JUDGE’S SCORE SHEET

Team Number: _______  Player Name:_________________________  Judge:___________

Instructions: Give each team the score you believe is appropriate for each category. Please use whole numbers. Score based upon the following criteria.

<table>
<thead>
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<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Very Poor</td>
<td>Poor</td>
<td>Adequate</td>
<td>Good</td>
<td>Excellent</td>
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**Negotiation**

1. **Presentation**
   How well did the team present their case? Did they present the facts in a clear and productive way? Did they present their contract offers clearly?

2. **Planning**
   How well prepared was the team going into the negotiation? Did they know the facts of the situation and did they accurately portray their wants?

3. **Strategy**
   Did the team use good player comparisons? Did the team adequately leverage their position? Did the team have a clear strategy to meet their objectives? Was the team’s strategy effective?

4. **Teamwork**
   How well did the team work together? Did they effectively divide responsibilities? Did they have good communication between each other?

5. **Collaboration**
   Did the team work well with the other side? Were they receptive to their offers and ideas? Did they listen to and acknowledge the other side’s interests?

6. **Flexibility**
   Was the team successfully able to alter their strategy in the midst of negotiations? Did they effectively adapt to the strategy used by the opposing side?

7. **Advocating Client’s Interests**
Did the team clearly and thoughtfully express their client’s interests?
Did they successfully protect their client’s interests?

8. **Team Objectives**

Each objective is worth a determined number of points based on priority and is awarded on an all or none basis. For objectives to be met, they must be included in the final agreed upon contract.

1. ____________________________
2. ____________________________
3. ____________________________
4. ____________________________
5. ____________________________

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**Self-Analysis**

Competitors should begin their five-minute self-analysis by answering the following questions with the judge:

1. In reflecting upon the entire negotiation, what preparation and strategies worked best for your team?

2. What was your strategy for successfully including your objectives into the final contract, and how did it change as you went on?

3. If faced with the same scenario again, what would you have done differently?

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**Penalties**

1. Deduct three points if the team inappropriately created facts not originally provided.

2. Deduct up to 5 points for violations of other rules or conduct.

3. Deduct up to 10 points from each team if they were unable to come to an agreement on a final contract. Deduct more points from the team whose conduct was more detrimental to the goal of a final contract, if necessary.

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**Total Score:**

All scoring must be completed prior to the critique and feedback to both teams.

**Judge’s Signature**

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