



Walsh Family Law Negotiation Competition

RULES AND INSTRUCTIONS

March 7, 2020

Main location:
Law Society of Upper Canada
130 Queen Street West
Toronto, Ontario

* The Organizing Committee gratefully acknowledges the leadership and guidance provided to this competition by Cliff Hendler and Kileen Dagg Centurione, the co-founders of the International Mediation Advocacy Competition. These Rules are adapted exclusively from the Rules for that competition.

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I. Competition Rules

RULE 0.0 DEFINITIONS

The following terms have the corresponding meaning:

“Break” means a cessation of the negotiation wherein both teams must leave the room.

“Coach” means the individual supervising instructor of a team.

“Confidential Information” means the background factual information for the Competition Problem for the exclusive use of each corresponding Party and the Competition Judges.

“Competition” means the 2020 Walsh Family Law Negotiation Competition.

“Judge” with respect to the competition, means a professional in charge of scoring during a Negotiation session.

“Organizing Committee” means the volunteer committee organizing this event.

“Penalties” means Points deducted for any Rule violation pursuant to Rule 7.

“Problem Clarification” means the official clarifications or corrections of the Competition Problem and these Rules, as Published pursuant to Rule 3.2.

“Queries” means non-challenging questions of clarification arising from the Negotiation session, posed to Team members for the exclusive purpose of assisting Judges in their evaluation of the Teams, pursuant to Rule 2.12.

“Representation Plan” means each Team’s plan for a negotiation round, in written form and submitted to the Organizing Committee in advance pursuant to these Rules.

“Requesting Party” and “Responding Party” mean the team (or the members of a team) which argues on behalf of the party requesting negotiation or the party responding to the request for negotiation respectively at any given point in the Competition. They are also more commonly referred to as a party or the parties to the negotiation in the Rules.

“Rules” means the enclosed Rules of the Competition.

“Timekeeper” means a volunteer who will attend the Negotiation session and assist participants to keep time during a Negotiation session.

RULE 1.0 Organization of the Competition

RULE 1.1 INTRODUCTION

This Competition assumes that the parties have chosen negotiation as an appropriate settlement process. Different cultures have different methods and approaches to negotiation. The focus of this Competition is the effective combination of client representation and collaborative problem-solving skills.

RULE 1.2 LANGUAGE

The official language of the Competition will be English. The oral and written phases shall be in English only.

RULE 1.3 FORMAT

The Competition will consist of three (3) rounds of competition on one day of successive rounds. Each negotiation session will be performed by two (2) teams, with two (2) pre-registered students on each side representing the Requesting Party and the Responding Party respectively, scored by three (3) Judges. There is no possibility of a tie as all three (3) Judges will score each of the competition rounds.

A violation of the Rule regarding the number and composition of the Team members during the negotiation session may result in the disqualification of the Team.

RULE 1.4 INTERPRETATION OF THE RULES

The Organizing Committee shall serve as final arbiter of the implementation and interpretation of these Rules.

Rule 2.0 Negotiation Session Procedures

RULE 2.1 GENERAL PROCEDURES

In every negotiation session, each team will be represented by two (2) students who will both act for one of the two parties. Each negotiation session will run for a total of sixty-five (65) minutes, broken down as follows:

- Forty-five (45) minutes for the negotiation session;
- Twenty (20) minutes for the Judges' evaluation of the teams and for oral feedback.

In accordance with the Rules, each team may take two (2) breaks of no more than three (3) minutes during the negotiation. Taking a break does not suspend time on the overall 45 minute negotiation session; time continues to run.

If a team calls for a break, both teams must leave the room during the break. The Judges shall not communicate with one another when the teams are out of the room.

RULE 2.2 ASSIGNMENT OF TEAMS

The Organizing Committee will randomly match opposing teams in advance of each negotiation session. The Organizing Committee will also designate in advance which team in each pairing is to assume the role of Requesting Party or Responding Party in the problem for that round. Every attempt will be made so that no two teams will compete against each other more than once during the competition.

