

2017 Clayton Utz Negotiation Competition Scoresheet

Team name:	Date and time:	Judge:	Room number:			
1) Understanding and advocating for client's interests (30)	1 - 3	3 - 6	6-9	9-12	12-15	SCORE
<ul style="list-style-type: none"> • How well did team identify client's main and subsidiary interests? <ul style="list-style-type: none"> ○ Appropriate weighting • How well did team advance these interests? <ul style="list-style-type: none"> ○ Consider whether relationship with opposing team was preserved 	Poor	Moderate	Good	Very Good	Excellent	/15
						/15
COMMENTS:						
2) Flexibility (20)	1 - 2	3 - 4	5 - 6	7 - 8	9 - 10	
<ul style="list-style-type: none"> • How well did the team respond to opposing team's interests, requests and approach? • How well did team respond and adapt to new information from opposing team's secret facts? <ul style="list-style-type: none"> ○ Did the team use new information in a constructive and strategic manner. 	Poor	Moderate	Good	Very Good	Excellent	/10
						/10
COMMENTS:						
3) Presentation (20)	1 - 2	3 - 4	5 - 6	7 - 8	9 - 10	
<ul style="list-style-type: none"> • How well did team members work together? • Voice tone, body language, business attire 	Poor	Moderate	Good	Very Good	Excellent	/10
						/10

COMMENTS:						
4) Favourable Outcome (30)	1 - 3	4 - 6	7 - 9	10 - 12	13 - 15	
<ul style="list-style-type: none"> • Would the client be satisfied with the outcome of the negotiation? <i>(1 being dissatisfied, 15 being strongly satisfied)</i> 	Poor	Moderate	Good	Very Good	Excellent	/15
<ul style="list-style-type: none"> • What is the state of client's primary and subsidiary interests? <i>(1 being poor, 15 being strong)</i> 						/15
COMMENTS:						
Total						/100
ADDITIONAL COMMENTS:						