

Round B Evaluation Sheet

Team Name with University name : _____

(Name of opposite party with University name : _____)

Name of Referee : _____

Every item should be evaluated with 5 ranks. It is an Absolute evaluation. It is not comparative evaluation vis a vis the performance of the opposite party. Therefore, both team may gain the highest result.

Evaluation criteria is as follows (if the full score is 2.5, the following scores are to be reduced to one half) :

1 point: poor

2 points: not satisfactory as students

3 points : average

4 points : good in relation to the standard as students

5 points : excellent

1 . Logicalness and power of persuasion (10points)

(1)if arguments were persuasive. (Persuasive : logicalness and clearness)

1	2	3	4	5

(2)Flexibility

1	2	3	4	5

total of the above = _____(1)

2. Communication ability (10 points)

(1) If they understood the argument of the other party correctly and precisely. If they conveyed their intention correctly and precisely.

1	2	3	4	5
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(2) Manner of negotiation

1	2	3	4	5
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total of the above = _____(2)

3. Settlement Agreement (5 points)

(1) if they tried to hear from the other party clues that may lead to the settlement proposals.

0.5	1	1.5	2	2.5
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(2) if settlement has been made. (If no settlement resulted, both parties will gain 1.5. If both parties settled in win win solution, both will gain 2.5. If a team agreed a poor settlement conditions, it will get a point less than 1.5. If a team has gained a favorable settlement conditions, it will gain a point more than 1.5.)

0.5	1	1.5	2	2.5
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total of the above : _____(3)

4. Team cooperation (5 points)

If the team member cooperated each other performing respective role.

1	2	3	4	5
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total of the above = _____(4)

5. preparation (10 points)

(1) Understanding of the facts given and research

1	2	3	4	5
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(2)preparation of negotiation strategy

1	2	3	4	5
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total of the above = _____(5)

6. Self evaluation and overall impression (10 points)

(1)If the team realizes the strong point and weak points at the time of the self-evaluation at the end of Round B.

1	2	3	4	5
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(2)Overall evaluation of the performance

1	2	3	4	5
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total of the above= _____(6)

The aggregate of (1) + (2) + (3) + (4) + (5) + (6) = _____/50 points