RULE 2.3 JUDGING CRITERIA

The judging criteria are designed to reward those participants who use an effective combination of representative skills, value creation and value claiming.

“Representative skills” means the range of skills necessary to help a client identify his or her needs, assess the reasonableness of his or her positions, understand the implications of his or her negotiation approaches, address issues of safety and power imbalance in ways that are in the best interests of the client and any other family members; and the skills required to advocate for a client's instructions in a way that is ethical and persuasive. Participants are expected to not sacrifice their client's interests in order to be collaborative.

“Creating Value” is defined as a process whereby the participants learn what they need about the other participant's interests and BATNA (best alternative to a negotiated agreement) and explore options for maximizing interests.

“Claiming Value” is defined as seizing opportunities to obtain the best possible outcome for one's client.

Students should refer to the scoring sheet attached at the end of this document for additional guidance about the scoring methodology.

RULE 2.4 JUDGES

The Organizing Committee is responsible for recruiting, in so far as possible, Judges who are experienced and knowledgeable in effective negotiation and who have different backgrounds. The Organizing Committee will use its best efforts to ensure that the Judges are independent and impartial from the students they are judging. There is a presumption that any Judge participating will fulfill their roles with professionalism, integrity and free from vested interest or bias pertaining to the outcome and will declare any conflict with a student or school at the outset of the competition.

RULE 2.5 TIME KEEPING

A timekeeper will be made available for each competition round.

Responsibility for timekeeping during the feedback session rests jointly with the participants and Judges, each having the responsibility to adhere to the time limits. The Timekeeper should inform the participants and Judges of the time, but it is ultimately up to the Judges to adhere to the time limits of the Competition during the feedback session. It is important for the next Rounds that everyone abides by the timelines.

Responsibility also rests with the student participants for timekeeping and adherence to the allotted time periods for negotiation sessions and breaks. Abuse of time limits may result in a penalty (Rule 7). Decisions of the Judges with respect to elapsed time are final.

RULE 2.6 CONTROLLING LAW

The Controlling law is the law of Canada and Ontario as appropriate.

RULE 2.7 EXHIBITS AND PROPS

Although teams are not expected to use exhibits in the negotiation sessions, other than any calculations which are provided by the organizing committee, a team may prepare in advance one (1) exhibit, limited to one 8.5"x 11 page with 12-point Times New Roman font face for each round. Teams are prohibited from using video, computer, electronic or other displays and props.

RULE 2.8 PERMISSIBLE ASSISTANCE

No one, including the Team Coach and/or faculty advisor, may give advice or instructions to, or attempt to communicate with any of the participants, in any way, during the period from commencement of the negotiation session through to completion of the feedback from Judges.

Coaches may provide advice to their team in advance of each round, but may not provide any such assistance once the session has commenced. **The mere act of communication, receipt of information, or non-permitted attendance will constitute a violation, regardless of the substance thereof, and regardless of whether initiated by a participant or by any other person. Violation of this rule will result in disqualification.** Harmless error will not be a defence to a complaint based on violation of this rule, because of the appearance of impropriety occasioned by even casual exchanges unrelated to the substance of the negotiation.

RULE 2.9 OUTSIDE ASSISTANCE TO TEAMS

The team coach and/or faculty may advise the team in its planning and preparation for the competition. Coaching prior to the competition may be given regarding negotiation strategy, e.g. advice on any opening statement. Competitors may seek guidance from faculty advisors and coaches regarding the general substance of the law; however, **teams shall not receive assistance regarding the possible options or solutions to the legal issues presented in the problems. Coaches may, however, tell their teams that they need to be more flexible or need to create more options, but they may not help the team come up with those options.**

Any team that receives inappropriate assistance as defined in Rules 2.8 and 2.9 will be disqualified from the Competition.

