



SCORE SHEET FOR NEGOTIATING PARTY
(Preliminary Round)

SCORING SCALE: 1 = Poor 2 = Average 3 = Good 4 = Very Good 5 = Exceptional

Name of College:

Chamber Number:

No.	Criteria	Marks
(1)	Opening Statement Expressing confidence in the process, skillful articulation of facts to put forth the case, persuasive comments to influence the other party.	
(2)	Relationship-building and Problem Solving Willingness to collaborate, taking initiative to build a problem solving approach, decision on disclosure of confidential information, strategically sacrificing interests to build a relationship.	
(3)	Advocating Interests Assessment of one's own strengths and weaknesses, identifying and developing client's real needs and interests, identifying common and conflicting interests.	
(4)	Information Gathering Non-opinionated approach, reliance on information rather than emotions, relevant and probing questions, strategy for asking uncomfortable questions, questions designed to understand the other parties' interests.	
(5)	Mutually Generating Creative Options Generating options to satisfy one's needs and interests, efforts made to satisfy other's interests, non-judgmental approach, objective evaluation of options generated by other party.	
(6)	Collaborating with the Other party Interaction with other party and its object (find solution or fault), use of legal position, principled approach (to avoid soft and hard Negotiation), rapport and trust building, demonstration of listening skills, establishing positive atmosphere.	
(7)	Team Work and Coordination Effectiveness of collaboration, reliance and faith on each other's ability, working together as a team, communicating with each other, sharing of responsibility, providing mutual support.	
(8)	Use of Mediator Timely and effective use of mediator, mediators interventions to secure the desired outcome.	
(9)	Effective Negotiation Skills Extent of success in protecting interests, creative ways adopted to achieve goals, reasons for failure in negotiation (if any), conclusion of session, handling of emotions, handling of hard bargaining.	
(10)	Mediation Plan Overall strategy developed to deal with the dispute; an effective analysis of the case; a clear and flexible division of responsibilities between the Counsel and Client; understanding the BATNA the parties involved.	
<p>Negative Marking (if any) - In case of non-adherence to rules, if party introduces elements which are not within the problem or the Confidential information, time penalty Glaring=5, Flagrant=4, Serious=3, Minor=2, Deliberate inaccuracies=1</p>		<div style="border: 1px solid black; width: 50px; height: 20px; margin: 0 auto;"></div>
Total:		

Name of Assessor:

Signature:



