

<b>Team Name:</b>				<b>Room/Time:</b>			
<b>Client:</b>				<b>Judge:</b>			
<b>Interests</b>	<b>Not Shown</b>	<b>Poor</b>	<b>Average</b>	<b>Good</b>	<b>Very Good</b>	<b>Excellent</b>	
	<b>0</b>	<b>1-3</b>	<b>3-6</b>	<b>7-8</b>	<b>9-12</b>	<b>12-15</b>	
<b>Identifying and prioritising interests</b> - Did the team appear to understand and appropriately rank their client's interests? How well prepared were they?							<b>/15</b>
<b>Advocacy</b> - How well did the team advocate for their client's interests? - Did the team clearly articulate their goals?							<b>/15</b>
	<b>0</b>	<b>1-2</b>	<b>3-4</b>	<b>5-6</b>	<b>7-8</b>	<b>9-10</b>	
<b>Outcome</b> - To what extent did the outcome (whether or not an agreement was reached) serve the clients goals?							<b>/10</b>
<b>Comments:</b>							<b>/40</b>
<b>Flexibility</b>	<b>Not Shown</b>	<b>Poor</b>	<b>Average</b>	<b>Good</b>	<b>Very Good</b>	<b>Excellent</b>	
	<b>0</b>	<b>1-2</b>	<b>3-4</b>	<b>5-6</b>	<b>7-8</b>	<b>9-10</b>	
<b>Strategy</b> - Was the team able to adapt their strategy to the development of the negotiation?							<b>/10</b>
<b>Response to the other team</b> - How well did they respond to new information from the opposition?							<b>/10</b>

<b>Creativity</b> - Did the team demonstrate creative thinking in finding solutions in a way that would realistically fit the scenario?							<b>/10</b>
<b>Comments:</b>							<b>/30</b>
<b>Professionalism</b>	<b>Not Shown</b>	<b>Poor</b>	<b>Average</b>	<b>Good</b>	<b>Very Good</b>	<b>Excellent</b>	
	<b>0</b>	<b>1-2</b>	<b>3-4</b>	<b>5-6</b>	<b>7-8</b>	<b>9-10</b>	
<b>Teamwork</b> - How effective was the team in working together, sharing responsibility and providing support to one another?							<b>/10</b>
<b>Presentation</b> - Professional dress, voice tone, physical presence							<b>/10</b>
<b>Relationship with opposing team</b> - Did the team manage their relationship with the other team having regard to the type of negotiation? - Did their management of the relationship help or hinder the negotiation?							<b>/10</b>
<b>Comments:</b>							<b>/30</b>