RULE 2.10 OBSERVERS

- (a) No Competition student, team coach, faculty advisor or other person affiliated with a team may attend a negotiation session of a team against which it knows in advance it will be competing.
- (b) No Competition student, team coach, faculty advisor or other person affiliated with a team may attend a negotiation session in which the competition problem discussed in that session has not been acted out already by the team.
- (c) In order to avoid the appearance of, or possibility of impermissible coaching, the team members who are not participating in the negotiation session and the coach and/or faculty advisor observing the negotiation session must sit out of view of their participating team members as far as possible.
- (d) Observers will not be allowed to leave the room while the negotiation session is in progress.
- (e) Failure to comply with this Rule will result in a penalty as defined under Rule 7.

RULE 2.11 JUDGES' FEEDBACK

Immediately following the negotiation session, the team members and the audience will leave the room and the Judges will rate the performance of each team (See Rule 2.12 Scoring). The Judges, after having rated the teams, will hand their scoring sheet to the timekeeper or a member of the Organizing Committee.

Thereafter, the timekeeper or Organizing Committee will invite the team members and the audience to enter the room. The Judges will then provide feedback to each team in the balance of the twenty (20) minute allotment.

Feedback will be based on each team's performance. During the feedback session, students will be allowed to comment, where appropriate, on their own performance but not on the opposing team's performance.

Judges must ensure that their feedback is consistent and fair, and that they do not show favouritism towards one team. Judges must not reveal to any team the results of their individual determinations or the team's scores, nor may they provide any substantive feedback that would reveal their individual determinations or contents of the Confidential Information.

RULE 2.12 SCORING

Each Judge must rate the performance of each team on certain relevant criteria, with a maximum of fifty-five (55) points awarded per team, per round, by each Judge. The criteria on which the teams will be judged are set out in the accompanying sample of the Judges' Score Sheets. A failure by the teams to reach settlement will not result in a lower score, unless that failure comes in the face of an offer that is clearly and manifestly in the interest of the declining party.

Judges must independently score each team but may confer with other evaluators before scoring the teams.

Each Judge must total his or her own scores for each team. The Judge must then circle the word "Win" at the bottom of the score sheet for the Team to whom he or she gives the most points, and should circle the word "Lose" at the bottom of the score sheet for the team that received fewer points. If the Judge has given both teams the same number of points, the Judge must designate one team as the winner and the other as loser of the round. Judges must give the timekeeper or the Organizing Committee the score sheets **before** the feedback session so that they can be brought to the scoring room.

Judges will also rank each individual competitor in each round as indicated on the score sheet. Awards will be given to the individual competitors who rank highest, second highest and third highest overall in the competition.

RULE 2.13 RANKING OF TEAMS

Teams will be ranked on the following criteria, in order of importance:

1. Total Rounds Won;
2. Total Points Spread per round (difference between team's and opponent's points in round)
3. Overall Points; and,
4. Total Win Ballots Spread (difference between team's and opponent's overall "win" ballots), in the event of a ranking tie.

This ranking methodology is utilized to even out any variances (as Teams will be evaluated by different Judges rather than the same repetitive panel) and to minimize the potential for ties since the Competition is not a single-elimination event.

RULE 2.14 SCORES AND RANKING PROVIDED TO THE TEAMS

Score sheets will **not** be provided to the teams following the Competition. Individuals and teams can obtain their overall ranking upon request.

Rule 2.15 PHOTOGRAPHY

AFCC Ontario will be using photographs of all participants' images and as well as their names as part of its website, newsletter and communications, both within the legal community and the public at large. The agreement by a law student, coach, or law school to participate in this competition includes their agreement to the publication of photographs in any AFCC Ontario marketing material. By agreeing to participate in the Walsh Family Law Moot and Negotiation Competition, each law school, student, coach and volunteer agrees to appear in photographs, video and/or media circulated by AFCC Ontario with no limitation or compensation and without further consent.

