility, and
7	6	5	4	(3)	2	1
Totally lacking Lain teamwork	acking teamwork	Somewhat tacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent T <b>eam</b> work
NOTE: For a s			а I, П, III, V,	VI, and VII and ente	er that result (to	the nearest

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

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Please explain in detail:

}		ON CRITE	•	Criteria Form—Judg	G SCALES ging Scales.)	V. REL
Judge's Name	Rebeca	ela_Cell	4	Date: 124	(3 Room #:_	38
Team Letter I	Designation:	D-0	_ Clie	nt Name:	SU	
Negotiation j (Please circle		n level—Region	nal or <u>Natio</u> n	al / and mark	the round obs	Managed Very
1	Round #1	Roun	d #2_B	Final:	uari e ka di mini.	
				8	E-ANALYSE	VL SEL
	should be com g for the self-:	pleted followii malysis.	ng the end of	the negotiati	on and while	the teams
This scale ass tactics reason	ably designed t	ANNING the team was fa to the situation the	miliar with the	e facts and la fact pattern. I		rategy and
7	6	5	4	3 3	2	V
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
whether their work effective	esses whether to strategy and ta ely in the conte	DEVIATING I the negotiators ctics seemed so ext of the actual mation or to un	seemed respo cripted or other l negotiation.	nsive to the no erwise pre-pla Was this tear	egotiation as it nned in a way n able to adap	t unfolded or that did not
7	6	5	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wha		SSION in the negotiat rdless of wheth				
7	6	5	4	3	( 2	1
Goals not served at ail	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
		tiators in work	ing together a	s a team, in sh	naring respons	ibility, and
7	6	5	4	3	$\sqrt{2}$	
Totally lacking Lackin teamwork	•	mewhat lacking in mwork	116414	mewhat good mwork	Very Good Reamwork	Excellent Teamwork
MOTE. For		TO STATE OF THE PARTY OF	7 77 777 17 17 177 -		all and amounts do al	LEASE

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

YES, DISQUALIFY N

NO, DO NOT DISQUALIFY

Please explain in detail:

2510WWATE

admost again again and area again again

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

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

		TION CRITE				S SJEFF A
Judge's Nam	DI	a Valenzui	ela ( #:	9/21 Date:	/13 Room #	: 318
Team Letter	Designation	A-15	17	Client Name:	Simon	chieving its c
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(2) "How Based on	well did your st the team's self-s	rategy work in re	elation to to e review s	he outcome?" ession, how adec	esses whether	This soule ass
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PLEASE be sure to complete ALL categories before turning in this form.

Please explain in detail:

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Attachment B						
		ION CRITE should receive four cop				V. REL
Judge's Nam	e: Brondun Lag	md implied and	Long brest	Date: 9/U	3 Room #:	725
Team Letter	Designation:	B-3	Cli	ent Name: _U	SC	achieving na
Negotiation (Please circl		on level—Regio	onal or Natio	nal / and mark	the round obs	served)
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NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

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Neutral

3

Somewhat good

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Very Good Teamwork

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Excellent

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Totally lacking Lacking teamwork Somewhat lacking in teamwork

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TVALUATION OUTTRIA FORM JUNCTED SCALES

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Judge's Nam	1100	Acamary Cen	#: 20 val si	Date: 9	Room #	225
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whole number) as the teamwork rating.

<u>PLEASE</u> be sure to complete <u>ALL</u> categories before turning in this form.

Very Good

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## 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? Client Names TRITTE LEGIST 7 -Relationship Relationship Relationship Relationship Neutral Relationship Managed Relationship Managed Very Managed Poorly Managed managed Somewhat Well managed well Poorly extremely well Somewhat **Poorty** Criteria VI and VII should be completed after both feams have completed their selfanalysis.

# VI. SELF-ANALYSIS

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

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

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

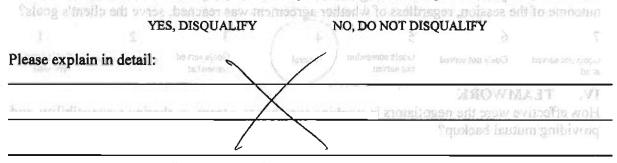


# VII. NEGOTIATING ETHICS

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 OF TEAM VIOLATED ETHICAL STANDARDS

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



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

The Evaluation of refering Lorens will be collected by the competition administrator PRIOR to the

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

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10.000	er Designation	AIS	- 4	Client Name:	SIMON	chieving its
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PLEASE be sure to complete ALL categories before turning in this form.

machment B				RM_JUDGI uation Criteria Form—Ju		v. ner
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7	6	5	4	3	$\binom{2}{2}$	1
Did not understand or earn at all	Did not understand of learn	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
	of the legal pro	FETHICS on, do you believe ofession? For exa derving material fa	the negoti mple, 1) d	id the team misre	ved or violate present mater	d the ethical
	im invent self-s	1/5 1				
did the tea	Δ	CAL STANDARDS	or 1	TEAM VIOLATED	ETHICAL STA	NDARDS
TEAM OF STATE OF STAT	served ethic eled TEAM VIO ur judgment, th	DLATED ETHIC te team should be	AL STAN disqualifie	DARDS, was the	ethical violatestition? Circle	tion so sever
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RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

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

				RM-JUDGI		V. REL
Judge's Nar	ne: G. Walte	273 Cell	#	te: 91	1113 Room#:	198
Team Letter	r Designation: _	13-1	- +	Client Name: _	USC	sar Armaansa
Negotiation (Please circ		ion level—Regio	onal or No	ational / and ma	rk the round obs	served)
11.3	Round #1 _	Rou	nd #2	Final:	in the state of th	
					CANALYSIS	138 .IV
	y should be coi ing for the self		ing the er	id of the negoti	ntion and while	the teams
This scale a tactics reason		the team was f to the situation	set out in	ith the facts and the fact pattern rent strategy?		
7	6	5	4	(3)	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effects	ir strategy and tively in the con	the negotiators actics seemed stext of the actual	seemed recripted or all negotiar	PLANS OR AD. responsive to the r otherwise pre-p tion. Was this te moves by the op	negotiation as i planned in a way am able to adap	t unfolded o
7	6	5	4	(3)	2	
Very Market Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	A Flexible	Highly Flexible
	-	d in the negotia		he self-analysis, nent was reached		
7	6	5	( 4 )	3	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Noutral	Goals served somewhat	Goals served well	Goals served very well
How effecti	AMWORK ve were the neg nutual backup?	otiators in work	cing toget	her as a team, in	sharing respons	ibility, and
7	6	5	4	3	$\left(\begin{array}{c}2\end{array}\right)$	1
Totally lacking in teamwork	_	omewhat lacking in samwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
MOTE FOR	cinale-nercen teen	m muzana criterio	IIIIIV	VI and VII and an	tor that recult for th	a magract

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Ti safe bushing Lackung companies Somewhat backering to

Please explain in detail:

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

The Landmanion Criteria Louins will be collected by the competition administrator PRIOR to the

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

Judge's Na	me: Branden Le	copoldus c	ell#	Date: 9	<b>B</b> 113 Room #:	225
Team Lette	r Designation	: <u>A-16</u>		Client Name: _	S'wan	ochieving lts 7
Negotiatio		tition level—Re	S	utional / and ma	rk the round obs	y Assignd Assis
	Round #1	R	ound #2	YFinal:	randa di Asha	
14 102 10	er i la sito Ari	and wash			F-ANALYSIS	CONTRACT TO STATE OF
	V should be c ing för the se		ming the er	id of the negoti	ation and while	the teams
This scale a tactics reas	assesses wheth onably design		on set out in	ith the facts and the fact pattern	law and had a s	trategy and
7	6	5	4		2	(1)
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effect	assesses wheth eir strategy and tively in the co	ner the negotiated tactics seeme context of the ac	ors seemed r d scripted or tual negotian	esponsive to the otherwise pre-	e negotiation as in planned in a way earn able to adap pposing team?	t unfolded o
7	6	5	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on w	the session, re	ved in the nego	ether agreer	nent was reache	to what extent on the client of the client o	
7	6	JOSIGITON CIT.	4	YRLIAUOZIO	(2)	1
Goals not served at all	Goals not serve	d Goals somewhat not served	at Neutral	Goals serve somewhat	d Goals served well	Goals served very well
How effect	AMWORK ive were the nutual backup	•	orking toget	her as a team, ir	n sharing respons	ibility, and
7	6	5	4	(3)	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking it teamwork		Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person u r) as the teamwo	_	eria I, II, III, V,	VI, and VII and e	nter that result (to th	ne nearest

	6		4 -	3/4-14	2)	restted Imag
Relationship Managed Very Poorty	Relationship Managed Poorty	Relationship Managod Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Crițeria V malysis.	T and VII show	dd be completer	Lafter bo	th feams have co	mpleted thei	r self-
Students vollowing 1) "In ref	questions: lecting on the en same and what	etire negotiation, would you do di	if you fac ifferently?			
2) "How	well did your str	rategy work in re	lation to t	he outcome?"	sesses wheth	es algos ein
		nalysis during the		ession, how adequation?	uately underst	ood the
7	6	5	4	3	2	(1)
id not nderstand or sam at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood as learned extremely well
Based on standards	of the legal prof m invent self-se	n, do you believe lession? For exam	mple, 1) d cts? etc. S	iating team observed the team misregular select and circle of the TEAM VIOLATED I	present mater ne:	rial facts?/2
	ISERVED ETHIC:					
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TEAM OF	led TEAM VIO ur judgment, the	LATED ETHIC.	disqualifi	ed from the compo	etition? Circle	1. September
TEAM OF	led TEAM VIO ur judgment, the	LATED ETHIC.	disqualifi		etition? Circle	1. destaction
TEAM OF	led TEAM VIO ur judgment, the	LATED ETHIC.	disqualifi	ed from the compo	etition? Circle	1. destaction
TEAM OF that, in you	eled TEAM VIO ur judgment, the YES	LATED ETHIC. team should be	disqualific	ed from the compo	etition? Circle	one: head in our or
f you circ hat, in you	eled TEAM VIO ur judgment, the	LATED ETHIC. team should be	disqualific	ed from the compo	etition? Circle	e one: head of the original of the control of the c
TEAM OF	eled TEAM VIO ur judgment, the YES	LATED ETHIC. team should be	disqualific	ed from the compo	etition? Circle	e one: heard for whoster have tension tal

The Local material forms will be collected by the competition administrator PRIOR in the judges providing technick to the last two jeans.

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 relative in the other team contribute to or detract from

V.

ttachment B		TIONCRITE				ES
amications.	(Each ju	dge should receive four cop	oies of the Eva	dustion Criteria Form	Judging Scales.)	V. KELA
Judge's Nan	ne: Sono	Colo Cel		Date: <u> </u>	2 Room	#: 225
Team Letter	Designation	: A-16		Client Name: _	Huste	achieving its o
Negotiation (Please circ		tition level—Regio	onal or No	ational / and ma	rk the round o	bserved)
	Round #	1 (Rou	nd #2	Final:	10 - 10 / 10 / 10 / 10 / 10 / 10 / 10 /	a 17 il. iolegija Podlesija
Criteria I-V arè prepari		rompleted follow If-analysis.	ing the er	ad of the negoti	ation and wh	
This scale as tactics reaso	ssesses wheth nably design	PLANNING ner the team was f ed to the situation ts performance an	set out in	ith the facts and the fact pattern		
7	6	5	4	3	asi bria somban	negotiation dy
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether thei work effecti	ssesses whetler strategy an vely in the co	IN DEVIATING ner the negotiators d tactics seemed sontext of the actual formation or to un	seemed a cripted or al negotia	responsive to the r otherwise pre-p tion. Was this to	negotiation as planned in a w carn able to ad	s it unfolded or ay that did not
7	6	2 212.15 5101 12912	4	3 Indeant Serv	(2	1-1-
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh		ved in the negotia egardless of wheth		he self-analysis,		t did the
7	6	S NO. DO NOT LINGE	4	3	2	1
Goals not served at all	Goals not serve	Goals somewhat not served	Neutral	Goals served somewhat	Goals served we	II Goals served very well
How effective	MWORK /e were the n utual backup	egotiators in work	ting toget	her as a team, in	sharing respon	nsibility, and
7	6	5	4	3	2	1
Totally tacking L	acking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

Least Letter

### V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

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

7 Relationship Relationship Managed Very Managed Poorly

Relationship Managed Somewhat Poorty

A Chest Names

Relationship Managed Relationship Somewhat Well

Relationship managed managed well extremely well

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

### VI. SELF-ANALYSIS

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

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

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

Did not

3

2

Understood and learned extremely well

understand or learn learn at all

Did not understand or Did not understand or learn much

Neutral

Understood And Learned Somewhat

Understood and learned well

# **NEGOTIATING ETHICS**

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

TEAM OBSERVED ETHICAL STANDARDS

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: house ton Very Good

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

The Avaluation Criseria Forms will be coffected by the competition administrator PRIOR to the Ticles providing decibact to the hist two regions

				DRM—JUDGI Justion Criteria Form—Ju		ES
Judge's Nan	explicit joms	5. Batch Cel	a,	Date:	2( Room	#: 2(6
Team Letter	Designation:	0-11		Client Name:	USC	n su Servanas
Negotiation (Please circle		tion level—Regi	onal or No	ational / and mar	k the round o	bserved)
	Round #1	Rou	md #2	Final:		e i d'inicolta de de ag
	should be easig for the sel		ing the er	rd of the negotia	merche an dis	ile the teams
This scale as tactics reason	nably designe	r the team was i	set out in	ith the facts and lather the fact pattern. rent strategy?	aw and had a	strategy and
7	6	5	4	3	2	$\left( \left( 1\right) \right)$
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether their work effective	sesses whether strategy and vely in the cor	r the negotiators tactics seemed s text of the actua	s seemed r scripted or al negotiat	PLANS OR ADA esponsive to the re- otherwise pre-pl tion. Was this tea moves by the opp	negotiation a anned in a w um able to ad	s it unfolded or ay that did not
7	6	5	4	3	(2)	THE MENT OF
Very Inflexible	inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh	COME OF S at you observe he session, res	ed in the negotia	ition and t her agreen	he self-analysis, t nent was reached,	serve the cli	t did the ent's goals?
7	6	10), DD 201 BIES 5	4	3	2	1 /
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served we	Goals served very well
How effectiv	MWORK e were the neq itual backup?	gotiators in work	cing togetl	her as a team, in s	haring respo	nsibility, and
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) alationahin	6	- E	4	3	2	Paletianskin
elationship (anaged Very oorly	Relationship Managed Poorty	Relationship Managed Somewhat	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely was
Triteria V malysis.	T and VII she	puld be complete	d after bo	offi teams have co	impleted thei	r-self-
tudents vollowing  1) "In refound the	questions: lecting on the e same and wha	0-minute period entire negotiation at would you do	, if you fac lifferently?	CAN BE SEED THE LAST DAYS . STORY	tion tomorrov	
ration provides	ogas, si ariist quare v soverein, Moner caril	trategy work in r	HYDE BRYDS HYDE BRYDS	session, how adeq	sounded hadde	ood the
		learned from tod			amery underst	ne (ener ju
	Tan Sin Sin	5	4	3	2	1
	6	3	1.00	3		
id not nderstand or arn at all	learn A.H. T. A. D. M. T.	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood ar learned extremely wel
id not inderstand or arm at all NI Based on tandards id the tea	EGOTIATING your observation of the legal produm invent self-se	FETHICS on, do you believe ofession? For exa	e the negot ample, 1) of facts? etc. S		reamed well  ved or violate  present mater  ne:	d the ethicarial facts? 2)
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TI. NI assed on tandards id the teat TEAM Of you circulat, in you	EGOTIATING your observation of the legal pro- im invent self-self-self-self-self-self-self-self-	ETHICS on, do you believe ofession? For exa serving material f CAL STANDARDS OLATED ETHIC ne team should be	e the negot ample, 1) of facts? etc. S or CAL STAN e disqualifi	Learned Somewhat  tiating team observation the team misre Select and circle of TEAM VIOLATED INTERMITED TO THE COMPANY OF THE	ved or violate present materine: ETHICAL STAte thical violate ethical violate	d the ethica rial facts? 2 NDARDS tion so seve

EVALUATION CRITICIA SORM-JUMING SCALES.

