

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

	0	1-3	3-6	7-8	9-12	12-15	
Creativity – Did the team demonstrate creative thinking in finding solutions in a way that would realistically fit the scenario?							/15
Comments:							/35
Professionalism	Not Shown	Poor	Average	Good	Very Good	Excellent	
	0	1-2	3-4	5-6	7-8	9-10	
Teamwork – How effective was the team in working together, sharing responsibility and providing support to one another?							/10
Relationship with opposing team – 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
	0	1	2	3	4	5	
Presentation – Professional dress, voice tone, physical presence							/5
Comments:							/25