

Walsh Family Law Negotiation: Judge's Score Sheet

Your Name: _____

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

Team Name/Number: _____

Student Names:
 1 _____
 2 _____

(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 <ul style="list-style-type: none"> 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 <ul style="list-style-type: none"> Both Counsel will participate in session 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 <ul style="list-style-type: none"> 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 <ul style="list-style-type: none"> 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 Negotiation <ul style="list-style-type: none"> 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 <ul style="list-style-type: none"> 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 <ul style="list-style-type: none"> 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 <ul style="list-style-type: none"> Generated a 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 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)

1st _____ 3rd _____
 2nd _____ 4th _____