The Lyalumion Critistia Forms will be collected by the competition administrator PRIOR to the

	EVALUA (Each ju	dge should receive four or			G SCALES lging Scales.)	. REL
Judge's N	RI	one pellum bi	11 #:	Date: 9/2	Room#:	316
Team Lett	er Designation	:_#17_	- 10	Client Name:	SGN	su Survous
AU - 1000 BA - 1000	on judged: cle the compe	tition level—Reg	ional or Na	tional / and mark	the round ob	served)
	Round #	l Roi	ınd #2	Final:		
				Constitution of the Constitution of	SIEVIANA-9	
	-V should be c ring for the sc	completed follov If-analysis.	ing the en	d of the negotiat	iou and while :	the teams
This scale tactics reas	assesses wheth sonably design	PLANNING her the team was ed to the situation ts performance as	n set out in	th the facts and lather fact pattern.		trategy and
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Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Propared	Prepared w. brangistony log bit	Highly Prepare
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7	6	TO SIONO DEE TO H	(4)	at lacked and deriver	2	ing the factor
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Based on v		SESSION  ved in the negotion egardless of when				
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Goals not served at all	d Goals not serve	d Goels somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effect	AMWORK tive were the n mutual backup	egotiators in wor	king togeth	er as a team, in s	haring respons	sibility, and
7	6	5	4	3	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For	a single-person to	eam, average criteri	a I. II. III. V.	VI. and VII and enter	r that result (to th	ne nearest

7		interests?		6.41		
	(6 )A	ient Napre 2 Al	0.4 -	31 11	imizegiesC	ann Letter
Relationship Managed Very Poorly	Relationship Managed Poorty	Relationship Managed Somewhat Poorty	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Rélationship managed extremely we
Criteria V malysis.	A and VII sho	uld be complete	d after bo	th teams have co	ntpleted thei	r self-
Students versions of the students of the stude	questions: lecting on the e same and wha	0-minute period	, if you fac lifferently?	2.040 (E.H.) (E.H.) (E.H.) (E.H.) (E.H.) (E.H.)		
and date	u me, a sumpusam i menuma Henis Juni	The second second second second	erica constitu	and well structured to	sesses wholiv subly designe	his scale as scrice reason
		analysis during the learned from toda		ession, how adequation?	iately underst	ood the
7	6	(5)	4	3	2	1
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VII. NI		The second secon				
Based on standards lid the tea	of the legal pro m invent self-s	fession? For exa	imple, 1) d	iating team observed the team misres of the team misres of the team of the team of the team violated in the team violated in the team violated in the team of the	present mater ne:	ial facts? 2
Based on standards did the team OF	your observation of the legal prominent self-self-self-self-self-self-self-self-	fession? For executing material for cal standards	or  CAL STAN	lid the team misre Select and circle of TEAM VIOLATED I	present mater ne: ETHICAL STAI ethical violat	rial facts? 2
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Based on standards did the team Office of the team of	your observation of the legal prominent self-self-self-self-self-self-self-self-	fession? For executing material for call STANDARDS DLATED ETHIC e team should be	or CAL STAN	lid the team misre Select and circle of TEAM VIOLATED IN	present mater ne: ETHICAL STAI ethical violate etition? Circle	nDARDS ion so seve

The Lyaluar of Crateria Forms will be collected by the competition administrator PRIOR to the

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

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

Judge's Na	ame: Parla	Smith co	ell #	Date: <u>9</u>	121/13 Room #	: 318
Team Lett	er Designation	: <u>A-17</u>		Client Name: _	Simon	objecting its
Negotiatio (Please cir		tition level—Reg	gional or No	ational / and ma	rk the round ob	served)
	Round #	1 (Ro	ound #2) B	>Final:		
		completed follo Af-analysis,	wing the cr	ad of the negoti	ation and whil	the teams
This scale tactics reas	assesses whet onably design	N PLANNING ther the team was ted to the situation ts performance a	on set out in	the fact pattern		
7	6	5	4	(3)	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared a C so brushrabors for b	Highly Prepared
This scale whether th work effect	assesses wheth eir strategy an tively in the c	IN DEVIATING the regotiator d tactics seemed ontext of the act aformation or to	rs seemed r I scripted or ual negotiat	esponsive to the otherwise pre-j	negotiation as planned in a wa cam able to ada	it unfolded on that did no
7	6	5	(4)	3	2	
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Based on v	f the session, r	ved in the negot egardless of who	iation and the	nent was reache	d, serve the clie	did the nt's goals?
7	6	ODERGE TON OFF	4	3	2	1
Goals not served at all	Goals not serve	d Goals somewhat not served	Neutral	Goels served somewhat	Goals served well	Goals served very well
How effect	AMWORK ive were the nutual backup	egotiators in wo?	rking togetl	ner as a team, in	sharing respons	sibility, and
7	6	5	4	732	$\left(\begin{array}{c}2\end{array}\right)$	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Tearnwork	Excellent Team work
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n's self-anal	lysis during (	the <del>review</del> s	ession, how adea	mately underst	ood the
	THE RESERVE THE PROPERTY OF THE PARTY OF THE	THE PERSON NAMED IN COLUMN		lancor) ancores	7m1 - Land 37, 81,
S	5	4	) 3	2	1
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THE RESIDENCE OF THE PROPERTY OF THE PERSON					ial facts? 2
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	CALL THE CASE OF T				
	DISQUALIFY		NO, DO NOT DISQ	UALIFY	l to annate
	( 1	gr.	Citalis sometymen	9	hover son class
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detail:	mayorana mayorana		payass (or		Hg-
	udigenoi /		eoristots in work	AROWA,	es V. TKA
	n's self-analics and lear anderstand or Dicker  ATING Enservation, company profession self-served to ETHICAL AM-VIOLAment, the te	n's self-analysis during to nics and learned from too 5  understand or Did not understand or learn much  ATING ETHICS servation, do you believe egal profession? For exent self-serving material and ETHICAL STANDARDS AM-VIOLATED ETHICAL ment, the team should be	n's self-analysis during the review solics and learned from today's negotions and learned from today's negotion of the self-serving material facts? etc. Solice the self-serving material facts?	ATING ETHICS servation, do you believe the negotiating team observed profession? For example, 1) did the team misre at self-serving material facts? etc. Select and circle of the team should be disqualified from the comp	n's self-analysis during the review session, how adequately understance and learned from today's negotiation?  5

The Lyalluation Criteria Leans will be collected by any competition administrator PRIOR to the

# Judge's Name: DAVID TI

Team Letter	Designation:	<u> </u>	_	Client Name:	71.011	
Negotiation		Relationship Managed SomeWate Well	Neutral	Relationship Managed	elationellip lananed Pearly	centucrebuth a charaged Very M
(Please circi	e the compet	ition level—Regio	nai or Na	inonai / ana mari	t the round obs	ervea)
	Round #1	Rour	nd #2_2	B Final:	Neds de tro	e (min) Linear bigg
			444	and the same of th	FANALYSIS	UBB , IV
	should be c ug for the se	ompleted followi H-analysis.	ng the en	d of the negotia	tion and while	the teams
This scale as tactics reaso	sesses wheth	PLANNING er the team was for ed to the situation s performance and	amiliar w	the fact pattern.	aw and had a st	trategy and
7	6	5	4	3	(2)	(3)
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Fighly Prepared
This scale as whether thei work effecti	ssesses wheth r strategy and vely in the co	N DEVIATING er the negotiators if tactics seemed sontext of the actual formation or to un	seemed recripted or all negotian	esponsive to the responsive to the responsive pre-plant tion. Was this teat	negotiation as i anned in a way am able to adap	t unfolded o that did no
7	6	5	4	3	2	(1)
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh		SESSION wed in the negotia egardless of wheth				
7	6	5	4	3		(1)
Goals not served at all	Goals not serve	d Goals somewhat not served	Neutral	Goals served somewhat	coals served well	Goats served very well
How effective	MWORK we were the no utual backup	egotiators in work ?	cing toget	her as a team, in	sharing respons	sibility, and
7	6	5	4	3	(3)	(1-)
Totally lacking [ in teamwork	acking teamwork	Somewhat lacking in	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

did the team invent self-serving material facts? etc. Select and circle one:

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 Na	me: RAS	147AN2	Cell #	Date: 912	<u>(    3</u> Room #:	217
Team Lette	er Designation	: 8-7		Client Name:	USC	chieving its
Negotiatio (Please cir	n judged: cle the compe	tition level—R	legional or N	ational / and mar	k the round obs	M. Lan.A. pothesery
	Round #	1. (1.1.1)	Rolund #2B	Final:	(24) (2 <b>5</b> ) (1+i).	
	V should be c ring for the sc		lowing the ci	ad of the negotia	F-ANALYSIS	A
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7	6	5	4	3	2	$\Box$
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This scale whether the work effect	eir strategy an tively in the c	ner the negotiand tactics seem ontext of the a	tors seemed a ed scripted o actual negotia	PLANS OR ADA responsive to the r otherwise pre-p tion. Was this tee moves by the op	negotiation as i lanned in a way am able to adap	t unfolded o
7	6	5	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on v	•	ved in the neg egardless of w	hether agreer	the self-analysis, ment was reached		
7	6	5	4	3	2	
Goals not served	1 Goals not serve	d Goals somew not served	rhat Neutrai	Goals served somewhat	Goals served well	Goals served very well
How effect	AMWORK tive were the n mutual backup		working toget	her as a team, in	sharing respons	sibility, and
7	6	5	4	3	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking teamwork	in Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person ter) as the teamwo		teria I, II, III, V	, VI, and VII and ent	er that result (to t	he nearest

	its client's best i	nterests?		_ 6		•
7	6	5əmaN məit	3 4	3 - 8	_:aoi2mgiseO	Cast Dettur
Celationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manager Somewhat Well	d Relationship managed well	Relationship managed extremely well
riteria V malysis.	Land VII show	ıld be completed	Lafter bo	th teams have co	impleted thei	r self»
Students vollowing (1) "In reflection do the	questions: lecting on the en same and what	-minute period b	if you fac fferently?	2-3 MM START AND 25 - 9-35		
		nalysis during the carned from toda		ession, how adeq ation?	uately underst	ood the
7	6	5	4	3	2	(1)
Oid not inderstand or earn at all		Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood an learned extremely well
Based on y	of the legal prof	n, do you believe Tession? For exam	the negoti mple, 1) d	ating team obser id the team misre elect and circle o	ved or violate epresent mater one:	d the ethical rial facts? 2)
lid the tea	SERVED ETHICA	AL STANDARDS	or 5	TEAM VIOLATED		
TEAM OF f you circ hat, in you	led TEAM VIOur judgment, the	LATED ETHICA	AL STAN disqualific	DARDS, was the	etition? Circle	e one:
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TEAM OF  f you circ hat, in you	led TEAM VIO ur judgment, the YES	LATED ETHICA team should be DISQUALIFY	AL STAN disqualific	DARDS, was the ed from the comp NO, DO NOT DISQU	etition? Circle	e one:

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

The Lyalizations Criteria forms will be collected by the competition administrator PRIOR to the

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

ttachment B	EVALUA			RM-JUDGIN		S
Judge's Nam	explicit comm	ge should receive four cop	<u>E</u>	Date:	ging Scales.)  Room #:	217
Team Letter		0 7		Client Name:	USC	schieving its
Negotiation (Please circl		ition level—Regio	nal or Na	nidenovikes Secretari Itional / and mark	the round ob	ur val/bygacul/
	Round #1	Rour	nd #2\	Final:	de ples for faci	
_				_	SISYLANA-	
Criteria I-V are prepara		ompleted followi lf-analysis.	ng the cr	id of the negotiat	ion and while	e the teams
This scale as tactics reason	sesses wheth nably design	PLANNING er the team was fa ed to the situation s performance an	set out in	ith the facts and lather the fact pattern.		trategy and
7	6	5	4	3	7 Unis 201/119/17 2	1 1000000000000000000000000000000000000
Very Unprepared	Unprepared	Somewhat Unprepared	Neutrai	Somewhat Prepared	Prepared	Highly Prepared
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Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh	•	SESSION ved in the negotial egardless of wheth		•		
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Goals not served at all	Goals not serve	d Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effective	MWORK we were the nutual backup	egotiators in work ?	cing toget	her as a team, in s	haring respon	sibility, and
7	6	5	4	3	2	7-1-
Totally tacking L	acking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

	ises on word clais team manag	hoice, attitude e its relationsh	and tone	TIATING TEA and implied and cother team conf	explicit comm	
7	6	_59mpH InellC	4	3	Designgion:	Team Lette
	tionship aged Poorly	Relationship Managed Somewhat	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria VI ar analysis.	id VII should		after both	i teams have co	mpleted their	r self-
Students will be following quest (1) "In reflecting you do the same (2) "How well	stions: ng on the enting ne and what wo did your strate	e negotiation, i ould you do dif egy work in rel	if you face ferently?" ation to the	roaw tutsar ord to	ion tomorrow	, what would
negotiation dyn			review se	ssion, how adequ	uately underst	ood the
7 Did not Did r understand or learn learn at all	6 not understand or Did lean	not understand or n much	4 Neutral	Understood And Learned Somewhat	2 Understood and learned well	Understood and learned extremely well
Based on your standards of th	e-legal profess	o you believe to sion? For exan	the negotia	ting team observ I the team misre lect and circle or	ed or violated present mater	i the ethical
TEAM OBSER	VED ETHICAL	STANDARDS	r T	EAM VIOLATED I	ETHICAL STAI	NDARDS
that, in your ju	dgment, the te	am should be o	lisqualified	ARDS, was the	etition? Circle	one:
Please explain	in detail:	ISQUALIFY	itues.	D, DO NOT DISQU	JALIFY	
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PLEASE be sure to complete ALL categories before turning in this form.

The lay afuntion Criteria knowns with be collected by the competition administrator PRIOR to the

Totally defined i metang transports. Somewhat technique. Mented

# **EVALUATION CRITERIA FORM-JUDGING SCALES**

(Each judge should receive four copies of the Evaluation Criteria Form—Judging Scales.) Room #: 217 Judge's Name: Cell #: Client Name: Team Letter Designation: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #2 Final: Round #1 Criteria LV should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. NEGOTIATION PLANNING T. This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well prepared was this team, judging from its performance and its apparent strategy? 5 7 Highly Somewhat Prepared Neutral Verv Unprepared Somewhat Prepared Prepared Unprepared Unprepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY Π. 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? 1 7 6 Flexible Highly Somewhat Somewhat Neutral Very Inflexible Flexible Inflexible Flexible Inflexible III. **OUTCOME OF SESSION** Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 2 3 5 7 6 Goals serve Goals served Goals somewhat Goals served well Neutral Goals not served Goals not served ry well somewhat not served at all TEAMWORK IV. How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 1 3 2 6 5 4 Excellent Somewhat good Totally lacking Lacking teamwork Very Good Somewhat lacking in Neutral Teamwork Teamwork in teamwork teamwork

This scale Did the w	focuses on wor	d choice, attitude nage its relations	e and tone	OTIATING TEA and implied and he other team con	explicit con	
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Managed Very Poorty	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V analysis.	Land VII shot	ild be completed	Lafter bo	th teams have co	mpleted th	eir self-
Students v following (1) "In refl you do the (2) "How v	questions: lecting on the ensure same and what well did your strain the team's self-a	)-minute period butire negotiation, would you do dirategy work in re	if you factifierently? lation to the review s	ne outcome?" ession, how adequ	ion tomorro	ow, what would
7	6	5	4	3	2	/ 1 /
Did not understand or learn at all		Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on y standards of	of the legal prof	, do you believe ession? For example	mple, 1) di	ating team observed the team misrepelect and circle or	present mat	
(TEAM OB	SERVED ETHICA	AL STANDARDS	or I	EAM VIOLATED E	ETHICAL ST.	ANDARDS
•				DARDS, was the d from the compe		
	YES	, DISQUALIFY	Ŋ	IO, DO NOT DISQU	ALIFY	
Please exp	lain in detail:					

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

				ORM—JUDGIN		S ISSUE S
unications	(Each Judge	should receive four cop			ging Scales.)	117
Judge's Nar	ne: 18(4)	Cockycell	#:	Date:	Room #	: 011
Team Lette	Designation:	AIZ		Client Name:	tunte	SE SERENTARIOR
Negotiation (Please circ		ion level—Regio	ongl <del>or N</del>	intional / and mark	the round ob	served)
	Round #1	Roui	nd #2	Final:		
					-ANALYSK	SELI
	V should be co ing for the self	•	ing the e	nd of the negotiat		
This scale a tactics reason	onably designed	r the team was f	amiliar w	vith the facts and la n the fact pattern.	w and had a s	strategy and
7	6	5	4	yengi more opmisi 3	2	\$ 1134)16762 111 1
Very Unprepared	Unprepared	Somewhat Unprepared	Испри	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effect	ssesses whethe ir strategy and ively in the con	r the negotiators tactics seemed s text of the actua	seemed cripted o	PLANS OR ADA responsive to the nor otherwise pre-plantion. Was this team moves by the opp	egotiation as anned in a wa m able to ada	it unfolded o y that did no
7	6	5	4	(   3	2	In the status
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on w		ed in the negotia		the self-analysis, to ment was reached,		
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Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effecti	AMWORK ve were the negoutual backup?	goti <b>at</b> ors in work	cing toge	ther as a team, in s	haring respon	sibility, and
7	6	5	4	3 ')	2	1
Totally tacking in teamwork		Somewhat lacking in teamwork	Neutral	Somewhat good	Very Good Teamwork	Excellent Teamwork

	way this te	am mana	choice attinue ige its relations terests?	hip with th	ne other team co	ontribute to or o	detract from
7	6	JUT	lient Name 2	4 -		_ :neigungienC	1 1 1 1
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Criter analys		'II shoul	d be completed	l after bo	th teams have	completed the	ir self-
followi (1) "In	ng question reflecting o	n this 10- s: n the ent	minute period b	if you fac	ed a similar situ		
			vould you do di tegy work in re	lation to t	he outcome?"	TATION PL	
			alysis during the		ession, how add	equately unders	tood the
7	6		5	4	3	2	1
Did not understand learn at all		le	rid not understand or arm much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
standar	ds of the le	ervation, gal profe	do you believe ssion? For examing material fa	nple, 1) d	iating team obsi id the team mis	represent mate	
TEAM	OBSERVED	ETHICA	L STANDARDS	or	TEAM VIOLATE	D ETHICAL STA	NDARDS
			ATED ETHICA	disqualific	ed from the con		
		YES,	DISQUALIFY		NO, DO NOT DIS	QUALIFY	
Please	explain in d	etail:					
10450							

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

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

	•		TION CRITE ge should receive four cop		RM_JUDGIN		S. SEED OV.
anoli	Roinun	micit com	7 doc book		cin	uses on word	217
Judge	's Nam	e: lacy	Coll Cell	#:	Date: 1398	Room #	achieving its
Team	Letter !	Designation:		_ ,	Client Name:	030	
		judged: the compet	ition level—Regio	nal or Na	ntional / and mark	the round ob	Menaged Voty Mo
		Round #1	Rour	nd #2	Final:	noted com	Waters
E SHEET						A CONTRACTOR OF	ROTE CENTROLINA
						-ANALYSIS	The same of the same of
		should be e g for the se	•	ng the en	id of the negotiat	tou and whil	e the teams
I.	NEG	OTIATION	PLANNING	arcettly.	would you do diff	me and what	you do the sa
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7	1	6	5	4	3	2	1
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	on wh		ved in the negotia		he self-analysis, to nent was reached,		
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	ffectiv	MWORK e were the ne tual backup	_	ing togetl	her as a team, in s	haring respon	sibility, and
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	6	5°ms\f\mail	4 -	3 3	moigngiseC	
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Criteria V analysis.	VI and VII sho	nfd be completed	l after bo	th teams have co	mpleted thei	r self-
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Based on	the team's self-	analysis during the learned from toda	e review s	ession, how adequ	ately unders	cood the
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Based on standards	EGOTIATING your observatio of the legal pro	ETHICS on, do you believe fession? For examinating material fa	mple, $ar{1}$ ) d	id the team misre	present mater	
did the tea			<u> </u>		3000 F COS 4	
	BSERVED ETHIC	AL STANDARDS	<b>%</b> )	FEAM VIOLATED I	ETHICAL STA	NDARDS
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The Evaluation Criteria Forms will be collected by the competition administrator <u>**PRIOR**</u> to the indges 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.)