RULE 3.0 Competition Problems

RULES 3.1 PROBLEMS

General Information for the problem for all three competition rounds will be sent to all registered law schools no later than **December 9th, 2019**.

The assignment of roles (Requesting Party or Responding Party) will be made by **December 16th, 2019**. The Confidential Information for each round will also be provided to teams at that time. Prior to the commencement of the Competition, Judges will receive copies of the General Information provided to the teams. Additionally, the Judges will receive copies of the team's Confidential Information.

All competition problems, previously used or not, are the exclusive property of the Walsh Family Law Negotiation Competition and may not be used for education, training, publication, or otherwise, outside of team selection and preparation for the Competition without the express written permission of the Organizing Committee.

RULE 3.2 CLARIFICATIONS AND INTERPRETATION OF THE PROBLEMS

Every effort will be made to ensure that the Rules and problems are clear.

Each school may submit on or before **February 10th, 2020** a maximum of four (4) written requests for clarifications of the competition problem to the Organizing Committee. Written requests should be sent to **mzalev@epsteincole.com**.

Answers to all questions received by this deadline will be sent to each school contact by the end of the day on **February 25th, 2020** (except for answers to questions relating to confidential questions, which will be sent only to the schools representing the party to whom the question relates).

RULE 3.3 STAYING WITHIN THE RECORD

While teams may draw reasonable inferences from the facts provided, they are cautioned to stay within the sphere of reasonableness. An inference is not reasonable if it results in an unfair advantage to a Team's case or position. Failure to stay within the record, subject only to such reasonable inferences, shall result in a penalty in accordance to Rule 7.

RULE 4.0 Participation and Eligibility

RULE 4.1 PARTICIPATION

The Organizing Committee will determine the exact number of teams participating in the Competition and the manner in which they are chosen.

RULE 4.2 TEAM COMPOSITION

- (a) Each competing team is composed of two (2) students. In order to be eligible, the students must satisfy the requirements of Rule 4.3. No substitutions for team members are permitted at any time during the Competition.
- (b) Each University may enter up to a maximum a combined total of three coaches and/or faculty advisors in the Competition. This may include student coaches who may or may not have participated in past Walsh Family Law Negotiation competitions.

RULE 4.3 TEAM ELIGIBILITY

- (a) The Competition is open to all full and part-time university students enrolled in an approved law school LL.B. or J.D. programme during the academic period during which the Competition is held.
- (b) No student who is licenced to practice as a lawyer in any jurisdiction may participate in the Competition.
- (c) Any team that utilizes an ineligible team member will be **disqualified** from the Competition.
- (d) No student can participate, as a competitor, in more than two Walsh Family Law Negotiation Competitions.

RULE 4.4 TEAM SELECTION PROCESS

Team members may be chosen by any method by the responsible authority within the university.

Rule 5.1 Team Registration

RULE 5.1 TEAM REGISTRATION FORM AND TEAM CONTACT

The Organizing Committee will communicate with teams through the designated lead coach(es) for their schools. Students are deemed to have received all information that has been provided to the coaches for this purpose.

Rule 6.0 Judges

RULE 6.1 STATEMENT OF INDEPENDENCE

All Judges shall provide to the Organizing Committee a Statement of Independence declaring his/her impartiality or independence, in the eyes of a third party, to judge any of the universities selected to participate in the Competition. The Organizing Committee may disqualify a Judge from judging a team if s/he has a personal or professional relationship with that university or someone affiliated with that team that may threaten his or her impartiality, but any such decision rests solely with the Organizing Committee.

It is acknowledged that many of the judges have or have had relationships with individual participants, team coaches and faculty through their personal and/or professional activities. The Organizing Committee may not disqualify a Judge from judging a round or merely because s/he has a relationship with a team member, coach or other affiliation or relation with the university.

There is a presumption that any Judge participating in the Competition will fulfill their roles with professionalism, integrity and free from vested interest or bias pertaining to the outcome.

