



Melbourne University  
**Law Students' Society**

**CORRS  
CHAMBERS  
WESTGARTH**

### Corrs Chambers Westgarth Negotiations Competition Scoresheet

Team Name:				Room/Time:			
Client:				Judge:			
Interests	Not Shown	Poor	Average	Good	Very Good	Excellent	
	0	1-3	3-6	7-8	9-12	12-15	
<b>Identifying and prioritising interests</b> – Did the team appear to understand and appropriately rank their client's interests? How well prepared were they?							/15
<b>Advocacy</b> – How well did the team advocate for their client's interests? – Did the team clearly articulate their goals?							/15
	0	1-2	3-4	5-6	7-8	9-10	

<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>0</b>	<b>1-3</b>	<b>3-6</b>	<b>7-8</b>	<b>9-12</b>	<b>12-15</b>	
<b>Creativity</b> – Did the team demonstrate creative thinking in finding solutions in a way that would realistically fit the							<b>/15</b>

scenario?							
<b>Comments:</b>							/35
<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> – Did the team effectively work together, sharing responsibility and providing support to one another?							/10
<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?							/10
	<b>0</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	
<b>Presentation</b> – Was the team dressed professionally? Did they consistently employ a professional and calm tone of voice? Did the team appear confident? Did teams maintain eye contact?							/5

**Comments:**

*/25*