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Team Lett Negotiation	er Designation	$\mathcal{A} = (1)$				

whole number) as the teamwork rating.

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achieving	g its client's best	interests?		D 1		
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analysis.						•
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	g questions:	ntina nacotistica	if you for	ad a similar situa	tion tomorrow	v vehat wayld
- /	_	it would you do		ed a similar situa	tuon tomorrov	w, what would
•		trategy work in r	•	THE R. P. LEWIS CO., LANSING MICH. 49 (1997).	PATATION	i. Mes
CARRELL TOTAL	errors er spessif herses p	THE WIND OF SHEET WAS	HISTORIAN CO	mi = 100 FOREG ON )	12 lb the second to the seconds to second	Thus scale asi
Based on	the team's self-	analysis during t	he review s	ession, how adeq	uately unders	tood the
negotiatio	on dynamics and	learned from tod	lay's negoti	ation?		_
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	EVALUA (Each jud	ge should receive four con		hetion Criteria Form—Jud		A REL
Judge's Nam	ie: K4	alente, Cell		Date: 9/2	Room #:	314
Team Letter	Designation	A 15	7;	Client Name:	man	su Burazine
Negotiation (Please circl		ition level—Regio	nal or No	ational / and mark	the round obs	
172	Round #1	Rour	nd #2	Final:	Koz II e ko	
					F-ANALYSI	ACTORISMENT COLD III
		ompleted followi If-imalysis.	ng the ci	id of the negotiat	ion and while	
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This scale as whether their work effective	sesses wheth r strategy and vely in the co	er the negotiators d tactics seemed sontext of the actual	seemed r cripted or l negotia	PLANS OR ADA responsive to the nar otherwise pre-plation. Was this team moves by the opp	egotiation as i anned in a way m able to adap	t unfolded o that did no
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Based on wh		ved in the negotia		the self-analysis, to ment was reached,		
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		_	ing toget	her as a team, in s	haring respons	ibility, and
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NOTE: For a	inole-nercon h	eam average criteria	ע ווו וו ו	VI and VII and enter	r that result it at	ne memest

Neutral

Relationship Managed Relationship

managed well

Somewhat Well

Relationship

extremely well

managed

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

### VI. SELF-ANALYSIS

Relationship

Managed Very Managed Poorty

Relationship

Poorty

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?"

Relationship

Managed

Somewhat

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

Did not Understood and Did not understand or Did not understand of Neutral Understood And Understood and understand or learned learn much Learned Somewhat learned well learn at all extremely well

# VII. NEGOTIATING ETHICS

Please explain in detail:

hethor thair anathery and taches seemed scripted or other 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 be sure to complete ALL categories before turning in this form.

### Attachment B

### CRITERIA FORM-JUDGING

(Each judge should receive four copies of the Eve Judge's Name: 以 B Room #: Client Name: Team Letter Designation: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. **NEGOTIATION PLANNING** This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? Very Unprepared Somewhat Neutral Somewhat Prepared Highly Unprepared Unprepared Prepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 6 5 4 3 2 Very inflexible Neutral Somewhat Flexible Somewhat Highly Inflexible Inflexible Flexible Flexible 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 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well not served somewhat very well at all IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 5 6 3 Totally lacking Lacking teamwork Excellent Somewhat good Very Good Somewhat lacking in Neutral in teamwork teamwork Teamwork teamwork Team work NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest

whole number) as the teamwork rating.

7	6 Marie	fient Names	34 -	3 - 4	_inoi2mgizaC	Tear of the T
Relationship Managed Very Poorly	Relationship Managed Poorty	Relationship Managed Somewhat Poorly	Neutral	Relationship Manago Somewhat Well	d Relationship managed well	Relationship managed extremely well
Criteria V analysis.	/Land VII shor	ild be completed	Lafter bo	th teams have co	ompleted thei	ir self-
following (1) "In ref you do the (2) "How Based on	questions: lecting on the eresame and what well did your state the team's self-a	ntire negotiation, would you do di rategy work in re	if you factifferently? elation to the review s	he outcome?" ession, how adeq	tion tomorrov	v, what would
negotiation	n dynamics and le	earned from toda	y's negoti 4	ation?	(2)	7
Did not understand or	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
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	EVALUAT (Each judge			RVI—JUDGII estion Criteria Form—Ju		V. REL
Judge's Name	000	ente Cell		Date: 9/2	Room #:	316
Team Letter 1	Designation:	B4	<u> </u>	Client Name:	USC	nemeying its
Negotiation j		ion level—Regio	nal or Na	tional / and marl	t the round obs	Manniged Very ng
	Round #1_	Roun	nd #2	Final:	<u>05</u> (11) (100)	
Criteria 1-V are preparin			ng the en	l of the negotia	tion and while	
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This scale ass whether their work effective	esses whether strategy and t ely in the con	r the negotiators tactics seemed se text of the actua	seemed re cripted or l negotiati	LANS OR ADA sponsive to the rotherwise pre-pl on. Was this teamoves by the opp	negotiation as i anned in a way im able to adap	t unfolded or that did not
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7	6	5	4	3	2	1
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NOTE: For a si	inole-nerson tem	m average criteria	ע ווו וו ו	VI and VII and ente	or that result (to the	ne mearest

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.

If you sircled 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:

Attachment B

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

whole number) as the teamwork rating.

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				and implied and e other team con		
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	LF-ANALYSIS	Ellipsen on a contract of the contract of the	hy answer	ing directly to the	indres respo	onces to the
	questions:	-minute period	by allswell	ing directly to the	Juages, respe	onses w the
CONTRACTOR OF THE PARTY OF THE		itire negotiation,	if you fac	ed a similar situat	ion tomorrov	w, what would
•	e same and what well did your str	•		THE RESERVE AND A STREET AND A	TEATHON Meses whethe	I, NEKA
	the team's self-and le			session, how adequation?	nately unders	tood the
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that, in yo	ur judgment, the	team should be	disqualifi	DARDS, was the ed from the compe	etition? Circl	e one:
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Please exp	plain in detail:	no v rost přípočí ) hárokrádnost		Gode somewhat not savid	arros um elemis	ngurgas Amilebani Noda
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The Evaluation Criteria Lorms will be entheeted 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 Na	me: Matthe	w Orgers	Cell #: 🗀	Date: 4	41/13 Room#:	227
Team Lette	er Designation	: B-17		Client Name: _	ن.s. <u>c</u> .	achtering ils
Negotiatio (Please cir		tition level—R	egional or N	lational / and ma	ork the round obs	Managed Very M
	Round #	1 F	Round #2	KFinal:	ptombel 1 f. Dar	
	STATE SELECTION OF PROPERTY			1	F-ANALYSIS	LIES EV
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This scale	focuses on wo	IP BETWEEN Tord choice, attitud	and tone	and implied and	explicit com	
	y this team m ts client's bes	anage its relations t interests?	in with t	ne other team con	tribute to or o	letract from
7	6	Cont Name 2 U.S	94	3-8	. moi 2 maiseC	Central Letter
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Judge's Na	me: <u>Leah</u> C	hniknjen Cell	#:	Date:	Room #	12/
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Negotiatio (Please cir		ition level—Regio	onal or No	ational / and marl	t the round ol	served)
	Round #1	Rour	nd #2	Final:		
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7	6	5	4	3	3(2)	$\left(1\right)$
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IV. TE	AMWORK					
	ive were the ne nutual backup?		ting toget	her as a team, in s	haring respon	sibility, and
7	6	-5	4	3	(2)	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

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

This scale for	cuses on wor	d choice, a stude	and tone	and implied and	explicit com	
	this team ma client's best	nage its relations	nip with t	he other team cor	itribute to or d	letract from
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Students will following quality (1) "In reflect you do the se	estions: cting on the e ame and wha	S 0-minute period b ntire negotiation, t would you do di rategy work in re	if you fac fferently	ced a similar situa		
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TEAM OBS	ERVED ETHIC	AL STANDARDS	or	TEAM VIOLATED	ETHICAL STA	NDARDS
that, in your	judgment, th	DLATED ETHICA e team should be	disqualifi	ed from the comp	etition? Circl	e one:
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Please expla	in in detail:					
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Attachment B EVALUATION CRITERIA FORM (Each judge should receive four copies of the Evaluation Criteria Form-Judge's Name: Room #: Team Letter Designation: Client Name: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #2 Final: SELF-ANALYSES Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 Highly Very Unprepared Somewhat Neutral Somewhat Prepared Unprepared Unprepared Prepared П. FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 5 2 Very Inflexible Somewhat Flexible Highly Neutral Somewhat Inflexible Inflexible. Flexible Flerible OUTCOME OF SESSION TRACE ATRIAMETER CETT ALM WITHAUT instruit 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? 3 7 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well very well not served somewhat et all IV. TEAMWORK

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

Teamwork

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

teamwork

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

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:

### EVALUATION CRITERIA FORM\_JUDGING SCALES

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

Judge's Na	me: <u>Utllie</u>	a Objers	Cell	Date:	9/21/13 Roo	m#: <u>227</u>
Team Lette	er Designation	: A-&		Client Name	: Hunder	Smon
Negotiatio (Please cir	147,007,11447	tition level—k	Regional or I	National / and :	mark the roun	d observed)
	Round #	1	Round #2	メ_Final:	er given i EU/	
	410400 J.J				AL YSIS	VI. SELP-AD
	V should be c ring for the se		lowing the	end of the neg	otiation and v	while the teams
This scale tactics reas	onably design	ner the team weed to the situate	as familiar tion set out	Salahan at Salaman a	em. How well	d a strategy and
7	6	5	4	(3)	2	ð I
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewi Prepare		ed Highly Prepared
This scale whether the work effect	assesses wheth eir strategy and tively in the co	ner the negotiand tactics seem context of the a	ators seemed led scripted actual negoti	or otherwise p	the negotiatio re-planned in a s team able to	n as it unfolded o a way that did no adapt its strategy
7	6	5	4	$\binom{3}{2}$	2	I
Vezy Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewi Flexible	nat Flexib	le Highly Flexible
Based on v	•	ved in the neg egardless of w	hether agre	i the self-analy	,	tent did the client's goals?
7	6	5	4	$\binom{3}{3}$	2	1
Goals not served at all	Goals not serve	d Goals somev not served	vhat Neutral	Goals somewh	COOLS SOLVE	d well Goals served very well
How effect	AMWORK tive were the nutual backup	_	working tog	ether as a team	, in sharing res	sponsibility, and
7	6	5	4	(3)	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking teamwork	in Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person to er) as the teamwo		iteria I, II, III,	V, VI, and VII and	d enter that resul	t (to the nearest

	TOB IACON	MARCHINE BAR	TATABLE A T	CONTRACTOR DESCRIPTION	WEATH ELAPO	
This scale Did the wa	focuses on wor	d choice, attitude nage its relations	and tone	OTIATING TEA and implied and he other team con	explicit com	
acmeving	its client's best	2.84		0 £1. A		
7	6	/H_5 small mail	<b>4</b> -	(3)	_ 1100 2 ting 125K	Team Letter I
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	i Relationship managed well	Relationship managed contremely well
Criteria V analysis.	T and VII show	rld be completed	Lafter bo	th teams have co	oupleted thei	r self-
Students v following (1) "In ref you do the (2) "How you	questions: lecting on the er same and what well did your st	D-minute period be ntire negotiation, would you do di rategy work in re	if you fac ifferently? lation to t	he outcome?"	tion tomorrov	v, what would
		nalysis during the earned from toda		ession, how adeq ation?	uately underst	tood the
7	6	5	4	(3)	2	1
Did not understand or learn at all	learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on y	of the legal prof	n, do you believe Tession? For exa	the negot mple, 1) d	iating team obsertid the team misre Select and circle o	ved or violate present mater	d the ethical
TEAM OF	SERVED ETHIC	AL STANDARDS	or '	TEAM VIOLATED	ETHICAL STA	NDARDS
that, in you	ur judgment, the	team should be	disqualifi	DARDS, was the	etition? Circle	e one:
ALEGE A		, DISQUALIFY		NO, DO NOT DISQI		The automates
Please exp	lain in detail:			gazirona mulado		cavourous Secu

in teamwork

EVALUATION CRITERIA FORM-JUDGING SC (Each judge should receive four copies of the Evaluation Criteria Form-Judge's Name: 10 Team Letter Designation: ient Name: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #2 Final: SELE-ANALYSM Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 Very Unprepared Somewhat Neutral Somewhat Highly Unprepared Unprepared Prepared Prepared П. FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 Inflexible Very Somewhat Neutral Flexible Highly Inflexible Inflevible Flexible Flexible HI. 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 Goals somewhat Goals served Goals not served Goals not served Neutral somewhat et all not served IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 5 3 1 Totally lacking Lacking teamwork Excellent Somewhat good Somewhat lacking in Neutral

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

teamwork

teamwork

Teamwork

Did the w		nage its relations		, and implied and he other team con		
7	MIC 6- SOLNUT	jone Namez	4	35	6	1 15FPo.L (TIME)
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria ' analysis,	VE and VII sho	uld be completed	l after be	th teams have co	mpleted the	ic self-
Students of following (1) "In ref you do the	questions: lecting on the enders and what	0-minute period b	if you fac			
		nalysis during th		session, how adeq	uately unders	tood the
7	6	5	4	3	(2)	1
Did not understand or learn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understeed and learned well	Understood and learned extremely well
Based on standards did the tes	of the legal pro	n, do you believe fession? For exa	the negot mple, 1) of lots? etc. S	tiating team observabled the team misre Select and circle of TEAM VIOLATED	ved or violate present mate ne:	ed the ethical rial facts? 2)
that, in yo	our judgment, the	e team should be	disqualifi	DARDS, was the ed from the comp	etition? Circl	e one:
		S, DISQUALIFY		NO, DO NOT DISQ		
Please exp	plain in detail:					10000000000000
100			113		対党の対象	G11
(20) H	usmerrat intesti	simumest diament	1/2201.200	from the miles each	or and the area	
					300 A	
					lillie rat grobe	

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

				tion Criteria Form—Jud		V. REL
Judge's Nan	ne: <u>Jushn</u>	Ham Cell	Ti H	Date: 9/24	> Room #:	227
Team Letter	Designation:	A-2	C	lient Name:	Hunter .	Simon
Negotiation (Please circ		on level—Regio	nal or Nat	ional/and mark	the round obs	Micrograph Very II
	Round #1 _	Roun	nd #2X	Final:	Argus II / Junio	
					F-ANAL YSE	VI. SEL
	should be con ng for the self-:	•	ng (be,end	of the negotiat	ion and while	the teams
This scale as tactics reaso		the team was fato the situation	set out in t	h the facts and la he fact pattern. I ent strategy?	w and had a st	rategy and
7	6	5	1000 St. 8 V	ebo) monibentes 3	(2)	a neiteliogen 1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
whether their work effecti	ssesses whether ir strategy and to vely in the cont	the negotiators actics seemed seemed seext of the actual	seemed recripted or of the language of the lan	sponsive to the notherwise pre-place. Was this team	egotiation as i anned in a way m able to adap	t unfolded or that did not
7	6	5	4	3	$\binom{2}{2}$	1
Very Inflexible	Inflexible	Somewhat MANI Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wl		d in the negotia		e self-analysis, to ent was reached,		
7	6	**************************************	4	(3)	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goeds served somewhat	Goals served well	Goals served very well
How effective	MWORK we were the negonatual backup?	otiators in work	ing togeth	er as a team, in s	haring respons	ibility, and
7	6	5		$\overline{3}$	2	1
Totally lacking I		omewhat tacking in amwork		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.

