

ROUND "B" EVALUATION FORM (2005)

Team Name: _____

(Opposing Team Name: _____)

Name of Referee: _____

Each evaluation item should be evaluated on a 5-point scoring system. (You may give middle point if necessary like 3.5 or 4.5.), based on an absolute evaluation, rather than a comparative assessment. Accordingly, if, for example, both teams have performed in an exceptional manner, both teams should be given 5 points.

For the evaluation of the scores, the following suggestions may be helpful. An average performance should be awarded a score of 3. Your view of the result of the arbitration award (i.e., which team would have won the arbitration) should not be considered.

5 points: Excellent. Their performance matches that of young business persons and excellent as students.

4 points: Good. Very good as students.

3 points: Average.

2 points: Rather unsatisfactory.

1 point: Very unsatisfactory.

1. Logicality and Persuasiveness

Whether arguments were persuasive. _____points (1)

Criteria of evaluation:

Whether the arguments were logically consistent. Whether the arguments were too wordy or repetitive. Whether arguments got to the heart of the matter.

2. Communication Skill _____points (2)

Criteria of evaluation:

Whether negotiators could communicate to the other party

what they wanted to convey. Whether there were matters that could not be well understood by the other party (not due to the fault of the other party). Whether the team tried hard to let the other party understand the arguments, to listen to and understand the other party's arguments. Whether the team had continued to talk without giving sufficient time for the other party to talk. Whether the team tried to dig out as much information as possible from the other side. Whether questions to the other party got to the heart of the matter. Whether questions were effectively made.

3. Attitude, behavior and manner of discussion

_____point(3)

Criteria of evaluation:

Whether negotiators inadvertently gave way to their feelings. Whether there were personal attacks. Whether negotiators spoke clearly. Whether negotiators' attitude and use of words were appropriate, as business persons.

Examples of reasons for deducting points:

Losing one's head. Acts of impoliteness. Unduly soft voice.

Examples of reasons for enhancing score:

Being calm. Quick and witty response.

4. Teamwork

_____points(4)

Criteria of evaluation:

Whether each member played his/her given role, coordinating efficiently with other team members. Whether each speaker well understood his/her role in the negotiation

5. Preparation in advance

(1) Preparation

_____points (5)

Criteria of evaluation:

Understanding of given facts and materials. Whether negotiators researched and understood necessary social and technical background.

6. Substance of Negotiation

(1) Regarding Project

Whether Blue offered a proposal that was attractive to Red and at the same time nice to Blue. Whether Blue responded flexibly in order to solve the problems pointed out by Red.

Whether Red analyzed properly the merits and demerits of the proposal submitted by Blue and pointed out clearly the problems included in the proposal. Whether Red could respond flexibly to the suggestions and arguments of Blue. _____ points (6)

(2) Other points

Whether the team conducted negotiation appropriately with respect to the incident at the convention center and other problems of the project. If the team offered suggestion that may result in win-win solution.

_____ points (7)

Criteria of evaluation:

Point is whether the team realized the best result to their company under the given circumstances. As the position of Red and Blue differs, evaluation should be made respectively if each team negotiated for the best interest of their own company.

Consideration shall be given to what extent the target written in the memorandum submitted in advance.

7. Report to King and President _____ points (8)

Criteria of evaluation:

Whether the team reported properly to King or President in the way satisfactory to King and President respectively.

8. Process of Negotiation _____ points (9)

Criteria of evaluation:

Whether the team properly managed the progress of negotiation. Whether team wasted time sticking to trivia. Whether team paid attention to the efficient progress of the

negotiation.

9. Self Evaluation _____points (10)

Criteria of evaluation:

Whether the team objectively evaluated its performance,
including good and bad points.

Total score Σ (1~10) = _____