

NLS NEGOTIATION MEDIATION & CLIENT COUNSELLING COMPETITION

14TH-17TH APRIL, 2016



CLIENT-ADVOCATE (MEDIATION) EVALUATION FORM

STAGE: (Please tick relevant option)

Preliminary Round 1/Preliminary Round 2/Quarter Final/Semi Final/Final

JUDGE:

TEAM 1:

TEAM 2:

SCALE: 5 (Excellent), 4 (Very Good), 3 (Good), Satisfactory (2) and Poor (1)

Team 1	Criterion	Team 2
	<p>1. Opening Statement</p> <p><i>(Presentation of events giving rise to the dispute alongside relevant legal considerations; conveying interests; showing willingness to collaborate)</i></p>	
	<p>2. Advancing Interests</p> <p><i>(Ability to advance business and other interests throughout the session consistent with the confidential information; recognising and acknowledging interests of the other party without sacrificing your interests; flexibility in adapting to unexpected situations while advancing your own interests; awareness, and where appropriate assertion of your BATNA)</i></p>	
	<p>3. Team Work</p> <p><i>(Working together as a team; effectively communicating with each other; sharing responsibility appropriately and providing mutual backup)</i></p>	
	<p>4. Information Gathering and Ascertaining the Other Party's Interests</p> <p><i>(Seeking relevant information; understanding their interests; demonstration of active listening skills)</i></p>	
	<p>5. Collaboration with the Other Party</p> <p><i>(Taking initiatives to build a problem-solving relationship with the other party; making strategic decisions on what to disclose and what not to disclose)</i></p>	

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	<p>6. Generation of options and Making Offers</p> <p><i>(Generation of a range of options designed to meet your own and the other party's interests, without premature evaluation)</i></p>	
	<p>7. Making Good Use of the Mediator</p> <p><i>(Appropriate use of the mediator's assistance; response to the mediator's interventions; working with the mediator in a constructive manner)</i></p>	
	<p>8. Self-Evaluation</p> <p><i>(How thoughtfully did the mediator answer these questions: A) What were your goals and strategies coming into the mediation and how did they play out during the mediation? B) If you had to do the mediation over again, what would you do the same or differently?)</i></p> <p><i>(Judges may ask questions during self-evaluation, to clarify points made or to clarify issues of strategy or performance, but should not offer critique at this time. Self-evaluations that are overly generic, that feel like prepared speeches, and that do not seem to reflect thoughtful analysis of this specific mediation, should be scored no higher than a 2.)</i></p>	
	<p>TOTAL SCORE</p>	

COMMENTS

TEAM 1

TEAM 2

SIGNATURE