

NLS NEGOTIATION MEDIATION & CLIENT COUNSELLING COMPETITION

14TH-17TH APRIL, 2016



NEGOTIATION 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
---	<u><i>Negotiation Session</i></u>	---
	Identifying/assessing client's goal(s)	
	Well thought out plan for style, strategy and/or tactics	
	Obtaining and using relevant information	
	Providing and protecting confidential/negative information	
	Ethically responsible approach to the exchange of information	
	Managing offers, concessions, and/or presentation of options	
	Use of time available in light of client's interests and goals	
	Adapting (as needed) to the developing negotiation	
	Managed cross-cultural aspects of the negotiation	
	Well prepared (facts, research, planning, reasoning arguments)	
	Perceptive and skilful at reading the other team's cues	
	Reasonable and realistic	
	Persuasive and convincing	
	Self-controlled (not manipulated by the other team)	
	Appearing trustworthy and understanding of professional responsibility	

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	Managed relationship with other team to achieve the client's interests	
	Working together as a team, sharing responsibility and mutual backup	
	Extent to which the agreement or non-agreement satisfied the client's interests	
	Outcome was the best result of all possible options	
	Positive effect on any continuing or possible future relations	
---	<u>Self-Evaluation Session</u>	---
	Identifying effectiveness of its strategy and performance	
	Assessing the impact of strategic decisions on the outcome	
	Recognising potential or actual professional responsibility issues	
	TOTAL	

COMMENTS

TEAM 1

TEAM 2

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SIGNATURE