RULE 6.2 FACULTY ADVISORS AND COACHES

Team faculty advisors or coaches, or other persons directly affiliated with a team, may not act as Judges in any session.

RULE 6.3 CONFIDENTIAL INFORMATION

Judges, coaches and competitors must keep the contents of the Confidential Information strictly secret from all teams except for their own team or other members of their school's teams.

Rule7.0 Penalties

RULE 7.1 APPLICATION OF PENALTIES

If a violation of the Competition Rules is considered to have been committed by a team or one of its members, the Organizing Committee can impose a penalty. A five (5) point reduction will be applicable if Rules 2.5, 2.10 or 3.3 have been violated.

RULE 8.0 Organizing Committee

RULE 8.1 POWER TO TAKE ADDITIONAL MEASURES

The Organizing Committee may take such other measures as are required for the orderly conduct of the Competition.

II. Competition Schedule

March 6, 2020:

7:00 pm Joint Reception with Litigation Moot
(location to be confirmed)

March 7, 2020:

8:00 - 8:50 am Light Breakfast with Litigation Moot
(Convocation Hall Dining Room)

9:00 - 10:05 am First Round

10:15 - 11:20 am Second Round

11:30 - 12:35 pm Third Round

12:45 - 3:00 pm* Joint Lunch and Awards Ceremony with the
Litigation Moot
Hilton Double Tree Hotel, Chestnut Street
location

* All competition rounds for the negotiation competition will be held in the Law Society portion of Osgoode Hall.

Negotiation rounds will be held in one of the following areas of the building: Lamont rooms (main floor), the Portrait or Museum Rooms (second floor, near Convocation Hall) and Upper or Lower Barristers Rooms (third floor). Specific room assignments will be provided when teams register.

**Students are encouraged to go to lunch as soon as they are finished with their last round of the competition.

III. Instructions for Participants

1. COMPETITION RULES

Please carefully review the Competition Rules.

2. REPRESENTATION PLAN

Each law school team will prepare written Representation Plans in advance for submission on each competition round.

Each team must submit three (3) identical copies of an 8.5" x 11 page with 1" margins, 12-point Times New Roman font face Representation Plan for each round by no later than **March 2nd, 2020**. The Representation Plan should consist of an outline with a brief description under each of the five (5) following headings:

1. "Responsibility Sharing and Allocation Strategy" – Explain how the team plans to share responsibilities between students in the Session. Explain why the team chose the particular allocation strategy.
2. "Your Side's Interests" – Describe the client's interests that the team plans to advance in the negotiation session. Your client's interests must be identified as prioritized from the greatest to the least concern.
3. "Other Party's and Shared Interests" – Describe the likely interests of the other party. Identify those interests which are shared between the parties.
4. "Possible Options for Resolution" – Identify creative options that the team plans to advance in the negotiation session.
5. "Negotiating Strategy" – Disclose the negotiation strategy, in light of the four (4) preceding factors. Will your style be cooperative or competitive? What is your aspiration level (the ideal result you would like to achieve)? What is your negotiating goal (what you feel you can realistically aim for)?

While teams can consult with their coaches regarding their strategies as explained elsewhere in this document, which will influence the content of their representation plans, coaches cannot review or edit the students' Representation Plans.

Representation plans will be evaluated in advance by members of the Organizing Committee or other volunteers and awards will be provided to the teams with the highest scoring plans.

Teams should also bring three (3) copies of their representation plans for each round of the competition to distribute to the Judges, to help the Judges interpret what they are observing.

3. FEEDBACK SESSION

The feedback session is a time for the exchange of information among the students and the judges. Under no circumstances should this time be used to denigrate or criticize the opposing team.

4. SCORING

Teams are expected to follow a problem-solving approach to representation, but one that does not compromise their clients' respective interests nor miss opportunities to achieve outcomes that will be beneficial to the client. Teams will not be penalized for failing to reach a resolution. Full settlement is not the point of this Competition on account of to the tight timeframe. On the other hand, teams should seek to resolve what they can, with as much definition as they can, and with essential terms and/or conditions identified if not resolved, taking the time limits into account.

