

Negotiation Planning <ul style="list-style-type: none"> • Thoughtful negotiation strategy • Knowledge of & comfort with fact pattern • Understanding of issues 	1	2	3	4
Advocacy <ul style="list-style-type: none"> • Compelling advocacy for client's interests • Persuasiveness • Solid argumentation • Well-thought out reasoning • Effective communication 	1	2	3	4
Inquiry <ul style="list-style-type: none"> • Asked good questions • Honed in on other side's interests • Sufficient time spent investing in questions 	1	2	3	4
Negotiation Skill <ul style="list-style-type: none"> • Ability to adapt to new information • Flexibility • Strategic giving & guarding of information • Reasonableness • Balance between competition & collaboration • Interpersonal effectiveness 	1	2	3	4
Demeanor <ul style="list-style-type: none"> • Confidence • Quality of delivery (natural, relaxed presence, projection, poise and appearance) • Extemporaneous speaking • Voice (i.e. not monotonous) • Body language • Eye contact 	1	2	3	4
Debrief <ul style="list-style-type: none"> • Clearly articulated negotiation strategy • Insight into the negotiation process • Self-awareness • Thoughtfulness • Ability to self-critique • Engagement & comfort level in the discussion 	1	2	3	4
Total				

Criteria /
"Look-Fors"