TEALWWORK

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	ELATIONSHII	DUL WILLIAM	1-1507 V (1-0) - 150 - 1	OTIATING TEA	MS	
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	its client's best	THE RESERVE OF THE PARTY OF THE	interversiti	he other team con	undute to or o	letract from
7	C Sudner	lent Names	04	C-H	1	Leam Lettet I
Relationship Managed Ver Poorly	Relationship  Managed Poorty	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria analysis.	VI and VII show	uld be completed	l after bo	oth teams have co	mpleted thei	r self-
Students following (1) "In re you do th (2) "How	questions: flecting on the end e same and what well did your st	0-minute period landire negotiation, twould you do dirategy work in re	if you fac ifferently? elation to t	the outcome?"	tion tomorrov	v, what would
		nalysis during the earned from toda		session, how adeq ation?	uately underst	tood the
7	6	5	4	(3)	2	1
Did not understand or learn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
ro bableta	u li as moitaiscau	moult of sylenous	or Bassidos	r the negetiators	sesses whethe	This soule as
Based on standards	of the legal pro	n, do you believe fession? For exa	the negot	iating team obser lid the team misre Select and circle o	ved or violate present mater	
TEAM O	BSERVED ETHIC	AL STANDARDS	<b>y</b> r	TEAM VIOLATED	ETHICAL STA	NDARDS
				DARDS, was the		B. 302, 301, 751
10.0		e team should be	disqualifi	ed from the comp		
181809 2	YES	S, DISQUALIFY	ardensa 10	NO, DO NOT DISQ	UALIFY	FIG MEDICALE OF

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

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Please explain in detail:

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EVALUATION CRITERIA FORM—JUDGING SCALES

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

Date: 9-2! Room #: 3/8

Judge's Name	e: yavii) ii	Trany Cell	#	Date: /	Room #:_	ALL DIC
Team Letter I	Designation:	B12	c	lient Name:	USC	ichieving iti
Negotiation j (Please circle		n level—Regio	nal or Nati	ional/and mark	the round obse	Auguno Very
	Round #1 _	Roun	d#22A	Final:		
					F-ANALYSE	MP IV
	should be com g for the xelf-:		ng the end	of the negotiat	ion and while	the teams
This scale ass tactics reason	ably designed	the team was fa	miliar with set out in t	h the facts and la he fact pattern. I ent strategy?	w and had a st	rategy and
7	6	5	4	3	2	
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale ass whether their work effective	sesses whether strategy and ta ely in the conta	the negotiators actics seemed so ext of the actua	seemed re cripted or of I negotiation	LANS OR ADA sponsive to the notherwise pre-pla on. Was this team noves by the opposite	egotiation as it inned in a way m able to adap	unfolded or that did not
7	6	5	4	3	2	11
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh		l in the negotiat		e self-analysis, to ent was reached,		
7	6	5	4	3	2	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effectiv	MWORK e were the nego itual backup?	otiators in work	ing togeth	er as a team, in s	haring respons	ibility, and
7	6	5	4 West	3	2	(1)/
Totally lacking Le	acking teamwork So	mewhat lacking in unwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
MORE. C.			, ,, ,,, ,, ,, ,, ,, ,, ,, ,, ,, ,, ,,	1/T amal 1/17 amal ===4=	n short namels (so st	a Magnati

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

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

YES, DISQUALIFY NO. DO NOT DISOUALIFY

Please explain in detail:

	EVALUA (Fach iss	TION CRITE		DRM—JUDGIN		A REEA
Judge's Nam	Rehero	Cell		Date:	13 Room	: 318
Team Letter	Designation	B-12	, j	Client Name:	W MS	chieving its
Negotiation		Rollstanding Managed 1 Societas Well	lennis45	Grippmortel/SR bagirinki	rtinoshiji ngga Pyoriy	famiged Very May
(Please circl	e the compe	tition level—Regio	onal or No	ational / and mark	t the round o	bserved)
	Round #	l (Rou	nd #2	Final:		
				STATE OF THE PARTY	eiev laka	A SELF
Criteria I-V are preparit		completed following: Af-analysis.	ing the er	id of the negotiat	tion and whi	le the teams
This scale as tactics reason	sesses wheth nably design	PLANNING ner the team was faced to the situation ts performance an	set out in	ith the facts and la		strategy and
7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepares
This scale as whether their work effective	sesses wheth r strategy and vely in the co	IN DEVIATING ner the negotiators discrice seemed sontext of the actual formation or to ur	seemed a cripted or al negotia	responsive to the r r otherwise pre-pl tion. Was this tea	negotiation as anned in a w im able to ada	s it unfolded of ay that did no
7	6	5	4	3	$\left(2\right)$	PERSONAME DATE
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Based on wh		SESSION wed in the negotial egardless of whether				
7	6	5	4	3	/ 2	X
Goals not served at all	Goals not serve	d Goals somewhat not served	Neutral	Goals served somewhat	Goals served we	Goes sorved very well
		egotiators in work?	cing toget	her as a team, in s	sharing respon	nsibility, and
7	6	5	4	3	2	1
Totally lacking Lin teamwork	acking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a swhole number)		eam, average criteria ork rating.	I, II, III, V	, VI, and VII and ente	er that result (to	the nearest

This scale	focuses on wor	P BETWEEN T d choice, attitude nage its relations	and tone,	and implied and	explicit com	
	its client's best		A CONTRACTOR	ENCLOS	719770	
7	06/ W	fient Name2	9 4 -	3	:noligugize(	and Cite
Relationship Managed Very Poorly	Relationship Menaged Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely wall
Criteria <sup>y</sup> analysis.	VI and VII sho	ntd be completed	d after bot	i teams have co	mpleted the	ir self-
Students v following (1) "In ref you do the (2) "How	questions: lecting on the e same and wha well did your st	0-minute period l ntire negotiation, t would you do d rategy work in re	if you face ifferently?" elation to the	d a similar situat	tion tomorrov	w, what would
		nalysis during the earned from toda			uately unders	tood the
7	6	5	4	3	2	
Did not understand or learn at all	Did not understand of learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned eagremely well
Based on standards did the tes	of the legal pro m invent self-s	n, do you believe fession? For exa erving material fa	mple, 1) die acts? etc. Se	i the team misre lect and circle o	present mate ne:	rial facts? 2)
TEAM OF	BSERVED ETHIC	AL STANDARDS	or T	EAM VIOLATED	ETHICAL STA	NDARDS
•		LATED ETHIC team should be	disqualifie	from the comp	etition? Circl	e one:
200008	YE	S, DISQUALIFY		O, DO NOT DISQU		t Va amnutu
Please ex	olain in detail:	bevese sleet		Inflwy noe alson	er and the Co	

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nunications.		TION CRITE				N. TOELLE
Judge's Nam	e: tark	er Smithcell	#:	Date: 9/2	1/13 Room #	4: 318
Team Letter	Designation	: B-12		Client Name:	usc	source state of
Negotiation (Please circle	<b>judged:</b> e the compe	tition level—Regio	onal or N	ational / and mar	k the round o	bserved)
11-2	Round #	Rous	nd #2	Final:	implement in	172357 Friday
Z.Janes					ANALYSIS	VI. SELF
Criteria I-V are preparu		ompleted follow If-analysis.	ing the e	nd of the negotia	ition and whi	le the teams,
This scale as tactics reason	sesses wheth ably design	PLANNING ner the team was for the team was for the situation as performance an	set out ir	the fact pattern.	law and had a	strategy and
7	6	5	4 <b>4</b>	Author alon pour	2	$\left(1\right)$
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether their work effective	sesses wheth strategy and rely in the co	IN DEVIATING ner the negotiators d tactics seemed sontext of the actual formation or to ur	seemed a cripted of al negotia	responsive to the r otherwise pre-p tion. Was this te	negotiation as lanned in a wa am able to ada	s it unfolded o ay that did no
7	6	no 510215 bns 12646 5	4	Vide indicated fac	2	untal Hill Pip
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Plexible	Highly Flexible
Based on wh	he session, r	ved in the negotia	ner agreei	ment was reached		
7	6	5	4	3	$\left(2\right)$	1
Goals not served at all	Goals not serve	d Goals somewhat not served	Neutral	Goals served somewhat	Goals served we	Goals served   very well
		egotiators in work ?	cing toget	her as a team, in	sharing respon	nsibility, and
7	6	5	4	3	$\binom{2}{}$	1
Totally lacking La in teamwork	cking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a s whole number)		eam, average criteria rk rating.	I, II, III, V	, VI, and VII and ent	er that result (to	the nearest

Please explain in detail:

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

precentings in working trigether as a team, in sharing regnoteibility, and

### EVALUATION CRITERIA FORM-JUDGING SCALES

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

Judge's Na	me: Harke	r Smith cell	#:	Date: 9/.	21/13 Room	n#: <u>318</u>
Team Lette	er Designation	: A-7	4	Client Name:	Simon	consving as ch
Negotiatio (Please circ	The state of the s	tition level—Regi	onal or N	ational / and mari	gland# ba	observed)
Neo Chaire No.	Round #	lRou	nd ¥2.A	Final:		nicles of
Criteria I-	V should be a	campleted follow	ing the cu	nd of the negotia	NALYSIS w bar: not	
	ing for the se					
This scale a	assesses whetl onably design		set out ir	ith the facts and lead the fact pattern.  The transfer of the strategy?	aw and had	a strategy and
7	6	5	4	3	2	$\left(\begin{array}{c}1\end{array}\right)$
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	i Highly Prepared
This scale a whether the work effect	assesses wheth eir strategy an tively in the co	ner the negotiators d tactics seemed sontext of the actual	s seemed of scripted of al negotia	PLANS OR ADA responsive to the r r otherwise pre-pl tion. Was this tea moves by the opp	negotiation anned in a um able to a	as it unfolded of way that did no dapt its strateg
7	6	5	4	3	2	$\begin{pmatrix} 1 \end{pmatrix}$
Very IIIA (1 Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
				LATED ETHICA		I you circled I
	•	_		the self-analysis, t nent was reached		
7	6	S con the row	4	3		) 1
Goals not served at all	Goals not serve	ed Goals somewhat not served	Neutral	Goals served somewhat	Goals served	well Goals served very well
IV. TE.	AMWORK					
			king toget	her as a team, in s	sharing resp	onsibility, and
providing n	nutual 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
	a single-person to		ı I, II, III, V	, VI, and VII and ente	er that result (	to the nearest

This scale	focuses on wor	P BETWEEN To rd choice, attitude nage its relation	and tone	, and implied and	d explicit com	
	its client's best			r- K		
7	6	Lent Names	<sup>3</sup> 4 -	3	_:mol'2mgiasC	100/1
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manage Somewhat Well	d Relationship managed well	Relationship managed extremely well
Criteria V analysis,	/Land VH sho	uld be completed	l after bo	th teams have e	ompleted the	ir self-
Students w following (1) "In refl you do the	questions: lecting on the e same and wha	S 0-minute period to ntire negotiation, t would you do di rategy work in re	if you fac	ed a similar situa		
		inalysis during the earned from toda	e review s		quately unders	tood the
7	6	5	4	3	(2)	1
Did not understand or learn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on y standards of did the tea	of the legal pro m invent self-se	n, do you believe fession? For exa erving material fa	the negot mple, 1) d ects? etc. S	lid the team mism Select and circle of	ved or violate epresent mate one:	ed the ethical rial facts? 2)
TEAM OB	SERVED ETHIC	AL STANDARDS	OF	TEAM VIOLATED	ETHICAL STA	NDARDS
that, in you	ur judgment, th	DLATED ETHIC.  e team should be  s, DISQUALIFY	disqualifi	ed from the comp	etition? Circl	e one: box fi
Į.	( 2 )	Ł	þ	€.	0	17
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						7
Espelles: Leastwork	Very klogd	Song left where the	Negrali	Somewheir (acking in	जेनाच्यात्रकाते द्वारात्रेण	outly lecking parties

The Lyal aution Criteria bornis will be eoligited by the competition administrator PRIOR to the last two teams.

		TION CRITE ge should receive four cor				S v
Judge's Na	me: Valen	A politami ba		Date: 2/2	Noom #	318
Team Lette	r Designation	A-7	4	Client Name:	Simon	S SH SHIVE HIS S
Negotiation (Please circ		ition level—Regio	onal or No	ntional / and mar	k the round o	bserved)
	Round #1	Rou	nd #2	Final:	lbuger (14 m) T	
					ANALYSIS	ALL SELF
	V should be e ing for the se	ompleted follow lf-analysis.	ing the er	id of the negotia	tion and whi	le the teams
This scale a tactics reas	assesses wheth onably design	PLANNING ter the team was f ed to the situation is performance an	set out in	the fact pattern.	aw and had a	strategy and
7	6	5	4	Anner work batter	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effect	assesses wheth eir strategy and cively in the co	N DEVIATING ter the negotiators of tactics seemed sontext of the actual formation or to un	seemed recripted or	responsive to the protection. Was this ter	negotiation as lanned in a warm able to ada	it unfolded or ay that did not
7	6	10-51210 Dns. 15510 5	4	Set laristen grive	2 2	
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Old Flexible A	Highly Flexible
Based on w		SESSION 40 ved in the negotial egardless of whether				
7	6 YELLA	IO: DO NOT BISOT	4	751.14(1)(210).	2/	$(\hat{1})$
Goals not served at all	Goals not serve	d Goals somewhat not served	Neutral	Gosla served somewhat	Goalls sorved we	Goals served very well
How effect	AMWORK ive were the ne	egotiators in work ?	cing toget	her as a team, in	sharing respon	nsibility, and
7	6	5	4	3	2	
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent

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

	MAN	interests?	ID A	1,-A	Designation:	atte Lame
/ Relationship	Relationship	) Relationship	Veutral	Dalationship Managed	Z Deletionskin	Relationship
Managed Very Coorty	Managed Poorly	Managed Somewhat Poorly	net or Natio	Relationship Managed Somewhat Well	managed well	managed extremely well
ʻriteria V malysis,	T and VII shor	The second secon	d after bo	th teams have co	mpleted thei	r self-
	LF-ANALYSI					
	WARRANT DEVELOPMENT AND A STREET	)-minute period	by answer	ing directly to the	judges, respo	nses to the
	questions: lecting on the er	ntire negotiation	. if you fac	ed a similar situa	tion tomorroy	, what woul
you do the	same and what	would you do d	lifferently?	DESCRIPTION OF THE	SWOTTARTO	Differen
(2) "How	well did your st	rategy work in re	elation to t	he outcome?"	sossus whethe	Unis scale as
eew han	dow well-prese	se fact matern.	b ni wa tes	d rathe situation	anniant vieter	manen zoltun
		narysis during treatment from toda		ession, how adequation?	uately underst	ood the
7 \	6	5	4	3	2	1
W315035-5						
inderstand or	Did not understand or learn	Did not understand or learn much	Neutral MOSES	Understood And Learned Somewhat	Understood and learned well	learned
nderstand or earn at all	leam AATEDVINGS Ji en norteitues	learn much AGA STO SVIA	IntusM FISOM PL seconed res	· ·	25 1000	learned
nderstand or earn at all	cotiating	ETHICS	PHOM PL	Learned Somewhat	learned well	learned extremely well
vII. NI Based on standards	CGOTIATING your observation of the legal prof	ETHICS  1, do you believe fession? For exa	e the negot	Learned Somewhat iating team observing the team misre	ved or violate	learned entremely well
winderstand or earn at all VII. NI Based on standards	CGOTIATING your observation of the legal prof	ETHICS  1, do you believe fession? For exa	e the negot	Learned Somewhat	ved or violate	learned entremely well
Based on standards did the tea	CGOTIATING Your observation of the legal profit m invent self-se	ETHICS  1, do you believe fession? For exa	e the negot ample, 1) d acts? etc. S	Learned Somewhat iating team observing the team misre	ved or violate present mater ne:	extremely well d the ethical rial facts? 2)
vII. NI Based on standards did the tea	CGOTIATING Your observation of the legal proform invent self-self-selfed TEAM VIO	ETHICS  n, do you believe fession? For exactiving material for the standards  LATED ETHIC	e the negot ample, 1) d acts? etc. S or	Learned Somewhat isting team observed the team misre select and circle of TEAM VIOLATED: DARDS, was the	ved or violate present materine: ETHICAL STA	d the ethical rial facts? 2)
VII. NI Based on y standards did the tea TEAM OF	CGOTIATING Your observation of the legal profum invent self-se ESERVED ETHIC led TEAM VIO	ETHICS  n, do you believe fession? For exactiving material for the second secon	e the negot ample, i) d acts? etc. S or CAL STAN	iating team observed the team misre select and circle of TEAM VIOLATED.  DARDS, was the ed from the comp	ved or violate present materine: ETHICAL STA	d the ethical rial facts? 2)  NDARDS  tion so severe one:
VII. NI Based on y standards did the tea TEAM OF	CGOTIATING Your observation of the legal profum invent self-se ESERVED ETHIC led TEAM VIO	ETHICS  n, do you believe fession? For exactiving material for the second secon	e the negot ample, i) d acts? etc. S or CAL STAN	Learned Somewhat isting team observed the team misre select and circle of TEAM VIOLATED: DARDS, was the	ved or violate present materine: ETHICAL STATE ethical violate etition? Circle	d the ethical rial facts? 2)  NDARDS  tion so severe one:
VII. NI Based on y standards did the tea  TEAM OF	CGOTIATING Your observation of the legal profum invent self-se ESERVED ETHIC led TEAM VIO	ETHICS  n, do you believe fession? For exacting material f  AL STANDARDS  LATED ETHIC  t team should be	e the negot ample, i) d acts? etc. S or CAL STAN	iating team observed the team misre select and circle of TEAM VIOLATED.  DARDS, was the ed from the composition, DO NOT DISQUENCE.	ved or violate present materine: ETHICAL STATE ethical violate etition? Circle	d the ethical rial facts? 2)  NDARDS  tion so severe one:
VII. NI Based on y tandards lid the tea TEAM OF hat, in you	CGOTIATING Your observation of the legal proform invent self-se ESERVED ETHIC led TEAM VIO ur judgment, the YES clain in detail:	ETHICS  n, do you believe fession? For exactiving material f  AL STANDARDS  LATED ETHIC  team should be	e the negot ample, I) d acts? etc. S or CAL STAN e disqualific	iating team observed the team misre select and circle of TEAM VIOLATED.  TEAM VIOLATED.  TOARDS, was the ed from the component of the componen	ved or violate present materine: ETHICAL STATE ethical violate etition? Circle	d the ethical rial facts? 2)  NDARDS  tion so severe one:

EVALUATION CRITERIA FORM-JUNGING SCALES

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

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

Judge's Nam	e: MUID	1 ttany	Cell #	Date: 9-	and because the area of the	: www.ski) but
Team Letter	Designation	A-7		Client Name:	SIMON	
Negotiation (Please circle		ition level—R	egional or Na	ational / and ma	rk the round o	bserved)
	Round #1	F	Round #2 <u>~</u>	A Final:		
-					ANALYSIS	Figure 19 to 19
Criteria I-V are prepară			lowing the er	id of the negoti:	ation and whi	
This scale as tactics reason	sesses wheth nably design		as familiar w	ith the facts and the fact pattern		strategy and
7	6	5	4	(3 +	2	I I III MARKET SOUTH
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
whether their work effectiv	r strategy and rely in the co	d tactics seem ontext of the a	ed scripted or ctual negotia	responsive to the r otherwise pre-r tion. Was this to moves by the or	planned in a wa	ay that did no
7	6	5	(A)	(3)	2	I I
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	A MAT Flexible	Highly Flexible
Based on wh		ved in the neg		the self-analysis, nent was reache	to what exten	
7	6	5	SE	(3)	2	1
Goals not served at all	Goals not serve	ed Goals somew not served	hat	Goals served somewhat	d Goals served we	II Goals served very well
		_	vorking toget	her as a team, in	sharing respon	nsibility, and
7	6	5	4	3	(2)	1
Totally lacking Lin teamwork	acking teamwork	Somewhat tacking teamwork	in Neutral	Somewhat good teamwork	Vory Good Teamwork	Excellent Teamwork
NOTE: For a s whole number)			teria I, II, III, V,	VI, and VII and en	nter that result (to	the nearest

		IP BETWEEN TH ord choice, attitude				munications.
	ay this team m its client's bes	anage its rela	ip will	the other team con	tribute to or d	letract from
7	Na inix	5 satust tabil!	4 -	3 - 17	:moi2mgiasC	$\binom{1}{1}$
Relationship Managed Very Poorty	Relationship Managed Poorty	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship menaged extremely well
Criteria V analysis,	VI and VII sho	orld be completed	after be	oth teams have co	mpleted thei	ir self
Students v following (1) "In ref you do the (2) "How	questions: lecting on the same and who well did your s	IS 10-minute period be entire negotiation, at would you do distrategy work in releases analysis during the	if you faction to	ced a similar situat?" the outcome?"	O FLATEOMY	w, what would
		analysis during the learned from today			uately underst	tood the
7 Did not understand or learn at all	6 Did not understand learn	5 or Did not understand or learn much	4 Neutral	3 Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards	of the legal pro	GETHICS on, do you believe ofession? For exar serving material fa	nple, 1)	did the team misre	ved or violate present mater	
TEAM O	BSERVED ETHI	CAL STANDARDS	or	TEAM VIOLATED	ETHICAL STA	NDARDS
that, in yo	ur judgment, tl	OLATED ETHICA he team should be of ES, DISQUALIFY	disqualifi	ied from the comp	etition? Circl	
Please exp	olain in detail:	Barron Home	1500	Buatarenna about		

	EVALUA (Each jude	TION CRITE ge should receive four cop		KV-JUDGIN ation Criteria Form-Ju		1351
Judge's Nam	TO A	nd implied and	and tone, s	choice, attitude	Room	251
Team Letter	Designation:	7-19		Client Name:		
Negotiation (Please circl		ition level—Regio	onal or Nat	ional / and mark	k the round ob	Vienagosi Viery Ma
	Round #1	Rou	nd #2	Final:	no is the following	The child
					-AMALYSIS	VI. SELL
	should be cong for the sel	ompleted follow If-analysis,	ing the end	l of the negotial	tion and whil	e the feams.
This scale as tactics reason	sesses whethenably designe	PLANNING er the team was f ed to the situation s performance an	set out in t	h the facts and lathe fact pattern.		strategy and
7	6	5 , 1000	4	3	2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	RD HORESTIDIES
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared whatepolicus roof b	Highly Prepared
This scale as whether their work effective	sesses whether strategy and vely in the co	N DEVIATING er the negotiators if tactics seemed sontext of the actual formation or to un	s seemed re scripted or o al negotiation	sponsive to the rotherwise pre-ploon. Was this tea	negotiation as anned in a wa un able to ada	it unfolded one it that did no
7	6	2 253110-0111-15248	4 4	3	2	mass and tale
Very MAAAA Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh		SESSION ved in the negotial egardless of whether			o what extent	
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 wel	Goals served very well
How effective	MWORK ve were the neutral backup?	egotiators in worl	cing togeth	er as a team, in s	sharing respor	nsibility, and
7	6	5	4	(3)	2	1
	acking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a whole number)	single-person te as the teamwor	am, average criteria k rating.	ı <i>I, II, III, V</i> , 1	VI, and VII and ente	er that result (to	the nearest

outcome of the session, regardless of whether agreement was received struction front's goals?

