

**Self-Assessment of Your Negotiation** - Be candid, not too harsh or easy on yourself.  
Keep this form in a file of self-assessments.

Simulation \_\_\_\_\_ Your Role \_\_\_\_\_

1. Did you reach agreement? If so, what was especially important in leading to agreement? If not, what were the barriers to agreement and what might you have done to overcome these barriers?
2. How satisfied were you with the result (even if you didn't reach agreement)? (Use a scale from 1 to 10 where 1 very dissatisfied and 10 is very satisfied and explain why.)
3. How satisfied were you with the negotiation process? (Use a scale from 1 to 10 where 1 very dissatisfied and 10 is very satisfied and explain why.)
4. How well did you perform overall? Use a scale from 1 to 10, where 1 is the worst possible performance and 10 is the best possible performance. Why do you make this assessment?
5. What did you do particularly well in the negotiation?
6. What might you do differently in the future?



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