

Trans-Atlantic Negotiation Competition Judging Standards

Format/Schedule:

You will score either one or two negotiation sessions. Please see the Negotiation Schedule provided for the full details and timing for your round.

Scoring:

For each negotiation session, you will choose a winner by awarding one team a higher score than the other team. There can be no ties.

For each head-to-head negotiation session, you will score the teams in 6 criteria, each worth 20 points, for a maximum score of 120 points.

- The 6 criteria are
 - 1. Cultural Awareness/Cooperation
 - 2. Flexibility & Adaptation
 - 3. Outcome of Session
 - 4. Teamwork
 - 5. Relationship with Opposing Team
 - 6. Post-Negotiation Analysis (completed after the team conducts its post-negotiation analysis; anything said during the post-negotiation analysis can be considered in scoring the other criteria)

You will also determine if the teams negotiated ethically. If you observed an ethical violation during a negotiation, you may take the violation into account when scoring that negotiation session.

Score Independently: Please do not discuss your scores with other judges until your Scoring Ballots have been collected.

Scoring Ballots Collected Before Feedback Session

The host administrator will collect your Scoring Ballots BEFORE you give feedback to the teams

Oral Feedback:

In addition to promoting the development of practical lawyering skills, the Host Schools seek to promote an inclusive, educational, and positive experience for all competitors and coaches. The Host Schools appreciate your effort at providing measured, balanced, respectful, and constructive feedback that focuses on the competitor's negotiation skills.

- After your Scoring Ballots have been collected, judges will have 10 minutes total, to provide oral feedback to both teams in the room at the same time.
- During that oral feedback session, please do not tell teams which team "won" your ballot.
- Please refrain from making positive or negative comments on items that do not directly relate to the skills that the competition is seeking to promote, such as,

- Comments on a competitor's appearance (including clothing, hair, and facial appearance)
- Comments on a competitor's accent, disability, or speech impediment
- Comments on religious clothing or jewelry
- Comments related to gender, gender identity, or gender expression
- Comments on a competitor's name or surname

The judging criteria do NOT presume one “correct” approach to effective negotiation:

The strategies and techniques used will vary with the nature of the problem, the specific mix of personalities involved, and other circumstances. Whatever approach is used, however, negotiation effectiveness can be judged at least in part by the outcome of the session, regardless of whether agreement was reached. A good negotiation outcome is one that

- Is better than the best alternative to a negotiated agreement (with this party);
- Satisfies the interests of
 - the client – very well
 - the other side – acceptably (enough for them to agree and follow through)
 - third parties – tolerably (so they won't disrupt the agreement);
- Adopts a solution that is the best of all available options;
- Is legitimate – no one feels "taken";
- Involves commitments that are clear, realistic, and operational;
- Involves communication that is efficient and well understood, and
- Results in an enhanced working relationship or an agreement to negotiate further.