

ROUND	 <b>NEGOTIATIONS BALLOT</b> <b>BOARD of BARRISTERS</b> <small>TEXAS TECH UNIVERSITY SCHOOL OF LAW</small>	ROOM
TEAM A		TEAM B
Names:		Names:

**Use the following questions and point values to calculate each team's total score. In the event of a tie, see Cameron, Hailey, or Rachel.**  
**When complete, circle the name of the top oralist.**

___/5	<b>Pre-Analysis:</b> Did the team speak cohesively? ___/1 Was the team knowledgeable of the facts? ___/1 Did the team identify and understand all of the issues? ___/1 Did the team anticipate the other side's position? ___/1 Did the team have an apparent strategy? ___/1	<b>Pre-Analysis:</b> Did the team speak cohesively? ___/1 Was the team knowledgeable of the facts? ___/1 Did the team identify and understand all of the issues? ___/1 Did the team anticipate the other side's position? ___/1 Did the team have an apparent strategy? ___/1	___/5
___/10	<b>Teamwork:</b> Did the team evenly share responsibility? ___/2 Was the team equally prepared? ___/2 Did the team refrain from contradicting each other? ___/2 Did the team appear to be in agreement during the round? ___/2 Did the team communicate effectively during the round? ___/2	<b>Teamwork:</b> Did the team evenly share responsibility? ___/2 Was the team equally prepared? ___/2 Did the team refrain from contradicting each other? ___/2 Did the team appear to be in agreement during the round? ___/2 Did the team communicate effectively during the round? ___/2	___/10
___/10	<b>Advocacy:</b> Did the team understand their client's interests? ___/2 Did the team advance their client's interests? ___/2 Did the team explain their client's position? ___/2 Did the team make offers within their authority? ___/2 Did the team respect the client's wishes? ___/2	<b>Advocacy:</b> Did the team understand their client's interests? ___/2 Did the team advance their client's interests? ___/2 Did the team explain their client's position? ___/2 Did the team make offers within their authority? ___/2 Did the team respect the client's wishes? ___/2	___/10
___/10	<b>Professionalism:</b> Did the team ask and answer questions effectively? ___/2 Did the team attempt to move the negotiation forward? ___/2 Did the team adapt throughout the round? ___/2 Did the team concede when necessary? ___/2 Did the team foster a good professional relationship with the other team? ___/2	<b>Professionalism:</b> Did the team ask and answer questions effectively? ___/2 Did the team attempt to move the negotiation forward? ___/2 Did the team adapt throughout the round? ___/2 Did the team concede when necessary? ___/2 Did the team foster a good professional relationship with the other team? ___/2	___/10
___/5	<b>The Result:</b> Did the team push their client to a deal or closer to a deal? ___/2 Did the team communicate the results of the round with the other team? ___/1 Would the client be pleased with the results of the round? ___/2	<b>The Result:</b> Did the team push their client to a deal or closer to a deal? ___/2 Did the team communicate the results of the round with the other team? ___/1 Would the client be pleased with the results of the round? ___/2	___/5
___/5	<b>Post-Analysis:</b> Did the team accurately summarize the round? ___/1 Did the team effectively analyze their performance? ___/1 Did the team answer the judge's questions? ___/2 Did the team learn from the round? ___/1	<b>Post-Analysis:</b> Did the team accurately summarize the round? ___/1 Did the team effectively analyze their performance? ___/1 Did the team answer the judge's questions? ___/2 Did the team learn from the round? ___/1	___/5
___/5	<b>Ethics:</b> Do you believe that the team observed the ethical standards of the legal profession? Consider whether the team misrepresented material facts, exceeded its authority, or invented self-serving material facts. (0 = unethical, 5 = ethical) <i>*If an ethical violation was so severe that, in your judgment, you think the team should be disqualified, see the Vice Chair of Negotiations or the Vice Chair of Judges.</i>		___/5
___/50	Judge's Name _____	Judge's Signature _____	___/50

Point Spread:	Winning Team:
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