YES, DISQUALIFY

NO, DO NOT DISQUALIFY

Please explain in detail:

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

Judge's Na	me: Brandin L	<u>cepoldus</u> ce	11 #	Date: 9/2	1/13 Room #:	US
Team Lette	er Designation	B-14		Client Name: <u>U</u>	SC	unieving its
Negotiatio (Please circ		ition level—Reg	ional or Na	ntional / and mari	k the round obs	Amegica Very N
	Round #1	Ro	und #2 <u>/</u>	Final:	nostritus (sec	
	V should be e		wing the en	d of the negotia	tion and while	
This scale a tactics reas	assesses wheth onably design		on set out in	ith the facts and lettern. the fact pattern. rent strategy?	aw and had a st	
7	6	5	4	(3)	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
whether the work effect	eir strategy and tively in the co	d tactics seemed ontext of the act	l scripted or ual negotiat	esponsive to the rootherwise pre-place. Was this teamoves by the opposite of the control of the	anned in a way am able to adap	that did no
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on w		ved in the negot		he self-analysis, t nent was reached		
7	6	5	4	(3)	2	1
Gouis not served at all	f Goals not serve	d Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effect	AMWORK ive were the nutual backup	•	rking togetl	her as a team, in s	sharing respons	sibility, and
7	6	5	4	$(\overline{3})$	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person te er) as the teamwo		ria I, II, III, V,	VI, and VII and ente	er that result (to t)	he nearest

_	(A.3	interests?	77%	7	1000000	
/	6	N Some Names	4 -	(3)	:Hot2ngize()	to Hall I than
Relationship Managed Very Poorly	Relationship Managed Poorty	Relationship Managed Somewhat Poorly	Newvel	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Triteria V malysis.	T and VII sho	uld be complete	d after ho	th teams have co	mpleted thei	r self-
Students vollowing  1) "In ref	questions: lecting on the e	0-minute period	, if you fac	ing directly to the		
		rategy work in re	•	The State of the S	OTTATION display species	Digge This seate as
		analysis during the		ession, how adequation?	uately underst	ood the
7	6	5	4	3	(2)	1
oid not nderstand or earn at all	Did not understand or learn	r Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood an learned extremely well
ased on tandards	of the legal pro	n, do you believe fession? For exa	imple, 1) d	iating team observed id the team misre Select and circle or	present mater	
nd the tea		AL STANDARDS	or	TEAM VIOLATED I	ETHICAL STA	NDARDS
	BSERVED ETHIS			F1786_F732_6138		
TEAM OF	led TEAM VIC	DLATED ETHIC		DARDS, was the	/	— 16.76.76
TEAM OF	led TEAM VIC ur judgment, the	DLATED ETHIC	disqualific		etition? Circle	— 10.26.26
TEAM OF	led TEAM VIC ur judgment, the	DLATED ETHIC e team should be	disqualific	ed from the compo	etition? Circle	Coals an accept
TEAM OF the state	eled TEAM VIC ur judgment, the YES	DLATED ETHIC e team should be s, DISQUALIFY	disqualific	ed from the compo	etition? Circle	Coale Let served
TEAM OF you circ hat, in you	eled TEAM VIC ur judgment, the YES plain in detail:	DLATED ETHIC e team should be s, DISQUALIFY	disqualific	ed from the compo	etition? Circle	Coatema of

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

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

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

Team Letter	Designation: _	B-14		Client Name:(	15 C	- 4
Negotiation Please circ		on level—Reg	ional or Na	tional / and mark	the round obs	Wasagad Vary W
	Round #1 _	Rot	und #2	Final:		ivaceus. Selva
	should be con		ving the en	d of the negotiat	ion and while	
I. NEC	GOTLATION Passesses whether	LANNING the team was		th the facts and la the fact pattern.		trategy and
this team, ju	idging from its p	erformance a	nd its appar	ent strategy?	rentre softwar Verentresend b	Sesed on the negotiations
7	6	5	4	$\begin{pmatrix} 3 \end{pmatrix}$	2	1
				1.46 (2.47 (1.47 (1.47)))		TTI A.A.
Unprepared	Unprepared  EXIBILITY IN	Somewhat Unprepared  DEVIATING	Neutral  FROM P	Somewhat Propered LANS OR ADA	PTING STRA	no Boahickin
Unprepared  II. FLE This scale as whether the work effecti	EXIBILITY IN ssesses whether ir strategy and to vely in the cont	Unprepared  DEVIATING the negotiator actics seemed ext of the actu	G FROM Pros seemed respectively or seemed or seripted or seemed in the s	LANS OR ADA esponsive to the r otherwise pre-plaion. Was this teal moves by the opp	negotiation as i anned in a way m able to adap	ATEGY it unfolded of that did no
This scale as whether the work effecti	EXIBILITY IN ssesses whether ir strategy and to vely in the cont ple, to new infor	Unprepared  DEVIATING the negotiator actics seemed ext of the actu	G FROM Property seemed respectively and negotiation of the property of the pro	esponsive to the rotherwise pre-plaion. Was this teamoves by the opp	negotiation as i anned in a way m able to adap	ATEGY it unfolded of that did not its strategy
Unprepared  II. FLE This scale as whether the work effection for example  Very Inflexible  III. OUT Based on will	EXIBILITY IN ssesses whether ir strategy and to vely in the cont ple, to new infor  6 Inflexible FCOME OF SE that you observed	Unprepared  DEVIATING the negotiator actics seemed ext of the actumation or to u  5 Somewhat Inflexible CSSION d in the negoti	G FROM Pros seemed rescripted or lal negotiation for seem rescripted or lateral seems rescripted to the lateral seems rescript	esponsive to the rotherwise pre-plation. Was this teamoves by the opp	negotiation as in anned in a way mable to adaptosing team?  2  Floxible  o what extent	ATEGY it unfolded of the tits strategy  Highly Flexible
Unprepared  U. FLE This scale as whether the work effects to for example  Very Inflexible  UI. OUT Based on whoutcome of	EXIBILITY IN ssesses whether ir strategy and to vely in the cont ple, to new infor  6 Inflexible FCOME OF SE that you observed	Unprepared  DEVIATING the negotiator actics seemed ext of the actumation or to u  5 Somewhat Inflexible CSSION d in the negoti	G FROM Pros seemed rescripted or lal negotiation for seem rescripted or lateral seems rescripted to the lateral seems rescript	esponsive to the rotherwise pre-plation. Was this teamoves by the opp	negotiation as in anned in a way mable to adaptosing team?  2  Floxible  o what extent	ATEGY it unfolded of the tits strategy  Highly Flexible
Unprepared  II. FLE This scale as whether the work effects to for examply Very Inflexible III. OUT Based on whoutcome of Goals not served	EXIBILITY IN ssesses whether ir strategy and to vely in the cont ple, to new infor  6 Inflexible  FCOME OF SE that you observed the session, regar	Unprepared  DEVIATING the negotiator actics seemed ext of the actumation or to u  5 Somewhat Inflexible CSSION d in the negoti	G FROM Pros seemed rescripted or lal negotiation for seem rescripted or lateral seems rescripted to the lateral seems rescript	esponsive to the rotherwise pre-plation. Was this teamoves by the opp	megotiation as in anned in a way mable to adaptosing team?  2  Floxible  o what extent a serve the client	ATEGY it unfolded of the tits strategy  Highly Flexible did the nt's goals?
Unprepared  II. FLE This scale as whether the work effects to for examply  Very Inflexible  III. OUT Based on whoutcome of the outcome of the control of the	EXIBILITY IN ssesses whether ir strategy and to ively in the controle, to new infor  6 Inflexible  FCOME OF SE hat you observed the session, rega  6 Goals not served	Unprepared  DEVIATING the negotiator actics seemed ext of the actumation or to use  Somewhat Inflexible  CSSION d in the negotiardless of whe  Goals somewhat not served	G FROM Pros seemed rescripted or all negotiation for eseen rescripted and the second s	esponsive to the rotherwise pre-plation. Was this teamoves by the opp  3 Somewhat Flexible  ne self-analysis, to the self-analysis,	megotiation as is anned in a way mable to adaptosing team?  2 Floxible  o what extent a serve the client 2  Goals served well	ATEGY it unfolded of that did not its strategy  Highly Flexible did the nt's goals?  Coals served very well
Unprepared  II. FLE This scale as whether the work effects to for example  Very Inflexible  III. OUT Based on whoutcome of the outcome of the served at all  IV. TEA How effects	EXIBILITY IN ssesses whether ir strategy and to ively in the conto ple, to new infor  6 Inflexible  FCOME OF SE hat you observed the session, regal  6 Goals not served  MWORK we were the negot	Unprepared  DEVIATING the negotiator actics seemed ext of the actumation or to use  Somewhat Inflexible  CSSION d in the negotiardless of whe  Goals somewhat not served	G FROM Pros seemed rescripted or all negotiation for eseen rescripted and the second s	esponsive to the rotherwise pre-plation. Was this teamoves by the opp  3 Somewhat Flexible  ne self-analysis, to the self-analysis,	megotiation as is anned in a way mable to adaptosing team?  2 Floxible  o what extent a serve the client 2  Goals served well	Prepared ATEGY it unfolded of that did not its strategy  Highly Flexible did the nt's goals?  1 Goals served very well

						E manneloux
This scale	focuses on wo	IP BETWEEN Tord choice, attitud	and tone	, and implied an	d explicit com	
		anage its remitted	hip with t	he other team co	entribute to or	detract from
achieving	its client's bes	1 1				Franks Francis
7	6	59meV Jasil	4	3	_ inDi2	CHIM) LETTER L
Relationship Managed Very Poorly	Relationship Managed Poorty	Relationship Managed Somewhat Poorty	Neutral	Relationship Manas Somewhat Well	ed Relationship managed well	Relationship managed extremely well
Criteria V analysis.	VI and VII sh	ould be complete	d after be	oth teams have c	completed the	ir seff-
Students v following (1) "In ref you do the	questions: lecting on the same and wh	IS 10-minute period lentire negotiation, at would you do destrategy work in re-	if you fac ifferently/ elation to t	ced a similar situ he outcome?"	ation tomorrov	
negotiation		analysis during the learned from toda		session, how ade	quately unders	tood the
7 Did not understand or learn at all	6 Did not understand learn	or Did not understand or learn much	4 Neutral	3 Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards	of the legal pr	GETHICS on, do you believe ofession? For exa serving material fa	mple, 1) o	lid the team miss	represent mate	
TEAM OF	BSERVED ETHI	CAL STANDARDS	) r	TEAM VIOLATEI	ETHICAL STA	NDARDS
that, in yo	ur judgment, t	OLATED ETHIC he team should be	disqualifi	ed from the com	petition? Circl	le one: ,,,,,,,
Caleon 2		ES, DISQUALIFY		NO, DO NOT DISC		is to earostun
Please exp	plain in detail:	novem that)	pressy.	hallaceutas stanul byrote tim	Biological Co.	

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

Judge's Name: A Name:	Client Name: P. S. M.
Negotiation judged: (Please circle the competition level—Regional or Na	tional / and mark the round observed)
Negotiation judged: (Please circle the competition level—Regional or Na	
Round #1 Round #2	Final:
Criteria 1-V should be completed following the en are preparing for the self-analysis.  L. NEGOTIATION PLANNING  This scale assesses whether the team was familiar witactics reasonably designed to the situation set out in	th the facts and law and had a strategy and
this team, judging from its performance and its appar	OPE at a brack of the
7 6 5 4  Very Unprepared Somewhat Neutral Unprepared	Somewhat Prepared Highly Prepared Prepared
II. FLEXIBILITY IN DEVIATING FROM P. This scale assesses whether the negotiators seemed rewhether their strategy and tactics seemed scripted or work effectively in the context of the actual negotiat to for example, to new information or to unforeseen	esponsive to the negotiation as it unfolded or otherwise pre-planned in a way that did not ion. Was this team able to adapt its strategy
7 6 5 4	$\begin{pmatrix} 3 \end{pmatrix}$ $\begin{pmatrix} 2 \end{pmatrix}$ 1
Very Inflexible Somewhat Neutral Inflexible	Somewhat Flexible Highly Flexible
Based on what you observed in the negotiation and to outcome of the session, regardless of whether agreem	
7 6 5 4	3 2 1
Goals not served Goals not served Goals somewhat Neutral at all	Goals served well Goals served very well
IV. TEAMWORK How effective were the negotiators in working togetl providing mutual backup?	ner as a team, in sharing responsibility, and
7 6 5 4	$3 \qquad \left(\begin{array}{c} 2 \\ \end{array}\right) \qquad 1$
Totally lacking Lacking teamwork Somewhat lacking in Neutral in teamwork	Somewhat good Very Good Excellent teamwork Teamwork

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

USC

		\$100 Profession   100 P	The second secon	OTIATING TE	TO SCHOOL SPINS A LABOUR ST. P.	
		rd choice, attitud				
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The Lyaluation Criteria Learns will be confested by the competition administrator PRIOR to the

Attachment B		TION CRITE				S rag v
Judge's Nam	mplicit	ge ahould receive four cop	ŋ	Date:	Room #	:225
Team Letter	Designation:	A-5		Client Name: _	SHE LENO STEDIN	YELL WILLY US
Negotiation (Please circl	A THE RESERVE THE PROPERTY OF THE PARTY OF T	ition level—Regio	onal or Na	tional / and ma	rk the round ol	bserved)
	Round #1	Roun	nd #2	Final:	oincie (i 756a	1. 1 / 31 (50) + 1 24 (50) - 2
Criteria I-V are prepari		ompleted follow f-analysis.	ing the en	d of the negoti	ation and whi	Valley Services
This scale as tactics reason	sesses whethenably designe	PLANNING er the team was f ed to the situation s performance an	set out in	th the facts and the fact pattern		strategy and
7	6	5	4	3	(2)	(in the contribution)
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether their work effective	sesses whether strategy and vely in the co	N DEVIATING er the negotiators I tactics seemed so ntext of the actual formation or to un	seemed recripted or all negotiat	esponsive to the otherwise pre- ion. Was this to	e negotiation as planned in a wa cam able to ada	it unfolded or by that did not
7	6	o serio des roes	4	3	2	magi anti bit.
Very MANUAL Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	IADAM Flexible	Highly Flexible
Based on wh		SESSION yed in the negotianger				
7	6	5	4	3	2	1
Goals not served at all	Goals not served	Goals somewhat of not served	Neutral	Goals serve somewhat	d Goals served we	Goels served very well
How effective	MWORK Te were the neutral backup?	egotiators in work	cing togeth	ner as a team, in	sharing respon	nsibility, and
7	6	5	4	3	2	$\left(\begin{array}{c} i \end{array}\right)$
Totally lacking Lin teamwork	acking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good tearnwork	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.

Somewhat lacking in teamwork

Very Good Teamwork

						ti momiliar
v. R	ELATIONSHII	BETWEEN T	HE NEG	OTIATING TEA	MS	
Did the w	ay this team ma	nage its relations		e, and implied and the other team con	_	
achieving	its client's best					
7	6	lient Name <sub>2</sub>	4	3	_inor2myresC	catto J catter-I
Relationship Managed Very Poorly	Relationship  Managed Poorty	Relationship Managed Somewhat Poorty	Neutral	Relationship Manager Somewhat Well	d Relationship managed well	Relationship managed extremely well
Criteria ' analysis.	VI and VII shot	ıld be completed	l after be	oth teams have co	ompleted thei	r self-
Students of following (1) "In ref you do the (2) "How	questions: flecting on the endersame and what well did your st	D-minute period landire negotiation, would you do dirategy work in re	if you far ifferently elation to	SECURITY TO SECURE AND ASSESSED.	tion tomorrov	v, what would
		earned from tode				POLITICAL ENVI
7	6	5	4	3	2	1
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Salaou a	serve the chem!		TENNICE T	Manufacture No.		The servicion
	YES	S, DISQUALIFY		NO, DO NOT DISQ	UALLFY	

Please explain in detail: providing mutual beckup?

