



Tulane University

LAW SCHOOL

2016 National Baseball Arbitration Competition Oral Argument Score Sheet

Team #: _____

Case: _____

Arbitrator: _____

Please note: checklists are not exhaustive

Oral advocacy style (40 points)

- Appearance (appropriate attire, appearance)
- Introduction (introduces self, client, co-counsel & roadmap of argument)
- Eye contact (limited reliance on notes throughout argument)
- Speed, volume (appropriate speed, volume, poise)
- Tone (avoidance of hostile, overly critical language)
- Professionalism (professional when not speaking)
- Decorum, respect (appropriately formal, proper respect)
- Answers to questions (direct responses, not evasive, citation to statistics)
- Transitions (able to transition back to argument smoothly after questions)
- Efficient with time (detailed as possible in the time given)

Oral advocacy content (60 points)

Strength of opening statement (30 points)

- Use of themes in argument
- Proper organization (strongest comparable salaries first)
- Argument mastery (knowledge of client, comparable players)
- Use of relevant and convincing comparable player salaries
- Use of relevant and convincing statistics
- Effective references to exhibits

Strength of rebuttal (30 points)

- Advance preparation evident (organization)
- Additional exhibits or reference to previous slides
- Identification of weaknesses in opposition's arguments
- Thoughtful content in answers to questions
- Hammering home of key points from opening
- Logic, evidence, and emotion brought together
- Inclination to award requested salary

Total: _____ (out of 100)