# ROUND B (ENGLISH)

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| 1 [Preliminary Memo] | Does the preliminary memorandum set forth a clear plan for the negotiation?<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| 2 [Objective/Goal Setting] | Did the team set and understand the objectives/goals for the negotiation reasonably? (Was the sought-after win-win solution set in an appropriate direction with reasonable prospects, given the context of the negotiation?)<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| 3 [Strategy for Negotiation] | Was the team's strategy appropriate to achieve the objectives/goals of the negotiation?<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| Constructive Proposal of Alternati | Under the objectives/goals and the strategy for the negotiation, did the team propose constructive alternatives in a flexible and appropriate manner?<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| 5 [Effective Discussion] | In view of the objectives/goals and the strategy for the negotiation, were the team's discussions effective and persuasive?<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| 6 [Responsiveness] | Did the team respond sincerely, properly, and in a timely fashion to the arguments and proposals of the other side?<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| ommunication/Mutual Understanc | Did the team communicate effectively, so as to understand the other side's views and interests?<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| 8 [Principled Negotiation] | Did the team compromise too easily? Did the team push too hard? (Did the team pursue the objectives/goals of negotiation in an appropriate manner?)<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| 9 [Business Manner] | Were the speech and manners of the team appropriate and reasonable for businesspeople in this field?<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| 0 [Teamwork/Role Assignments | Did each member of the team appropriately perform his/her own role? Was the assignment of responsibility appropriate?<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| 11 [BATNA] | Did the team pursue the maximization of their company's interest? Did the team negotiate within its authority? Did the team make a deal worse than BATNA?<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| 12 [Good Working Relationship] | Did the team make efforts to build a good working relationship with the other side?<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| 13 [Outline of the Agreement] | Does the outline accurately reflect all the agreed points? (If no outline is drafted, a score of 2.5 should ordinarily be given, although the score may be adjusted depending on the reason for non-agreement.)<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| 14 [Negotiation Ethics] | Did the team perform ethically?<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| 15 [Self-evaluation] | Did the team report the process and results of the negotiation clearly and sufficiently? Did they analyze their own performance objectively? Were they fair in depicting and evaluating the performance of the other side?<br>1 (Poor) —— 1.5 —— 2 (Fair) —— 2.5 —— 3 (Avg.) —— 3.5 —— 4 (Exc.) —— 4.5 —— 5 (Outst.) |
| | Total: (  )/75 points |