



**Melbourne Sports Law Association Negotiations Competition  
Scoresheet**

Team Name:				Room/Time:			
Client:				Judge:			
<b>Interests</b>	<b>Not Shown</b>	<b>Poor</b>	<b>Average</b>	<b>Good</b>	<b>Very Good</b>	<b>Excellent</b>	
	<b>0</b>	<b>1-3</b>	<b>3-6</b>	<b>7-8</b>	<b>9-12</b>	<b>12-15</b>	
<b>Identifying and prioritising interests</b> – Did the team appear to understand and appropriately rank their client’s interests? How well prepared were they?							<b>/15</b>

<b>Advocacy</b> – How well did the team advocate for their client’s interests? – Did the team clearly articulate their goals?							<b>/15</b>
	<b>0</b>	<b>1-2</b>	<b>3-4</b>	<b>5-6</b>	<b>7-8</b>	<b>9-10</b>	

<b>Outcome</b> – To what extent did the outcome (whether or not an agreement was reached) serve the clients goals?							<b>/10</b>
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<b>Comments:</b>							<b>/40</b>
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<b>Flexibility</b>	<b>Not Shown</b>	<b>Poor</b>	<b>Average</b>	<b>Good</b>	<b>Very Good</b>	<b>Excellent</b>	
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	<b>0</b>	<b>1-2</b>	<b>3-4</b>	<b>5-6</b>	<b>7-8</b>	<b>9-10</b>	
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<b>Strategy</b> – Was the team able to adapt their strategy to the development of the negotiation?							<b>/10</b>
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<b>Response to the other team</b> – How well did they respond to new information from the opposition?							<b>/10</b>
	<b>0</b>	<b>1-3</b>	<b>3-6</b>	<b>7-8</b>	<b>9-12</b>	<b>12-15</b>	
<b>Creativity</b> – Did the team demonstrate creative thinking in finding solutions in a way that would realistically fit the scenario?							<b>/15</b>

<b>Comments:</b>							<b>/35</b>
<b>Professionalism</b>	<b>Not Shown</b>	<b>Poor</b>	<b>Average</b>	<b>Good</b>	<b>Very Good</b>	<b>Excellent</b>	
	<b>0</b>	<b>1-2</b>	<b>3-4</b>	<b>5-6</b>	<b>7-8</b>	<b>9-10</b>	
<b>Teamwork</b> – Did the team effectively work together, sharing responsibility and providing support to one another?							<b>/10</b>

<p><b>Relationship with opposing team</b></p> <ul style="list-style-type: none"> <li>- Did the team manage their relationship with the other team having regard to the type of negotiation?</li> <li>- Did their management of the relationship help or hinder the negotiation?</li> </ul>							<b>/10</b>
	<b>0</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	
<p><b>Presentation</b></p> <ul style="list-style-type: none"> <li>- Was the team dressed professionally? Did they consistently employ a professional and calm tone of voice? Did the team appear confident? Did teams maintain eye contact?</li> </ul>							<b>/5</b>
<p><b>Comments:</b></p>							<b>/25</b>



<b>Comments:</b>	<i>/25</i>
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<b>Sport-specific knowledge:</b>	<b>Not Shown</b>	<b>Poor</b>	<b>Average</b>	<b>Good</b>	<b>Very Good</b>	<b>Excellent</b>	
	<b>0</b>	<b>1-2</b>	<b>3-4</b>	<b>5-6</b>	<b>7-8</b>	<b>9-10</b>	
<b>Understanding of the overall sporting landscape, including but not limited to:</b> <ul style="list-style-type: none"> <li>- Player and club valuations and the effect on sponsorship, playing contracts etc</li> <li>- Previous agreements and sanctions in analogous situations</li> </ul>							<i>/10</i>

<b>Comments:</b>	<i>/25</i>
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