

Trans-Atlantic Negotiation Competition Score Sheet

Team Letter: Student #1: Student #2:	Judges Name: Round: <input type="checkbox"/> Prelim 1 <input type="checkbox"/> Prelim 2 <input type="checkbox"/> Semi-Final <input type="checkbox"/> Final	Team Letter: Student #1: Student #2:
(max 20 points)	1. Cultural Awareness/Cooperation The team was aware of any cultural considerations present during the round and ensured to respect those conditions. Additionally, the team worked well with the other team to ensure overall success throughout the round. Poor Marginal Average Good Excellent 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	(max 20 points)
(max 20 points)	2. Flexibility & Adaptation The team was able to be flexible/adapt its strategy to new information or other team's approach. Poor Marginal Average Good Excellent 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	(max 20 points)
(max 20 points)	3. Outcome of Session Regardless of whether an agreement was reached, the outcome served the client's goals. Poor Marginal Average Good Excellent 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	(max 20 points)
(max 20 points)	4. Teamwork Team members worked together, shared responsibility, communicated, and provided mutual support. Poor Marginal Average Good Excellent 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	(max 20 points)
(max 20 points)	5. Relationship with Opposing Team Team worked well with opposing team to contribute and not detract from achieving client's best interests. Poor Marginal Average Good Excellent 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	(max 20 points)
(max 20 points)	6. Post-Negotiation Analysis Team learned from today's negotiation. (Scored after each team's individual post-analysis.) Poor Marginal Average Good Excellent 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20	(max 20 points)

<input type="checkbox"/> Y <input type="checkbox"/> N	<p style="text-align: center;">Negotiating Ethics</p> <p style="text-align: center;">Team observed ethical standards by, for example, not misrepresenting material facts, exceeding authority, or inventing self-serving facts. If a team violated an ethical standard, please provide a brief explanation of the violation below this Scoring Ballot.</p>	<input type="checkbox"/> Y <input type="checkbox"/> N
Total Points (max 120 points)	<p style="text-align: center;">Please indicate the winning team's letter (no ties):</p> <p style="text-align: center;">_____</p>	Total Points (max 120 points)

