# Trans-Atlantic Negotiation Competition Score Sheet

<table>
<thead>
<tr>
<th>Team Letter:</th>
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<tbody>
<tr>
<td>Student #1:</td>
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<td>Student #2:</td>
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<table>
<thead>
<tr>
<th>Judges Name:</th>
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<td>Round:</td>
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( 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)

## 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)

## 3. Outcome of Session
Regardless of whether an agreement was reached, the outcome served the client’s goals.

- Poor
- Marginal
- Average
- Good

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20

( max 20 points)

## 4. Teamwork
Team members worked together, shared responsibility, communicated, and provided mutual support.

- Poor
- Marginal
- Average
- Good

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20

( 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

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20

( 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

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20

( max 20 points)
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<thead>
<tr>
<th>□ Y</th>
<th>Negotiating Ethics</th>
<th>□ Y</th>
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<tbody>
<tr>
<td>□ N</td>
<td>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.</td>
<td>□ N</td>
</tr>
<tr>
<td>📊 Total Points (max 120 points)</td>
<td>Please indicate the winning team’s letter (no ties):</td>
<td>📊 Total Points (max 120 points)</td>
</tr>
</tbody>
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