



**MEDIATION BOMBAY 2.0**  
**INTERNATIONAL DISPUTE RESOLUTION COMPETITION**



**MEDIATION BOMBAY 2.0**

**SCORING SHEET FOR NEGOTIATING PAIR**

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**Expert Assessor (Name):**

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**Assessment Room (Number):**

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**Negotiating Party (Team Code):**

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\_\_\_\_\_ Requesting Party

\_\_\_\_\_ Responding Party

**ROUND DETAILS (TICK IN THE BOX)**

<b>PRELIMINARY</b>	<b>QUARTER FINAL</b>	<b>SEMI FINAL</b>	<b>FINAL</b>
<input type="checkbox"/> <b>Round 1</b> (28/01 Morning)	<input type="checkbox"/> (30/01 Morning)	<input type="checkbox"/> (30/01 Evening)	<input type="checkbox"/> (31/01 Evening)
<input type="checkbox"/> <b>Round 2</b> (28/01 Afternoon)			
<input type="checkbox"/> <b>Round 3</b> (29/01 Morning)			
<input type="checkbox"/> <b>Round 4</b> (29/01 Afternoon)			



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**Negotiating Pair – Scoring Sheet**

<b>1-2 = Poor</b>	<b>3-4 = Satisfactory</b>	<b>5-6 = Good</b>	<b>7-8 = Very Good</b>	<b>9-10 = Excellent</b>
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NO.	CRITERIA	MARKS
1.	<p><b>COMMUNICATION SKILLS</b></p> <ul style="list-style-type: none"><li>• Effective Opening Statement.</li><li>• Clear Verbal &amp; Non-verbal Communication.</li><li>• Technique in Responding to the Opposing Party or the Mediators.</li><li>• Engaging with the Counterpart.</li><li>• Building Relationship and Trust with the Opposite Party or the Mediators.</li><li>• Demonstrating Active Listening Skills.</li><li>• Formulation and Presentation of Proposals.</li><li>• Ability to Summarize and Reframe.</li></ul>	
2.	<p><b>EFFECTIVE INFORMATION GATHERING</b></p> <ul style="list-style-type: none"><li>• Asking Open-Ended Questions.</li><li>• Probing for Interests &amp; Identifying Common Interests (If Any).</li><li>• Seeking Clarifications when Required.</li><li>• Identifying Opposing Parties' BATNAs and WATNAs.</li></ul>	
3.	<p><b>MANAGEMENT OF THE MEDIATION PROCESS</b></p> <ul style="list-style-type: none"><li>• Effectively Allocating the Time Towards Different Phases of the Process.</li><li>• Use and Timing of Caucus (If Any).</li><li>• Teamwork &amp; Communication Between Client and Attorney Pair</li><li>• Demonstrating a Clear Role Division Between Client Attorney Pair.</li></ul>	
4.	<p><b>EFFECTIVE USE OF MEDIATORS</b></p> <ul style="list-style-type: none"><li>• Constructive Use of Mediators in Working Towards a Resolution.</li><li>• Constructive Use of Mediators in Building Relationship with the Other Party.</li><li>• Utilization of Mediators' Assistance in the Process</li><li>• Engagement with and response to Mediators' Intervention</li></ul>	
5.	<p><b>ADVOCACY AND ADVANCING INTERESTS</b></p> <ul style="list-style-type: none"><li>• Identification of Interests – As Different from their Positions.</li><li>• Strategic and Appropriate Disclosure of Confidential Information.</li><li>• Identification and Prudent Assertion of their own BATNA.</li><li>• Ability to Address and Work Through Impasse (If Any).</li><li>• Negotiating Collaboratively in Good Faith.</li><li>• Professional Conduct in Carrying out Negotiation.</li></ul>	



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6.	<b>WORKING TOWARDS RESOLUTION</b> <ul style="list-style-type: none"><li>• Creative Option Generation – Brainstorming &amp; Packaging.</li><li>• Weighing the Options vis-à-vis their Interests/Limitations.</li><li>• Reality Testing &amp; use of Objective Criteria in Option Selection.</li><li>• Reflecting the Interests in Outcomes.</li><li>• Recording Outcomes of the Session.</li></ul>	
<b>TOTAL SCORE:</b>		<u>        </u> /60