

ELSA Negotiation Competition – Score Sheet

TEAM:

TOTAL SCORE:

JUDGE:

I. NEGOTIATION PLANNING

Judging from performance and apparent strategy, how well prepared did this team appear to be in relation to the contents of the scenario, the client's goals, use of personal information etc.?

1	2	3	4	5	6	7
Very unprepared	Unprepared	Somewhat unprepared	Neutral	Somewhat prepare	Prepared	Highly prepared

Comments:

II. QUALITY OF THE ARGUMENTS

How did the arguments presented by the team appear to be in regard to its quality (taking into account its persuasiveness, effectiveness, reasonability etc.)?

1	2	3	4	5	6	7
Very poor	Poor	Satisfactory	Neutral	Good	Very good	Excellent

Comments:

III. FLEXIBILITY IN DEVIATING FROM PLANS OR ADAPTING STRATEGY

How flexible did the team appear to be in adapting its strategy to the developing negotiation, e.g. to new information or unforeseen moves by the opposing team?

1	2	3	4	5	6	7
Very inflexible	Inflexible	Somewhat inflexible	Neutral	Somewhat flexible	Flexible	Highly flexible

Comments:

IV. TEAM WORK

How effective were the negotiators in working together as a team, in sharing responsibility, providing mutual backup and time management?

1	2	3	4	5	6	7
Very ineffective	Ineffective	Somewhat ineffective	Neutral	Somewhat effective	Effective	Very effective

Comments:

V. RELATIONSHIP BETWEEN THE NEGOTIATING TEAMS

Did the way this team managed its relationship with the other teams contribute to or detract from achieving its client's best interests?

1	2	3	4	5	6	7
Strongly detracted	Detracted	Somewhat detracted	Neutral	Somewhat contributed	Contributed	Strongly contributed

Comments:

VI. OUTCOME OF THE SESSION

Based on what you observed in the negotiation, to what extent did the outcome of the session, regardless of whether agreement was reached, serve the client's goals and their short term/long-term good?

1	2	3	4	5	6	7
Very poorly served	Poorly served	Somewhat poorly served	Neutral	Somewhat served	Served	Fully served

Comments:

VII. NEGOTIATION ETHICS

Did the team respect the professional ethics and manage to carry out in-bona-fide negotiations in dealing with the competing team?

1	2	3	4	5	6	7
Very poorly served	Poorly served	Somewhat poorly served	Neutral	Somewhat severed	Served	Fully served

Comments:

VIII. ANY OTHER COMMENTS:

Comments: