2009 ROBERT R. MERHIGE
NATIONAL ENVIRONMENTAL NEGOTIATION COMPETITION
SCORING SHEET

JUDGE’S NAME _____________________________  TEAM NAME ____________
ROOM _____________________________  ROUND ____________
SIDE REPRESENTED __________________________________________

INSTRUCTIONS: The ability to develop a negotiated, cooperative understanding between parties is an important professional skill. Your evaluation of the teams should be based on the extent to which they exhibit this skill by establishing interpersonal rapport, respect, trust, and by forming an understanding that is likely to be stable and successful.

Your evaluation must be based on what you observed in the negotiation and the self-analysis. Please score each team on a scale of 1 to 5, with 5 being the best score. Each team will be presumed to score a 3 unless you identify something which, in your judgment, distinguishes the team either positively or negatively. Please score the following ten categories using whole numbers only.

_____ 1. PLANNING
How well prepared was this team?

_____ 2. GOALS
Did this team appear to have clearly identified goals for the negotiation?

_____ 3. STRATEGY
Did this team effectively implement its strategy?

_____ 4. IMPLEMENTATION
Did this team effectively maintain its strategy?

_____ 5. FLEXIBILITY
Did this team maintain sufficient flexibility in its goals and strategies to allow it to adapt appropriately?

_____ 6. OUTCOME OF THE SESSION
Regardless of whether an agreement was reached, to what extent did the outcome of the session achieve the goal of negotiations (that is, to produce mutually acceptable, cooperative, enduring understandings, keeping the client’s goals in mind)?

_____ 7. RELATIONSHIP WITHIN THE TEAM
How effectively did these individuals work as a team?
8. **RELATIONSHIP WITH THE OTHER TEAM**
   How effective was the relationship with the other team in achieving the goals of negotiation?

9. **ETHICS**
   Did this team act in an ethical manner?

10. **SELF-ANALYSIS**
    Did this team exhibit insight into what was effective in today’s negotiation? Did it address what will enhance future effectiveness?

**COMMENTS:**
In the space provided below, please provide the team with a brief critique on both positive and negative aspects of their negotiations.