ROUND		**NEGOTIATIONS BALLOT**	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 the Vice Chair of Negotiations, Vice Chair of Judges or the Chairperson.
When complete, circle the name of the top oralist.

	TEAM A	TEAM B	
__/5	**Pre-Analysis:** 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	**Pre-Analysis:** 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	**Teamwork:** 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	**Teamwork:** 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	**Advocacy:** 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? __/ Did the team's statements respect the client's wishes? __/2 Did the team refrain from giving up their client's interests unnecessarily? __/2	**Advocacy:** 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? __/ Did the team's statements respect the client's wishes? __/2 Did the team refrain from giving up their client's interests unnecessarily? __/2	__/10
__/10	**Professionalism:** Did the team ask effective questions and give effective answers? __/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 an appropriate professional relationship with the other team based on the negotiation scenario? __/2	**Professionalism:** Did the team ask effective questions and give effective answers? __/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 an appropriate professional relationship with the other team based on the negotiation scenario? __/2	__/10
__/6	**The Result:** 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 Rate the outcome of the round for this team's client. __/3	**The Result:** 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 Rate the outcome of the round for this team's client. __/3	__/6
__/5	**Post-Analysis:** 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	**Post-Analysis:** 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	**Ethics:** 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) *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.*		__/5
__/51	Judge's Name _____ Judge's Signature _____		__/51
Point Spread:		Winning Team:	