

2016 Clayton Utz Negotiation Competition Score Guidance Sheet

Team Name:

Round:

Date:

Judge:

Start time:

If you were a client, and you had the choice of one of the teams here to represent you next time, which team would you choose?

Primary Considerations

- Understanding and advocating for client's interests
 - Immediate benefits
 - Secondary advantages/disadvantages/flow-on effects
- Flexibility
 - Team's ability to respond to their client's interests
 - Team's ability to respond to the other team's requests and negotiation
- Relationship with opposing team
 - Team's ability to respond to the other team respectfully and ethically
 - Team's ability to recognize the importance of maintaining a particular relationship with the other team
- Favourable outcome

/80

Other considerations

- Presentation
 - Voice tone
 - Body language
 - Business attire
- Preparation
 - Teams must demonstrate that they are across the shared and confidential information
- Relationship between team members
 - Both team members must contribute to the negotiation
- Post-negotiation discussion
 - Any tactics/interpretations that were misunderstood or missed by judges

/20

TOTAL

/100

REMINDER FOR JUDGES – PLEASE ANNOUNCE THIS AT THE BEGINNING OF EACH SESSION

➤ **Time outs**

- Parties may take time out at any point during the 40 minute negotiation
- The party taking a time out must announce it will be taking a time out before exiting the room
- The remaining party must not leave the room and instead, may discuss their strategy or information in the negotiation room
- Each time out must not be longer than five minutes
- The party that leaves the room must knock clearly before re-entering the room

➤ **Five minute warning**

- The judge/s will inform parties when there are five minutes remaining and will remind parties to ensure a clear (written or verbal) agreement is formulated

Post-negotiation discussion with individual teams – Guidance questions

- What did the client want?
- Were there any team strategies the team had prior to going into the negotiation? If so, what were they?
- How did the team change its strategy throughout the negotiation?
- How did the parties feel they handled the relationship with the other party?
- Did you expect this outcome? Is it better or worse than anticipated?
- If you had the opportunity to re-sit the negotiation, what would you do differently?