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

They lynduction Criterial prins will be collected by the competition administrator PRIOR to the

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

Judge's Na	me: Brandon L	egoldu (	Cell#	Date: 9/2	(13 Room #:	
Team Lette	r Designation	: A-S		Client Name:	Simon	achieving its
Negotiation (Please circ	<b>judged:</b> cle the compe	tition level—R	egional or No	ational / and mar	k the round obs	erved)
	Round #	F	Round #2	Final:		
the state of the s	V should be c		lowing the cr	nd of the acgoda	ition and while	
This scale a tactics rease	ssesses wheth onably design		as familiar w tion set out in	ith the facts and lather fact pattern.	law and had a st	trategy and
7	6	s periormane.	4	Amos work baum	lynamics and len	negoriation d
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral Impairé	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effect	issesses wheth ir strategy and ively in the co	ner the negotiand tactics seem context of the a	tors seemed red scripted or ctual negotia	responsive to the otherwise pre-ption. Was this te moves by the op	negotiation as i lanned in a way am able to adap	t unfolded of that did no
7	6. ************************************	5 a moracinose, ve	(4)	3 Somewhat	2 Amerikanakan	l
Inflexáble	muexible	Somewhat Inflexible	Neutral	Somewnar Flexible	Flexible	Highly Flexible
Based on w	hat you obser	ved in the neg	otiation and t	he self-analysis, nent was reached	to what extent of the client o	did the
7	6	2 S TON TON	4	A ST TYROGERS.	(2)	1
Goals not served at all	Goals not serve	ed Goals somew not served	hat Neutral	Goals served somewhat	Goals served well	Goals served very well
How effect	AMWORK ive were the notual backup	•	vorking toget	her as a team, in	sharing respons	sibility, and
7	6	5	4	(3)	2	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking teamwork	in Neutral	Somewhat good teamwork	Very Good Tesmwork	Excellent Teamwork
	single-person to r) as the teamwo		teria I, II, III, V,	, VI, and VII and ent	er that result (to th	he nearest

	6 ( 1)	S 5 serior invil	4 -	(3)	_ indizingies C	cam Letter
Relationship Managed Very Poorly	Relationship Managed Poorty	Relationship Managed Somewhat Poorty	Neutral	Relationship Manage Somewhat Well	d Relationship managed well	Relationship managed extremely wel
Criteria V malysis.	Fund VII sho	uld be completed	Lafter bo	th teams have co	ompleted thei	r self-
Students vollowing (1) "In ref	questions: lecting on the e same and wha	S 0-minute period b ntire negotiation, t would you do di trategy work in re	if you fac fferently?	ed a similar situa		
		analysis during the learned from toda			quately underst	ood the
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did the tea TEAM OF		AL STANDARDS		TARROS		
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TEAM OF f you circ hat, in you	eled TEAM VIC ur judgment, th	DLATED ETHICA e team should be s, DISQUALIFY	AL STAN	DARDS, was the ed from the comp	e ethical violate certification? Circle CUALIFY	tion so seve e one: haspe to amount

The hydraution Coloria Lorins with be collected by the competition administrator PRIOR to the

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

		ge should receive four copi				V. REL
Judge's Na	me: <u>KC30</u>	Pente Celli		Date: 9/	2/ Room #:	316
Team Lette	/ ' r Designation:	B-15	C	lient Name:	USC	achieving it
Negotiatio	The same of the sa	ition levelRegio	nal or Nati	ional / and mark	the round obs	Mathaged Very
	Round #1			Final:		
					F-analysh	ISS IV
	V should be earing for the sel	ompleted followi If-analysis:	ig the end	of the negotiat	ion and while	the teams
This scale a tactics reas	onably designe	PLANNING er the team was fa ed to the situation a	set out in t	he fact pattern.	w and had a st	rategy and
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Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effect	assesses whether eir strategy and tively in the co	N DEVIATING 1 er the negotiators I tactics seemed so ntext of the actual formation or to un	seemed res cripted or of negotiation	sponsive to the notherwise pre-place. Was this team	egotiation as i anned in a way m able to adap	t unfolded or that did not
7	6	5	4	3	2	1 1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Plexible And	Highly Flexible
Based on w		SESSION wed in the negotiate gardless of wheth		e self-analysis, to		lid the
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Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effect	AMWORK ive were the ne nutual backup?	egotiators in work	ing togethe	er as a team, in s	haring respons	ibility, and
7	6	5	4	3	$\left(\begin{array}{c}2\end{array}\right)$	1
Totally backing 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 a respectant implied and explicit communications. Did the way this team manage its relating the other team contribute to or detract from achieving its client's best interests? Team Letter Design Cion Relationship Relationship Relationship Relationship Managed Relationship Relationsh Neutral Managed Very managed Managed Poorly Somewhat Well Managed managed well Poorly extremely well Sunewhat **Poorty** Cyiteria VI and VII should be completed after both teams have completed their selfanálysis. 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? 6 4 1 Did not Understood and Did not understand or Did not understand or Understood And Neutral Understood and understand or learned Learned Somewhat learned well Icam at all extremely well **NEGOTIATING ETHICS** Based on your observation, do you believe the negotiating team observed or violated the ethical standards of the legal profession? For example, 1) did the team misrepresent material facts? 2) did the team invent self-serving material facts? etc. Select and circle one: TEAM OBSERVED ETHICAL STANDARDS TEAM VIOLATED ETHICAL STANDARDS If you circled TEAM VIOLATED ETHICAL STANDARDS, was the ethical violation so severe that, in your judgment, the team should be disqualified from the competition? Circle one:

YES, DISQUALIFY

Please explain in detail:

NO, DO NOT DISQUALIFY

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

The Uvaluation Criteria Logans will be collected by the competition administrator <u>PRIOR</u> to the The Judges payriding feedback to the last exorganis see a

			RIA FO	RM_JUDGI		teg s
nunications	DO.	should receive four con		Criteria Form—Ju	adging Scales.)	2110
Judge's Nam	ie: A Chill	Ce Ce	100	Date: 91/	21 Room #:	MEMORALE III
Team Letter	Designation:	H-4		Client Name:	Suman	)
Negotiation (Please circle		ion level—Regio	nal or No	ational / and mar	k the round obs	erved)
	Round #1	Кош	nd #2	Final:	Confort Chair	
		tan in the same			F-ANALYSIS	138 .14
	should be co ig for the sell	7.1	ng the er	id of the acgoria	tion and while	the teams
This scale as tactics reason	nably designed	r the team was fa	set out ir	ith the facts and lathern.		trategy and
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Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared  ( no homorobous northic	Highly Prepared
This scale as whether their work effective	sesses whether strategy and vely in the cor	r the negotiators tactics seemed s text of the actua	seemed recripted or all negotiar	PLANS OR ADA responsive to the r otherwise pre-p tion. Was this te moves by the op	negotiation as i lanned in a way am able to adap	t unfolded or that did not
7	6	5 5	4	3	2	mersen no
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Frexible	Flexible 45	Highly Flexible
Based on wh		ed in the negotia		he self-analysis, nent was reached		
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Goals not served at all	Goals not served	Goals somewhat	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effectiv	MWORK e were the neg tual backup?		NL PL ting toget	WN LLM her as a team, in	) sharing respons	ibility, and
7	6	5	4	3	2	1
Totally lacking La in teamwork	_	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	single-person tea as the teamwork		I, II, III, V,	VI, and VII and ent	er that result (to th	ne nearest

v. RE	ELATIONSH	IP BETWEEN T	HE NEG	OTIATING TE	AMS	A. CINSTANCO
This scale Did the wa	focuses on wo	ord choice, attitude anage its relations		d implied and	d explicit com	
achieving	its client's bes	t interests?		120		comment of the let
7	6	5	4 -	3	_inergagase	10861 [1861
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Paprty	Neutra)	Relationship Manage Somewhat Well	ed Relationship managed well	Relationship managed extremely well
Criteria V analysis.	Land VII sh	ould be completed	l after bo	th teams have c	ompleted the	ir self-
Students v following (1) "In refl you do the	questions: lecting on the same and wha	IS 10-minute period l entire negotiation, at would you do d strategy work in re	if you fac	ced a similar situa	ation tomorrov	
		analysis during the			quately unders	tood the
Did not understand or learn at all	Did not understand learn	or Did not understand or leasn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on y	of the legal pri	G ETHICS on, do you believe ofession? For exa serving material fa	mple, 1) a	lid the team misr	rved or violate epresent mate	d the ethical
TEAM OF	SSERVED ETHI	CAL STANDARDS	Of amala	TEAM VIOLATED	ETHICAL STA	NDARDS
-	ur judgment, ti	OLATED ETHIC ne team should be	disqualifi	ed from the comp	petition? Circl	e one:
rainog al		ES, DISQUALIFY		NO, DO NOT DISQ		Outcome or v
Please exp	olain in detail:	George screed somewhat	krausis	terficonica electic)	bayes for elack)	beventani delili Nove
bas viilid	ienogen anh	W. T.C.C.C. T lot 85 8 teams. in sh	N.S. P.P. ing elegan	stow at storation	NWORK re were the re utual backup?	How effective

Frank) Institute Lacksby blumwork. Suprembut Indiang sa. in consequence. PLEASE be sure to complete ALL categories before turning in this form. NOTE: For a single-par

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Excellent Leanwork

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The Language on Criteria Lorms will be collected by the competition administrator <u>PRIOR</u> to the

Newtra

ttachment B						
		ION CRITE should receive four cop				189 .V
nuntications.	egen junge	MADE DE LO COL		on Criteria Porti	ging Scales.)	This scale fo
Judge's Nam	e: Brus	Cell	P.	Date: 9/3	Room #:	198
Team Letter	Designation: _	B-18		ient Name:	USC	ки Зимония
Negotiation (Please circle		on level—Regio	onal of Natio	mal/ and mark	the round obs	served)
	Round #1 _	Rou	nd #2 V	Final:	oodelts by	17.010.00
					R ANALYSE	VI SEL
	should be cor ig for the self-	npleted follow analysis.	ing the end o	of the negotiat	ion and while	the teams
This scale as tactics reason	nably designed	LANNING the team was f to the situation performance an	amiliar with set out in the	e fact pattern.	w and had a s	trategy and
7	6	5	4	3	2	
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
II. FLEX	XIRIT.ITV IN	DEVLATING	FROM PLA	ANS OR ADA	PTING STR	ATEGY
This scale as whether their work effective	sesses whether strategy and to	the negotiators actics seemed stext of the actual remation or to un	s seemed resp scripted or ot al negotiation	oonsive to the n herwise pre-plan. Was this tea	egotiation as i unned in a way m able to adap	it unfolded or y that did not
7	6	5	4	3	('2)	thest still not
Very Manager Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible 750	Highly Flexible
Based on wh		ESSION  d in the negotia  ardless of wheth	tion and the		what extent	did the
7	6 YHJAUK	5	4	ZHUA UERIG A	( 2 )	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effectiv	MWORK e were the neg itual backup?	otiators in work	cing together	as a team, in s	haring respons	sibility, and

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

Neutral

3

Somewhat good teamwork

Very Good Teamwork

1

Excellent

Teamwork

5

Somewhat lacking in teamwork

6

Totally lacking Lacking teamwork

in teamwork

	6	same/ mail	4 -	3 3	thoragiesG	To 134 (1)
Relationship Managed Very Poorty	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely wel
Criteria V malysis,	VI and VII sho	ntd be completed	l after bo	th teams have co	mpleted thei	r self-
Students vollowing (1) "In ref	questions: lecting on the e	0-minute period	if you fac	ing directly to the		
		trategy work in re	_	THE RESERVE AND ADDRESS OF THE PARTY OF THE	OTIATION sesses wheth	ende disserte as
		analysis during th learned from toda		session, how adequation?	uately underst	ood the
7	6	5	4	3	2	// 1/
		hidwerene	Watter?	Somewhat	herogonarid	Understood a
Oid not inderstand or earn at all	Did not understand of learn.	r Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	learned extremely we
widerstand or earn at all VII. NI Based on standards	EGOTIATING your observatio of the legal pro	ETHICS  n, do you believe fession? For exa	the negot	Learned Somewhat	ved or violated present mater	learned extremely we
vII. NI Based on standards did the tea	EGOTIATING your observatio of the legal pro um invent self-s	ETHICS  n, do you believe fession? For exa	the negot mple, 1) d acts? etc. S	Learned Somewhat iating tearn observ lid the tearn misre	ved or violated present mater ne:	learned extremely we determined the ethical facts? 2
vII. NI Based on standards did the tea	EGOTIATING your observatio of the legal pro um invent self-s BSERVED ETHIC	ETHICS  n, do you believe fession? For exa erving material fa  CAL STANDARDS  DLATED ETHIC	the negot mple, 1) d acts? etc. S	Learned Somewhat iating tearn observal id the tearn misre Select and circle o	ved or violated present mater ne: ETHICAL STAI	d the ethica ial facts? 2
VII. NI Based on standards did the team	EGOTIATING your observatio of the legal pro um invent self-s ESERVED ETHIC cled TEAM VIC	ETHICS  n, do you believe fession? For exa erving material fa  CAL STANDARDS  DLATED ETHIC	the negot mple, 1) d acts? etc. S or AL STAN disqualifi	Learned Somewhat isting team observation the team misre Select and circle of TEAM VIOLATED	ved or violated present materine: ETHICAL STAI ethical violate etition? Circle	learned extremely we determined the ethical racts? 2
VII. NI Based on standards did the tea TEAM OF	EGOTIATING your observatio of the legal pro um invent self-s ESERVED ETHIC cled TEAM VIC	ETHICS  n, do you believe fession? For exa erving material fa CAL STANDARDS  DLATED ETHIC e team should be	the negot mple, 1) d acts? etc. S or AL STAN disqualifi	Learned Somewhat isting team observable the team misre Select and circle of TEAM VIOLATED DARDS, was the ed from the components.	ved or violated present materine: ETHICAL STAI ethical violate etition? Circle	learned extremely we determined the ethical racts? 2
VII. NI Based on standards did the tea TEAM Off that, in you	EGOTIATING your observatio of the legal pro um invent self-s ESERVED ETHIC cled TEAM VIC ur judgment, th  YE plain in detail:	ETHICS  n, do you believe fession? For exa erving material factoring m	the negot mple, 1) d acts? etc. S or AL STAN disqualifi	iating team observable the team misre Select and circle of TEAM VIOLATED INTERMITED TO TEAM VIOLATED INTERMITED TO TEAM THE COMPAND OF THE CO	ved or violated present materine: ETHICAL STAIL ethical violate ethical violated tition? Circle	d the ethica ial facts? 2

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

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

(Each judge should receive four copies of the Evaluation Criteria Form-Judge's Name: Cell # Team Letter Designation: Client Name Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) 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 Highly Very Unprepared Somewhat Neutral Somewhat Unprepared Unprepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 Very Inflexible Somewhat Flexible Highly Neutral Somewhat Flexible Inflexible Inflerible Elexible III. OUTCOME OF SESSION MACHAEVA TO JACHAET SCHOOL MACH belond now I Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 1 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well not served somewhat very well at all IV. **TEAMWORK** How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 5 2 1 6 Somewhat good Excellent Totally lacking Lucking teamwork Somewhat lacking in Neutral Very Good in tearnwork teamwork Teamwork teamwork Teamwork

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

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 Levaluation Categias forms will be volvered by the competition administrator PRIOR to the Filles providing bedback to the list two temas.

7

in teamwork

Totally lacking Lacking teamwork

#### Attachment B EVALUATION CRITERIA FORM-JUDGING SC (Each judge should receive four copies of the En-Date: 98/13 Room #: 128 Judge's Name: A. Flores Cell# Team Letter Designation: 3 · ( ) Client Name: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #2 Final: Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 1 Vегу Somewhat Somewhat Highly Unprepared Neutral Unprepared Unprepared Prepared П. FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 6 5 1 Very Inflexible Somewhat Neutral Highly Somewhat inflexible Inflexible Flexible 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 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well not served somewhat very well at ali **TEAMWORK** IV. How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup?