IV. Instructions for Judges

1. General Comments

As Judges in this Competition, you perform two extremely important functions. First, you evaluate and score the quality of representation by the student teams. Second, you give measured, balanced and constructive feedback in a manner calculated to empower the students and increase their learning from this experience.

All Judges must read the Competition Rules and the Competition Problem General and Confidential Information prior to the Competition.

To avoid the appearance of partiality or lack of independence, please refrain from having side discussions, meetings, or the like with the students and/or their coaches or faculty advisors about the competition problems **at any stage** during the Competition.

Please disclose any known conflict with a student or law school as quickly as possible so that re-assignments can be made.

2. Evaluation Criteria

All Judges must read each team's Representation Plan before the negotiation session begins. Each Representation Plan provides essential background information that will help the Judges interpret what they are observing.

See Section III "*Instructions for Participants*" above.

Before judging any rounds in the competition, carefully study each of the criteria attached in the Sample Judges' Score Sheet for judging the performance of the teams. You **must** use these criteria to evaluate the students, even if the criteria do not conform to your concept of best practice.

3. Timekeeper

A timekeeper will be assigned to assist with the negotiation session.

The entire negotiation, from start to finish, is **forty five (45) minutes**. Each team may request a maximum of two (2) breaks. Limit any breaks to three (3) minutes each.

4. Scoring

When scoring, please remember that the teams are expected to follow a problem-solving approach without missing opportunities to achieve outcomes beneficial to their clients. Do not penalise any teams for failing to reach resolution. Full settlement is not the point of this Competition on account of the tight timeframe. On the other hand, students are expected to resolve issues if the circumstances permit and to resolve what they can, with as much definition as possible, and to identify key terms and/or conditions to be taken into account, if time does not permit a settlement.

Judges must independently score each Team.

You will complete a Judges' Score Sheet for each team before providing feedback. This form asks you to evaluate several aspects of the teams' representation in the negotiation. You may experience tension between scoring fairly, while not engaging in grade inflation. It is essential to the integrity of the Competition to avoid disparate scoring approaches among the Judges.

Therefore, please make every effort to avoid inflating the scores by scoring as outlined here:

(a) The mid-point score of '3' should be the starting point for evaluating each team's performance for each criterion. A '3' is described as "adequate". Did the team perform adequately or better or worse than adequately?

(b) If the team's performance is just above adequate or "good", the score is '4'.

(c) If the performance is "very good", the score is '5'.

(d) If the team's performance is just below adequate or "poor", the score is '2'.

(e) If the performance is "very poor", the score is '1'.

Please note that the three (3) criteria called: "Information Gathering and Communications with Other Side", "Using Opportunities in the Process", and "Generating and Selecting Creative Options" will be scored between 2 and 10 as those scores are given double weight.

After completing the scoring, you must circle the team with the most points as "Win" and the least points as "Lose". If a Judge has assigned the same number of points to both teams, on his or her own score sheet, the Judge must select one of the teams as the winner for the round in question.

Judges must also rank each individual competitor in each round as indicated on the score sheet. Awards will be given to the individual competitors who rank the highest, second highest and third highest overall in the competition.

Judges must send their fully completed scoring sheets to the Organizing Committee before feedback is provided to the students to ensure scores can be compiled in a timely fashion.

Your Score sheet will be collected from you after each negotiation and before the feedback session.

5. Feedback

Judges may provide feedback to each team after the Negotiation session for a maximum of 15 minutes in total. Coaches and/or faculty advisors for all teams must return to and remain in the room for the feedback provided to both teams.

PLEASE PAY CAREFUL ATTENTION TO THE FOLLOWING:

During the scheduled feedback time, please give measured and balanced feedback to the students in a manner calculated to empower them and increase their learning from this experience. You are role models to these students, and they will take seriously what you have to say.

