

MEDIATION BOMBAY

SCORING SHEET FOR NEGOTIATING PAIR

Expert Assessor (Name):

Assessment Room (Number):

Negotiating Party (Team Code):

Requesting Party

Responding Party

ROUND DETAILS (TICK IN THE BOX)

PRELIMINARY	QUARTER FINAL	SEMI FINAL	FINAL
<input type="checkbox"/> Round 1 (Friday Morning)	<input type="checkbox"/> (Saturday Afternoon)	<input type="checkbox"/> (Sunday Morning)	<input type="checkbox"/> (Sunday Afternoon)
<input type="checkbox"/> Round 2 (Friday Afternoon)			
<input type="checkbox"/> Round 3 (Friday Evening)			
<input type="checkbox"/> Round 4 (Saturday Morning)			

1-2 = Poor

3-4 = Satisfactory

5-6 = Good

7-8 = Very Good

9-10 = Excellent

NO.	CRITERIA	MARKS
1.	<p>COMMUNICATION SKILLS</p> <ul style="list-style-type: none"> • Effective Opening Statement. • Clear Verbal & Non-verbal Communication. • Technique in Responding to the Opposing Party or the Mediator. • Engaging with the Counterpart. • Demonstrating Active Listening Skills. • Ability to Summarise and Reframe. 	
2.	<p>EFFECTIVE INFORMATION GATHERING</p> <ul style="list-style-type: none"> • Asking Open-Ended Questions. • Probing for Interests & Identifying Common Interests (If Any). • Seeking Clarification when Required. • Identifying Opposing Party's BATNA and WATNA. 	
3.	<p>MANAGEMENT OF THE MEDIATION PROCESS</p> <ul style="list-style-type: none"> • Effectively Managing Time - During the Different Phases of the Process. • Effective Use of the Mediator. • Use and Timing of a Caucus. • Teamwork & Communication Between Client Attorney Pair. • Demonstrating a Clear Role Division Between Client Attorney Pair. 	
4.	<p>ADVOCACY AND ADVANCING INTERESTS</p> <ul style="list-style-type: none"> • Identification of Interests – As Different from their Positions. • Strategic and Appropriate Disclosure of Confidential Information. • Identification and Prudent Assertion of their own BATNA. • Ability to Address and Work Through Impasse (If Any). • Negotiating Collaboratively and in Good Faith. 	
5.	<p>WORKING TOWARDS RESOLUTION</p> <ul style="list-style-type: none"> • Creative Option Generation – Brainstorming & Packaging. • Weighing the Options vis-à-vis their Interests/Limitations. • Reality Testing & Use of Objective Criteria in Option Selection. • Reflecting the Interests in Outcomes. • Recording Outcomes of the Session. 	
TOTAL SCORE:		_____ / 50