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

Neutral

3

Somewhat good

teamwork

Very

1

Excellent

Team work

5

teamwork

Somewhat lacking in

achieving	its client's bes	_	ship with t	he other team cont	ribute to or o	munications. detract from
7 Relationship Managed Very Poorly	6 Relationship Managed Poorly	5 Relationship Managod Somewhat	4 Neutral	3 Relationship Managed Somewhat Well	2 Relationship managed well	Relationship managed extremely well
Criteria V analysis,	T and VII sh	Poorly ould be complete	d after bo	oth teams have co	mpleted the	ir self-
Students w following (1) "In refl you do the (2) "How v	questions: ecting on the same and wh well did your	10-minute period entire negotiation at would you do d strategy work in n	, if you fac lifferently? elation to t	the outcome?"	ion tomorrov	w, what would
		analysis during the learned from today		session, how adequation?	nately unders	tood the
7	6	5	4	3	$\sqrt{2}$	1
Did not understand or learn at all	Did not understand learn	or Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned corremely well
Based on y standards of did the tea	of the legal prominvent self- eserved ethic	on, do you believe ofession? For exa serving material f CAL STANDARDS	ample, 1) of acts? etc. S	isting team observation the team misrepole of the team misrepole of the team violated in the team observation in the	present mate ne: ETHICAL STA ethical viola	rial facts? 2)  NDARDS  tion so severe
that, in you				ed from the compe		le one:
	Υ.	ES, DISQUALIFY		NO, DO NOT DISQU	JALIFY	

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

The Lyaluation Criteria Louins will be collected by the competition administrator PRIOR to the

### EVALUATION CRITERIA FORM-JUDGING SCALES

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

Judge's Name	: Konze	Cel		Date: <u>09/2</u> 1	Room #:_	229
Team Letter I	Designation:	813	Client	Name:(	JSC	
Negotiation j (Please circle	udged: the competition	ı level—Region	al or National	and mark l	the round obse	erved)
	Round #1	Round	1 #2 <u>X</u>	Final:	_	
are preparin  I. NEGO	should be comp g for the self-a DTIATION PL esses whether the	nalysis.  ANNING				
tactics reason	ably designed to ging from its pe	the situation s	et out in the fa	ct pattern. H	low well-prep	ared was
7	6	5	4	3	(2)	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale ass whether their work effective	TBILITY IN E esses whether the strategy and take ely in the context e, to new inform	ne negotiators s ctics seemed sc kt of the actual	eemed respons ripted or other negotiation. V	sive to the ne wise pre-plan Vas this tean	egotiation as it nned in a way n able to adapt	unfolded or that did not
7	6	5	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wha	COME OF SES at you observed ae session, regar	in the negotiati	on and the self or agreement w	-analysis, to as reached, s	what extent d serve the clien	id the t'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
	MWORK  were the negot tual backup?	iators in worki	ng together as	a team, in sh	aring responsi	ibility, and
7	6	5	4	3	2	1
Totally lacking Lac in teamwork		newhat lacking in	Neutral Some		Very Good Teamwork	Excellent Teamwork
NOTE: For a si	inele-person team,	average criteria I	II, III, V, VI, and	l VII and enter	that result (to the	e nearest

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

		IP BETWEEN T				
This scale	focuses on we	ord choice, attitude	and tone	, and implied and	explicit com	munications.
		anage its relations	hip with t	he other team con	tribute to or o	detract from
acmeving	its client's bes	t 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 V analysis.	Land VII sh	ould be completed	l after bo	th teams have co	mpleted the	ir self-
Students v following (1) "In refl you do the	questions: lecting on the same and wha	IS 10-minute period bentire negotiation, at would you do distrategy work in re-	if you fac fferently?	ed a similar situat	-	
		analysis during the learned from toda			nately unders	tood the
7	6	5	4	3	(2)	1
Did not understand or learn at all	Did not understand learn	or Did not understand or learn much	Noutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on y standards of	of the legal pro	ETHICS on, do you believe ofession? For examering material fa	nple, 1) d	id the team misre	present mater	
TEAM OB	SERVED ETHIC	CALSTANDARDS	or '	TEAM VIOLATED E	ETHICAL STA	NDARDS
_		OLATED ETHICA te team should be				
	YE	S, DISQUALIFY	1	NO, DO NOT DISQU	ALIFY	
Please exp	ain in detail:					

The Fixal agron Criteria Bosins will be soldered by the compositions administrator PRIOR with the Fixal State of the State of Sta

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 Na	me: RADMAT	ANE MENT	Cell	ate: 91	21/13 Room #:	217
	r Designation	0	)	Client Name: _	usc	schleving its
Negotiation (Please circ	SECTION AND DESCRIPTION OF THE PERSON OF THE	tition level—R	egional or N	ational / and ma	ork the round obs	erved)
	Round #1	I I	Round #2	Final:		
	V should be c ing for the se		lowing the e	nd of the negoti	ation and while	the teams
This scale a tactics reas	onably design	er the team wed to the situa	as familiar w tion set out in		law and had a s	
7	6	5	4	3	2	(1)
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral Intestet	Somewhat Prepared	Prepared	Highly Prepared
This scale a whether the work effect	ssesses wheth ir strategy and ively in the co	ner the negotiand tactics seem ontext of the a	tors seemed ed scripted o ctual negotia	responsive to the r otherwise pre-	e negotiation as in planned in a way earn able to adappropring team?	t unfolded o
7	6	5	4	3	(2)	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on w		ved in the neg egardless of w	hether agree	the self-analysis ment was reache	, to what extent o	did the
7	6	SOBIO FOM OR	4	THE JUSTIN	2	(1)
Goals not served at all	Goals not serve	ed Goals somew not served	hat Neutral	Goals serve somewhat	d Goals served well	Goals served very well
How effect	AMWORK ive were the n nutual backup		working toge	ther as a team, ir	sharing respons	sibility, and
7	6	5	4	3	$(\widehat{2})$	1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking teamwork	in Neutral	Somewhat good tearnwork	Very Good Teamwork	Excellent Teamwork
	a single-person to r) as the teamwo		iteria I, II, III, V	, VI, and VII and e	nter that result (to ti	he nearest

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

Please explain in detail:

		age should receive four cop				V. RELLA
Judge's Na	ame: Lacy	Magles Cell	्री. #: प्रास्थित	Date:	Room #	<u> : 217</u>
Team Lette	er Designation	: DTU	. 4	Client Name:	030	
_	on judged: cle the compe	tition level—Regio	ngl o <del>r N</del> e	ntional / and mar	k the round ol	Wanagod Very Ma
	Round #	l (Rour	nd #2	Final)		
					ANALYSIS	VI. SELF
	-V should be oring for the sc	completed followi H-analysis.	ng the er	id of the negotia		
This scale tactics reas	assesses whetl sonably design	I PLANNING ner the team was for ed to the situation ts performance and	amiliar w set out in	ith the facts and I the fact pattern.	aw and had a	strategy and
7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unpr <del>opared</del>	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale whether th work effect	eir strategy an tively in the c	IN DEVIATING ner the negotiators d tactics seemed sontext of the actual formation or to un	seemed r cripted or I negotia	r otherwise pre-p tion. Was this ter	negotiation as lanned in a wa am able to ada	it unfolded or by that did not
7	6	5	4	3	1/2	1 1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on v	-	SESSION ved in the negotial egardless of wheth		nent was reached		
7	6	5 DOSIGRON DE DE	4	3	2	1
Gosls not served at all	d Goals not servi	ed Goals somewhat not served	Neutral	Goels served somewhat	Goals served we	Goels served very well
How effect	AMWORK tive were the n mutual backup	egotiators in work	ing toget	her as a team, in	sharing respor	nsibility and
7	6	5	4	3	2	$\left( -1 \right)$
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
	a single-person ter) as the teamwo	eam, average criteria rk rating.	I, II, III, V,	VI, and VII and ent	er that result (to	the nearest

				, and implied and he other team con		
	its client's best	**************************************	PER A CONTRACTOR	OLD	0	
7	6	lient Name <mark>z</mark>	ି 4 -	3	csigngion:	1
Lelationship Managed Very Poorly	Relationship Managed Poorty	Relationship Managed Somewhat	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V malysis.	v1 and V41 sho	ald be completed	l after bo	th teams have co	impleted the	ir self-
VI. SE	LF-ANALYSI	IS				
		0-minute period b	y answer	ing directly to the	judges, respe	onses to the
	questions:	ntire negotiation	if you fac	ed a similar situa	tion tomorros	what woul
		t would you do di				
		trategy work in re				I. NEGO
sma pag	low well-prepar	the incr namem. I	set out an I	d to the situation !	anuizsh vida	nosem soitosi
		analysis during the learned from toda		ession, how adeq ation?	uately unders	tood the
1	6	5	4	3	2	1
rid not inderstand or earn at all	Did not understand of learn	r Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on standards	of the legal pro	ETHICS n, do you believe fession? For exa	the negot	iating team obsertid the team misre Select and circle o	ved or violate present mate	ed the ethical
TEAM O	BSERVED ETHIC	CAL STANDARDS	or	TEAM VIOLATED	ETHICAL STA	NDARDS
hat, in yo	ur judgment, th	e team should be	disqualifi	DARDS, was the ed from the comp	etition? Circl	e one:
1		S, DISQUALIFY		NO, DO NOT DISQU		1 10 7MOSE) ()
Please exp	olain in detail:	livym blaci nilvesmo:	Nettital	purkeamos aluos) barras son		
					ARUWA	AMT .VI
	francess surjust	with analytic as the	traco uni		to wate the m	
V3216to 7 3 11 15					'qualand fisure	bto Atting the

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

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

				RM—JUDGI tuation Oriteria Form—Ju		V. REL
nunications.	explicit coma	bus bellqmi be		a soid!	cuses on word	277
Judge's Nam	ie:	Cell	#:	Date:	Room #	achieving its
Team Letter	Designation:	3-10		Client Name:	USC	
Negotiation (Please circl	juagea:	tion level—Regio	onal or Na	ational / and mari	k the round ob	Maragori Vely 14
	Round #1	Rou	nd #2	Final:	tearte (177) tear	
					SIEY.LAMA-5	VI. SELI
	should be cong for the sel		ing the cu	d of the negotia	tion and while	e the teams
This scale as tactics reason	nably designe	er the team was f	set out in	ith the facts and let the fact pattern. rent strategy?	aw and had a s	strategy and
7	6	5	4	amed from today	5) GHE TOURSE	o no sologo
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether their work effective	sesses whether strategy and vely in the co	er the negotiators tactics seemed s ntext of the actua	seemed r cripted or al negotiat	PLANS OR ADA esponsive to the pro- cotherwise pre-plaction. Was this tea moves by the opp	negotiation as anned in a wa am able to ada	it unfolded or y that did not
7	6	2 212312 DIFF 10713	4	3	[ 2	mb97 5/11 DH)
Very MINAGE	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh		ed in the negotia		he self-analysis, t nent was reached		
7	6	5	4	3 3	$\left( \begin{array}{c} 2 \end{array} \right)$	1
Goals not served at all	Goals not served	Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well
How effective	MWORK /e were the ne utual backup?	_	cing toget	her as a team, in s	sharing respon	sibility, and
7	6	5	4	3	2	(i)
Totally lacking L in teamwork	acking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

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

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

Goals perved

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.)

			1		and the second state of the	231
Team Letter	Designation: _	BIG	_ h	Client Name:	USC	SII BULVUIN
Negotiation (Please circle		ion level—Regio	onal or Na	tional / and mar	k the round obs	erved)
7.5	Round #1_	Rour	nd #2	Final:	Paragraph Paragraphic	
	should be cor ig for the self		ing the en	d of the negoti:	ntion and while	
This scale as tactics reason	nably designed	the team was f	set out in	th the facts and the fact pattern.		trategy and
7	6	(5)	4		2	э понямода 1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Samewhat Prepared	Prepared Cher boutvestone bon bit	Highly Prepare
II. FLEX This scale as		DEVIATING the negotiators		LANS OR ADA		
whether their work effectiv	r strategy and to vely in the con	tactics seemed stext of the actual	l negotiati	otherwise pre-p ion. Was this te	lanned in a way am able to adap	that did n
whether their work effectiv	r strategy and to vely in the con	tactics seemed stext of the actual	l negotiati	otherwise pre-p	lanned in a way am able to adap	that did n
whether their work effective to for examp	r strategy and to yely in the con le, to new info	tactics seemed stext of the actual	al negotiati nforeseen i 4	otherwise pre-plion. Was this te moves by the op	lanned in a way am able to adap	that did not its strates  1  Highly
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whether their work effective to for examp  7 Very Inflexible III. OUT Based on wh	r strategy and to vely in the concle, to new info for the infloatible infloati	tactics seemed stext of the actuarmation or to ur  5 Somewhat Inflexible ESSION ed in the negotial ardless of whether	al negotiation foreseen in 4  Neutral tion and the	otherwise pre-plion. Was this te moves by the op  Somewhat Flexible  ne self-analysis,	planned in a way am able to adap posing team?  2  Flexible  to what extent of	that did n it its strateg  l Highly Flexible
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you do the s	ame and what	would you do d	•		ation tomorrov	v, what wo
-		•	Herently			-
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eser base	rang-flaw well-pres	e fact halfem.	irni man	to the simulanta	bansianb yida	เดยครา ช่วนั้ว
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VII. NEG	OTIATING	ETHICS	STATEMENTS	the negotiature	sesses whother	es oleos al,
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did the team	invent self-se	rving material fa	acts? etc. S	Select and circle	one:	Returne pre
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PLEASE be sure to complete ALL categories before turning in this form.

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Judge's Nar	no Co BI	ANK Cell		9/1	1/13 Room	#. 23/
ande 2 14at		A CONT	"	arcsts?	77/3 ROOM	to atl gnivelder
Team Letter	Designation:	10/6	- 1	Client Name: _	USC	
Negotiation (Please circ		ition level—Regio	onal or No	ational / and ma	rk the round o	observed)
	Round #1	Rou	nd #2	Final:		
					NATARIS	VI. SELF-
	V should be coing for the sel	ompleted followi lf-analysis.	ing the er	id of the negoti	ation and wh	ile the teams
This scale a tactics reason	ssesses wheth onably designe	PLANNING er the team was fed to the situation s performance an	set out in	ith the facts and the fact pattern		a strategy and
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Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
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How effecti	AMWORK ve were the ne	egotiators in work	cing toget	her as a team, in	sharing response	onsibility, and
7	6	5	4	3 /	( 2 )	- 1
Totally lacking in teamwork	Lacking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a	single-person te	am. average criteria	I. II. III. V	VI. and VII and en	ster that result (	o the nearest

This scale Did the w	focuses on wo	PBETWEEN TI ord choice, attitude anage its relations interests?	and tone	and implied an	d explicit com	munications. detract from
7	6	lient Name 2	<sup>3</sup> 4 -	3	2	ea nyletter I
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manag Somewhat Well	ged Relationship managed well	Relationship managed extremely well
Criteria <sup>y</sup> analysis.	VI and VII sho	ould be completed	Lafter bo	th teams have o	completed the	ir self-
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PLEASE be sure to complete ALL categories before turning in this form.

	EVALUA (Each jud	lge should receive four co		DRIMEJUDGII	VG SCALES  Iging Scales.)	V. KEL	
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•	r Designation	B-16		Client Name:	150	achieving its	
Lestin Tetter	Designation	· <u> </u>		Chem Name: 1	THE STATE OF THE S		
Negotiation (Please circ		tition level—Regi	o <del>nal or</del> No	ational / and mar	k the round obs	served)	
	Round #	Rou	ind #2	Final:			
					F ANALYSIS	Jeen .iv	
	Cshould be c ing for the se	•	ing the co	id of the negotia			
This scale a tactics reason	ssesses wheth onably design		familiar w	ith the facts and I the fact pattern.	aw and had a s	trategy and	Payment up Bread
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Goals not served at all	Goals not serve	d Goals somewhat not served	Neutral	Goals served somewhat	Goals served well	Goals served very well	
How effective	MWORK ve were the n nutual backup		king toget	her as a team, in	sharing respons	sibility, and	
7	6	5	(4)	3	2	1	
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	single-person to as the teamwo		a I, II, III, V,	VI, and VII and ent	er that result (to ti	he nearest	

v. Ri	ELATIONSHI	PBETWEEN T	HE NEG	OTIATING TEA	AMS	
This scale Did the w	focuses on w	rd challes at italiana mage its relations	and tope	, and implied and	d explicit com	
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Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat	Neutral	Relationship Manage Somewhat Well	d Relationship managed well	Relationship managed extremely well
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(2) <b>now</b>	well aid your s	Hadegy work in re	A SAN THE SAN	The constant through comment	resses whether	This scale as
		analysis during th learned from toda	e review s	session, how adeq	uately unders	tood the
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Based on standards	of the legal pro	ETHICS in, do you believe fession? For exa erving material fa	the negot	lid the team misre	ved or violate	d the ethical
TEAM O	BSERVED ETHIC	CAL STANDARDS	or	TEAM VIOLATED	ETHICAL STA	NDARDS
that, in yo	ur judgment, th	DLATED ETHIC. e team should be	disqualifi	· ·	etition? Circl	
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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.)

Team Letter	Designation:	A-9		Client Name: _	HUNTER	Simon
Negotiation (Please circl		ition level—R	egional or N	ational / and ma	ark the round o	nem ymy begenel
To-	Round #1	F	Round #2	Final:		
Criteria I-V are preparii			lowing the er	nd of the negoti	ration and wh	de the teams
This scale as tactics reason	sesses wheth	ed to the situat	as familiar w tion set out ir	rith the facts and the fact pattern trent strategy?	l law and had a	strategy and
7	6	5	4	3	<b>(D)</b>	l
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	•	nanage its relations	hip with th	he other team con	tribute to or o	letract from
cnieving	its client's be	DEFECT TO A SECRETARIAN DAY	n .	D- A-	their common f	
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Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Triteria V inalysis:	VI and VII sh	ould be completed	lafter bo	th teams have co	mpleted the	ir self-
Students versions of the students of the stude	questions: lecting on the same and wh	10-minute period be entire negotiation, nat would you do di	if you fac	ed a similar situat		
2) How	well ald your	strategy work in re	lation to t	ne outcome?"	distribution	this scale as
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7	6	5	4	<b>(3)</b>	2	1
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Based on	of the legal p	GETHICS ion, do you believe rofession? For examinaterial fa	the negot mple, 1) d	id the team misre	ved or violate present mate	d the ethical
did the tea	(2)	<b>/</b> )				
did the tea	(2)	ICAL STANDARDS	OF (Tright)	TEAM VIOLATED	ETHICAL STA	
TEAM OF	SSERVED ETH cled TEAM V ur judgment,	IOLATED ETHICA	AL STAN disqualific	DARDS, was the	ethical viola etition? Circl	tion so sever
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The Laghertion of items I orms will be collected by the competition administrator PRIOR to the

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

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Judge's Name	:	Cell #		Date: 4/0	///3 Room #:_	128		
Team Letter I	Designation:	A·I	_ C	lient Name:	JMON			
Negotiation j (Please circle	_	tion level—Regior	nal or Nati	onal / and mark	the round obs	erved)		
	Round #1	Round	d #2	Final:	_			
Criteria I-V s are preparing		ompleted followin f-analysis.	ig the end	of the negotiat	ion and white	the teams		
This scale assetactics reasona	esses whether ably designe	PLANNING or the team was failed to the situation so performance and	set out in the	he fact pattern.		•••		
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Very Unprepared	Unprepared	Somewhat Unp <del>repared</del>	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		
Based on wha	•	SESSION ed in the negotiati gardless of whethe						
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NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest whole number) as the teamwork rating.

7	6	5	4	3	2	(1)
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PLEASE be sure to complete ALL categories before turning in this form.