You should see yourself as a teacher who carefully chooses words in critiquing the students' work. Keep in mind that the students have invested significant extra-curricular time to participate in this event. They are in a vulnerable state when receiving feedback from you under the conditions of Competition.

Therefore, your approach to giving feedback will determine the quality of each student's entire experience. Please note that your feedback should be tied to the Competition scoring criteria as opposed to your "real world" experience. However, after you have completed your Competition feedback, you may (if time permits) discuss with the participants your views on how the Competition differs from your actual experience, keeping mind that you are not allowed to share your scoring results with them.

Thank you very much for the extra effort you give to make the feedback session a positive and constructive experience for all of the students.

Judge's Score Sheet

Your Name: _____

Negotiation Session: (Please clearly circle the round being evaluated) 1 2 3

Team Name/Number: _____

(Please name the **ONE TEAM** being evaluated on this Score Sheet and complete another sheet for the other team)

Criteria Description	Very Poor	Poor	Adequate	Good	Very Good
Presentation of Case in Opening Statement and Throughout -Presented facts and law in a way that could be heard productively by other side, -Accurately assessed and discussed litigation/arbitration benefits and risks, as well as other consequences of failing to reach settlement.	1	2	3	4	5
Teamwork Between Counsel <i>Both Counsel will participate in session</i> -Effectively divided responsibilities in light of Client's strengths and vulnerabilities. -Communicated effectively with each other and remained in respective roles throughout. -Worked together as a coordinated Team while demonstrating solid advocacy skills.	1	2	3	4	5
Problem-Solving Relationship Building -Established a problem-solving relationship with other side, if possible. -Recognized other side's interests and tried to satisfy them, when possible, given Client's Interests and was, where appropriate, open to proposals made by the other side. -Took initiatives to convert other Team into problem-solvers.	1	2	3	4	5
Information Gathering and Communications with Other Side -Used active listening skills to promote effective communications and move talk forward. -Used appropriate questioning techniques to gather information. -Tested assumptions and collected necessary information at appropriate times. -Used information available during the negotiation to formulate integrative solutions. -Sensitively used techniques to ensure effective communication when one side or both encountered a miscommunication, impasse or other barrier.	2	4	6	8	10
Using Opportunities in the Process - Chose wisely if/when to use a break. -Responded appropriately to developments that occurred during negotiation, especially new information and unforeseen moves by other side.	2	4	6	8	10
Advocating Client's Interests - PART A -Understood and advanced Client's legal and non-legal interests throughout the session. -Used advance preparation demonstrated in Representation Plan to good effect. -Demonstrated flexibility in the face of new information. - Shifted from one negotiating style (i.e. cooperative or competitive) to another, where required, to advance Client's interests.	1	2	3	4	5
Advocating Client's Interests - PART B -Did not sacrifice Client's interests in order to be collaborative. -Did not sacrifice Client's interests in order to seek competitive advantage. -Strategically followed through on advance preparation demonstrated in Representation plan.	1	2	3	4	5
Generating and Selecting Creative Options -Generated range of legal and non-legal options to meet Client's interests, as well as interests of other side. -Evaluated and selected options based on interests and, where appropriate, objective criteria. -Actively encouraged the development of creative ideas. -Effectively managed distributive features of dispute (effectively bridged any final gaps). -Adopted practical and realistic solutions to problems, took financial considerations into account, incorporated new information and the ideas of others into proposals. -Used a negotiating style (i.e. cooperative or competitive) that was appropriate given the interests, Client's interests, aspiration level and negotiating goal(s) in the process.	2	4	6	8	10
Sub Totals (add numbers in each column)					
<i>Penalty / Deduction(s)</i>					
Total Score	/55	WIN		LOSE	

Student Rankings:

(Please indicate your ranking of all four students from both competition teams for their performance in this round from 1st to 4th place)