



Negotiation Team Scoring Sheet

Expert Assessor (your name):

Team for the Requesting Party

Team for the Responding Party

SPECIAL AWARDS NOMINATIONS –

Criteria: (1) No of nominations (2) Scores – 10 being the highest (3) Remarks

Best Role play of Character (Client in Preliminary Rounds) –

Score on Scale of 1 to 10 –

Remarks –

Best Mediation Advocacy (Counsel in Preliminary Rounds) –

Score on Scale of 1 to 10 –

Remarks –

Best Team Work – Negotiation (Client & Counsel in Preliminary Rounds)

Nominee –

Score on Scale of 1 to 10 –

Remarks –

Best Interaction with Mediator (Client & Counsel in Preliminary Rounds)

Nominee –

Score on Scale of 1 to 10 –

Remarks -

Negotiation Team Scoring Sheet

Requesting Party

Responding Party

1 2 3 4 5

1 2 3 4 5

Communication & Relay of Information (25 pts. max.)

Clear understanding & narration of facts of the case										
Effective information gathering										
Courteous presentation of opposing perspective										
Efficient use of listening skills and body language										
Appropriate tone and language										

Collaboration and Creating Options (25 pts. max.)

Allowing scope for flexibility and creativity										
Actively collaborating without compromising on interests										
Generating mutually satisfying solutions										
Building relationship and trust										
Efforts to advancing the process towards resolution										

The home stretch (25 pts. max.)

Using objective criteria in prioritizing interests										
Reflecting interests in outcome										
Weighing up options if Negotiation fails										
Handling emotionally charged moments										
Being respectful of others' interest										

Effective Use of Caucus & Dealing With Impasse (25 pts. Max.)

Strategic revealing of confidential information										
Apt use of mediator during Impasse (not during caucus)										
Productivity of caucus period										
Timing and reasoning for calling caucus										
Positive impact of caucus on immediate conference										

SUB TOTALS:

Minus Points (If any)
& Reason

Final Score (addition of all sub-totals)
out of 100 points Circle higher score (= winning team)

Scoring scale:

1 = Poor

2 = Satisfactory

3 = Good

4 = Very good

5 = Excellent, exceptional, outstanding