The Evaluation Criteria Lorms will be enflected by the competition administrator PRIOR to the

(Each judge should receive four copies of the Evaluation Criteria Form Judge's Name: 🔾 Team Letter Designation: Client Name: Negotiation judged: (Please circle the competition level—Regional or National / and mark the round observed) Round #2 Final: Criferia I N should be completed following the cut of the negotiation and while the teams are preparing for the self-analysis, 2000 **NEGOTIATION PLANNING** I. This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 Very Unprepared Somewhat Neutral Somewhat Prepared Highly Unprepared Unprepared Prepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 Very BURACEA Inflexible 1 Flexible Highly Somewhat Somewhat Neutral Inflexible Inflexible Flexible OUTCOME OF SESSION CHARACTER LANGE THE CALL STANDARD NOISE DESCRIPTION OF THE CALL STANDARD NOIS III. Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 5 7 3 1 Goals somewhat Goals served Goals served Goals not served Goals not served Neutral Goals served well not served somewhet very well at all IV. TEAMWORK How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 5 3 Totally lacking Lacking teamwork Somewhat good Somewhat lacking in Very Good Neutral in teamwork teamwork Team work tesmwork Teamwork

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

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RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

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

The Lyahamon Criteria Lagus will be collected by the competition administrator PRIOR to the

## EVALUATION CRITERIA FORM—JUDGING SCALES Translation Criteria Form—Indiana Scales

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Judge's Nam	ie: <u>Bru</u>	Cell	#:	Date: <u>9/</u>	AL Room #:	178
Team Letter	Designation:	_A-1		Client Name:	Simon	en Amtanta
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The Evaluation Criteria Forms will be collected by the competition administrator <u>PRIOR</u> to the judges providing feedback to the last two teams.

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

aire Zovko Cell Judge's Name: ( Team Letter Designation: 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. 2000 NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 Very Unprepared Neutral Somewhat Prepared lighly Unprepared Unprepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 Very Inflexible Somewhat Somewhat Neutral # Highly Inflexible Inflexible Flexible III. OUTCOME OF SESSION AND ADMAND LOVE MARKET Laboratory N Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? 7 3 1 Goals somewhat Goals not screed Goals served Goals served Goals not served Neutral not served somewhat क्ष धी very well **TEAMWORK** IV. How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 3 Totally lacking Lacking teamwork Somewhat good Somewhat lacking in Neutral Very Good in teamwork teamwork Teamwork teamwork Team work NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest

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RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

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Judge's Nam	6. B1	AAK. Cel		19/2 mare 1/2	//3 Room #	.23/
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Team Letter	Designation:	A3	- 1	Client Name:	Hunter	Simon
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PLEASE be sure to complete ALL categories before turning in this form.

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

Judge's Nan	-	1 7		- 5	Date:	Room #:	achieving its
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Unprepared  II. FLE This scale as whether their work effects to for examp  7 Very Inflexible  III. OUT Based on who outcome of the control of	SXIBILITY IN ssesses whether ir strategy and to vely in the controle, to new inform  6 Inflexible  FCOME OF SI hat you observed the session, regard  Goals not served  MWORK we were the neg	Unprepared  DEVIATING the negotiators actics seemed s ext of the actual transition or to un  Somewhat inflexible  ESSION d in the negotial ardless of wheth  Goals somewhat not served	FROM Passeemed rescripted or all negotiate inforeseem at the Neutral strion and the agreem 4 Neutral	espons othernion. With moves the self- ment with	Prepared  S OR ADA sive to the avise pre-pl Vas this test by the opp  Somewhat Flexible  -analysis, 1 as reached  Coess served somewhat	pring str. negotiation as lanned in a wa am able to adaptosing team?  Plexible  to what extent, serve the clie  2  Goals served well	Prepared ATEGY it unfolded or y that did not ot its strategy  I Highly Flexible did the nt's goals?  I Goals served very well

	LATIONSHI		GARACTE REPORTED TO	TIATING TE	AMS	Ĺ
Did the wa		rd choice, attitus		and implied and other team con		
7	6	interests?		<b>63</b>	Cesignerion:	Team Letter
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Noutral	Relationship Manage Somewhat Well	ed Relationship managed well	Relationship managed extremely well
Criteria V analysis.	T and VII sho	uld be completed	l after bo	h teams have e	ompleted the	ir self-
Students w following (1) "In refl you do the	questions: lecting on the e same and wha	S 0-minute period bentire negotiation, t would you do ditrategy work in re	if you fac	ed a similar situa		
		analysis during th learned from toda		C2006LA25A2 LUTY TO SCAN	quately unders	tood the
7	6	5	4	3	( 2 \	1
Did not understand or learn at all	Did not understand o learn	Did not understand or learn much	Neutral M MO 44	Understood And Learned Somewhat	inderstood and	Understood and learned extremely well
Based on y standards of did the tea	of the legal pro m invent self-s	on, do you believe fession? For exa erving material fa	mple, 1) d acts? etc. S	ating team obserted the team misrelect and circle of	epresent mate	ed the ethical rial facts? 2)
TEAM OB	ISERVED ETHIC	CAL STANDARDS	or	EAM VIOLATED	ETHICAL STA	NDARDS
that, in you	ur judgment, th	DLATED ETHIC. te team should be	disqualifie	d from the com	setition? Circl	e one:
S goals?	Mericalia edicenteral YE	s, disqualify	(ì	NO, DO NOT DISC	QUALIFY	omsome of t
Please exp	lain in detail:	Somewhat.	lemperold	Course on Aller	Gods not sorned	Clopic not served at all
from atten	ia arranga a wila a	le all mars and	dan minera	Inc. 2. day	HOWIN	
OBS VWHO	MEHRO CONTOLEN	er as a team, in sl	Read Man	COMMENS IN WELL	nunal backup?	

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

Laciting tenenyork Somewhat lacking in

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

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

Judge's Name	: Konza	Cell {		Date: <u>09/2</u>	Room #:	229
Team Letter D	Designation:	<u>4 -6</u>	_ Clie	nt Name: _S	imon	
Negotiation j (Please circle	udged: the competition	n level—Region	nal of Nation	al) and mark	the round obs	erved)
	Round #1	Round	i #2	Final:		
	hould be comp g for the self-a		ig the end of	the negotiat	ion and while	the teams
This scale asso tactics reasons	PTIATION PL esses whether the ably designed to ging from its pe	ne team was fai the situation s	et out in the	fact pattern.		
7	6	5	4	3	<b>(2</b> )	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
whether their s work effective	esses whether the strategy and tack ly in the context, to new inform	tics seemed so	ripted or other negotiation.	erwise pre-pla Was this tea	anned in a way m able to adap	that did not
7	6	5	4	3	2	1
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on what	COME OF SES you observed e session, regan	in the negotiati	on and the se or agreement	lf-analysis, to was reached,	what extent of serve the clien	lid the at'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
	IWORK were the negot ual backup?	iators in worki	ng together a	s a team, in sl	haring respons	ibility, and
7	6	5	4	3	<b>(2</b> )	1
Totally lacking Lack in teamwork		ewhat lacking in work	1-004	newhat good nework	Very Good Teamwork	Excellent Teamwork
NOTE: For a sim	iole-nercon team	mernee criteria I	II. III. V. VI a	nd VII and enter	r that result (to th	e nearest

This scale Did the w	focuses on way this team n	IP BETWEEN Tord choice, attitude nanage its relations	e and tone	, and implied and	explicit com	
achieving	its client's be	st interests?				
7	6	5	4	3	(2)	1
Relationship Managed Very Poorty	Relationship Managed Poorly	Relationship Managed Somewhat Poorty	Neutral	Relationship Managed Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria ( amalysis:		ould be completed	d after be	oth teams have co	mpleted the	ir self- -
VL SE	LF-ANALYS	SIS				
Students v	vill begin this	10-minute period l	by answer	ing directly to the	judges, respo	onses to the
_	questions:				-	_
	_	entire negotiation,	-		tion tomorrov	v, what would
•		at would you do di	-			
(2) "How"	well ald your	strategy work in re	lanon to i	ne outcome?		
		-analysis during th		•	uately unders	tood the
7	6	5	4	3	<b>(2)</b>	1
Did not understand or learn at all	Did not understand learn	or Did not understand or learn much	Neuval	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
	GOTIATIN	G ETHICS on, do you believe	the negot	iating team observ	ved or violate	d the ethical
standards	of the legal pr	ofession? For example of the serving material fa	mple, 1) d	lid the team misre	present mater	
TEAM OF	SERVED ETH	CAL STANDARDS	or	TEAM VIOLATED I	ETHICAL STA	NDARDS
		OLATED ETHICATED				
	Y	ES, DISQUALIFY		NO, DO NOT DISQU	JALIFY	
Please exp	lain in detail:					
			•			
				-		

PLEASE be sure to complete ALL categories before turning in this form. The Live Communication of the Live of the Live of the Communication of the Live Communication of the Live of the L

Attachment B	EVALUA	ATION CRITE	'DIA EC	DM_IIIDCE	VC SCALE	2
		dge should receive four co				v. REL
Judge's Nam	ne:	LOSIA Cel	1#:	Date: 9	Room #	217
Team Letter	Designation	: <u>4-9</u>	_	Client Name:	SIMO	acmeving its
Negotiation (Please circl	judged: e the compe	tition level—Regi	onal or Na	ntiongl / and mar	k the round ob	Maisaged Very lu
	Round #	1 Rou	nd #2	Final:		
Criteria I-V are preparii		completed follow H-analysis.	ing the er	d of the negotia	tion and while	
This scale as tactics reason	sesses whetl nably design	N PLANNING ther the team was for the team was for the situation ts performance and	set out in	the fact pattern.	aw and had a s How well-pre	trategy and pared was
7	6	5	4	3	2	1
Very Unprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether their work effective	sesses whetle strategy and vely in the co	IN DEVIATING ner the negotiators d tactics seemed sontext of the actual formation or to un	s seemed r scripted or al negotiat	esponsive to the rootherwise pre-plain. Was this text	negotiation as i lanned in a way am able to adap	it unfolded or y that did not
7	6	0 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	4	3 6	$\left(\begin{array}{c}2\end{array}\right)$	mest oni brb
Very Inflexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh	COME OF at you obser he session, r	SESSION ved in the negotial egardless of whether	tion and the ner agreen	he self-analysis, t	to what extent of serve the glies	did the
7	6	DORIGITON OG .68	4	3	( 2 )	1
Goals not served at all	Goals not serve	od Goals somewhat not served	Neutral	Goals served somewhat	Goals served (well	Goals served very well
		egotiators in work ?	cing togeth	ner as a team, in s	sharing respons	sibility, and
7	6	5	4	3	2	/ 1
Totally lacking La in teamwork	cking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork

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

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

		ige should receive four cop		RIVI—JUDG	Judging Scales.)	A REEAR
Judge's Nam	xplicit comi	Doglar	8 2	Date:	ses on word	#: 217
Team Letter	Designation	-A-4		Client Name: _	Hunter	Simon
Negotiation (Please circl	The state of the s	tition level—Regio	onal or No	ational / and me	ark the round o	Annaged Very Man
	Round #	I Rour	nd #2	Final:	LUR TOTAL	
					ANALYSIS	VI SELF
Criteria J-V are preparia		ompleted follow If-analysis.	ing the er		iation and wh	
This scale as tactics reason	sesses wheth nably design	PLANNING ner the team was fi ed to the situation ts performance an	amiliar w set out in	the fact pattern	i law and had a	strategy and
7	6	5	4	(8	1/2/	TOURINGS OF
ery Inprepared	Unprepared	Somewhat Unprepared	Neutral	Somewhat Prepared	Prepared	Highly Prepared
This scale as whether their work effective	sesses wheth strategy and ely in the co	IN DEVIATING are the negotiators distactics seemed so tactics of the actual formation or to un	seemed recripted or	responsive to the otherwise pre- tion. Was this	e negotiation a planned in a v team able to ad	s it unfolded o yay that did no lapt its strategy
7	6	5	4	3	1 2	missi in the
/ery nNexible	Inflexible	Somewhat Inflexible	Neutral	Somewhat Flexible	Flexible	Highly Flexible
Based on wh		SESSION ved in the negotia egardless of wheth				
7	6	5	4	3	(/ 2	) 1
Goals not served et all	Goals not serve	d Goals somewhat not served	Neutral	Goals serve somewhat	coals served y	ell Goals served very well
		egotiators in work ?	ting toget	her as a team, i	n sharing respo	onsibility, and
7	6	5	4	3	// 2'	1 (
Totally lacking La n teamwork	icking teamwork	Somewhat lacking in teamwork	Neutral	Somewhat good teamwork	Very Good Teamwork	Excellent Teamwork
NOTE: For a s whole number)		eam, average criteria rk rating.	I, II, III, V,	VI, and VII and e	niez that result (to	the nearest

V. RELATIONSHIP B. This scale focuses on word	belies, attitud.	ind Joal, a	nd implied an	AMS d explicit comm	
Did the way this team managachieving its client's best into		ib with the	other team co	ntribute to or de	etract from
7 NOMIC 6 9THUT	Chem Namez_	4	3	Design gion:	Team Letter
Relationship Managed Very Poorly Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manag Somewhat Well	d Relationship managed well	Relationship managed extremely well
Criteria VI and VII should analysis.	be completed	after bøtl	i teams have e	ompleted their	self-
VI. SELF-ANALYSIS Students will begin this 10-n following questions: (1) "In reflecting on the entire					
you do the same and what w (2) "How well did your strate	ould you do dif	ferently?"	TANTINIA T	PROTESTOR	l. NEC
Based on the team's self-anal negotiation dynamics and lear				quately understo	ood the
7 Did not understand or Did not understand or Did not understand or learn learn	5 I not understand or m much	A lendual Neutral	3 Understood And Learned Somewhat	Understood and learned well	1 Understood and learned extremely well
VII. NEGOTIATING ET Based on your observation, o standards of the legal profess did the team invent self-serv	lo you believe t sion? For exam	ple, 1) die	the team miss	epresent materi	
TEAM OBSERVED ETHICAL	STANDARDS	or TI	EAM VIOLATED	ETHICAL STAN	IDARDS
If you circled TEAM VIOLA that, in your judgment, the te	am should be d	isqualified	from the com		one:
	ISQUALIFY		O, DO NOT DISC		AN BINGSTOO
Please explain in detail:	Clouds seen	Medial	Cinus somewhire ort surved	Costs not served	(in the mark not mark and the m
n sharing responsibilit	ther as a least, i	keput tuget	ow ni zaokite	VIVEN UXCK.	
	F			nutual backup?	providing n
Very Good Sycalizes	Segregate appet	Nestra	Somewhat lecking in damnosk		Fornily Intelling or transverse
PLEASE be sure to complet	e ALL categori	es before			

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

(Each judge should receive four copies of the Evaluation Criteria Form-Room #: 216 Judge's Name: Trank Drummo Cell# Team Letter Designation: Client Name: Negotiation judged: Managord Poorly (Please circle the competition level—Regional or National / and mark the round observed) Round #1 Round #2 Final: STRY LAMA WEEK Criteria I-V should be completed following the end of the negotiation and while the teams are preparing for the self-analysis. T. NEGOTIATION PLANNING This scale assesses whether the team was familiar with the facts and law and had a strategy and tactics reasonably designed to the situation set out in the fact pattern. How well-prepared was this team, judging from its performance and its apparent strategy? 7 Highly Very Unprepared Somewhat Neutral Somewhat Prepared Unprepared Unprepared Prepared FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY This scale assesses whether the negotiators seemed responsive to the negotiation as it unfolded or whether their strategy and tactics seemed scripted or otherwise pre-planned in a way that did not work effectively in the context of the actual negotiation. Was this team able to adapt its strategy to for example, to new information or to unforeseen moves by the opposing team? 7 Flexible Highly Very Inflexible Somewhat Somewhat Neutral Inflexible Inflexible Flexible OUTCOME OF SESSION THAT CHARLES TO THE CET ALON MAST HELDED DOY IT Ш. Based on what you observed in the negotiation and the self-analysis, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals? YELLAY 3 7 Goals somewhat Goals served Goals scrved Neutral Goals served well Goals not served Goals not served not served somewhat very well at all IV. **TEAMWORK** How effective were the negotiators in working together as a team, in sharing responsibility, and providing mutual backup? 7 3 2 1 Totally lacking Lacking teamwork Somewhat good Excellent Very Good Somewhat lacking in Neutral Teamwork in teamwork team work teamwork Teamwork NOTE: For a single-person team, average criteria I, II, III, V, VI, and VII and enter that result (to the nearest

Did the wa	A DESCRIPTION OF THE PROPERTY	nage its relations	A STATE OF THE PARTY OF THE PAR	, and implied and he other team cor		
7	6 N-9 N	5 small ansil	0 4 -	-51-A	(2)	Team Letter
Relationship Managed Very Poorly	Relationship Managed Poorly	Relationship Managed Somewhat Poorly	Neutral	Relationship Manage Somewhat Well	Relationship managed well	Relationship managed extremely well
Criteria V analysis:	T and VII show	ild be complete	d after bo	th teams have e	ompleted thei	r self-
Students w following (1) "In refl you do the	questions: lecting on the er same and what	0-minute period	, if you fac ifferently?	1. 10° 2. 14° 1. 140° 2. 14° 1.		
		nalysis during the	THE RESIDENCE OF THE PARTY OF T	ession, how adecation?	quately underst	cood the
7	6	5	4	3	(2)	1
Did not understand or learn at all	Did not understand or learn	Did not understand or learn much	Neutral	Understood And Learned Somewhat	Understood and learned well	Understood and learned extremely well
Based on y	of the legal prof	n, do you believe fession? For exa	the negot imple, 1) d	iating team obser id the team mism Select and circle o	rved or violate epresent mater	
TEAM OF	SERVED ETHIC	AL STANDARDS	) or disk	TEAM VIOLATED	ETHICAL STA	NDARDS
that, in you	ir judgment, the	e team should be	disqualific	DARDS, was the	petition? Circle	e one:
ASTRUM R.	serve the chemi YES	s, disqualify	(F)	NO, DO NOT DISQ	UALIFY	OBJENSAND OF
Please exp	lain in detail:	foreign something and something some	isquish.	petero, noe alegij) Sevrja ing	lants: mn dasc)	Social not seen ed at all
viilid	iznonear gnissi	er as a tourn, in s	dago ani	eotlatos in work	MIWORK ve were the no	
	and the second s	vano (1707) este dis. 105 to Figures 2000	J.,	0	Contract beckup	providing m
Discriber: Team south	Véry Goal	Somewhat good transverse	(materia)	Somewheat Inching to	Past men greates.	
	be sure to comp		ries before	turning in this f	orm.	verebenvort: NOTE: For a

RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

V.

The Textination Criteria komis will be collected by the competition administrator PRIOR to the