



# Evaluation Form

## Negotiate the Best Outcome

Member Name \_\_\_\_\_ Date \_\_\_\_\_

Evaluator \_\_\_\_\_ Speech Length 5–7 minutes

Speech Title \_\_\_\_\_

### Purpose Statements

- ▶ The purpose of this project is for the member to learn about different types of negotiation and the strategies that can be used when negotiating.
- ▶ The purpose of this speech is for the member to share some aspect of a past or future negotiation in their life.

### Notes for the Evaluator

During the completion of this project, the member:

- ▶ Spent time learning about different negotiation styles and strategies
- ▶ Reflected on a past or future negotiation in their life

About this speech:

- ▶ The member will deliver a well-organized speech about a negotiation in their life.
- ▶ The speech may be humorous, informational, or crafted in any style that appeals to the member and supports the speech content.
- ▶ The speech should not be a report on the content of the “Negotiate the Best Outcome” project.

## General Comments

You excelled at:

You may want to work on:

To challenge yourself:

For the evaluator: In addition to your verbal evaluation, please complete this form.

**Clarity:** Spoken language is clear and is easily understood

5 – Exemplary      4 – Excels      3 – Accomplished      2 – Emerging      1 – Developing

Comments:

**Vocal Variety:** Uses tone, speed, and volume as tools

5 – Exemplary      4 – Excels      3 – Accomplished      2 – Emerging      1 – Developing

Comments:

**Eye Contact:** Effectively uses eye contact to engage audience

5 – Exemplary      4 – Excels      3 – Accomplished      2 – Emerging      1 – Developing

Comments:

**Gestures:** Uses physical gestures effectively

5 – Exemplary      4 – Excels      3 – Accomplished      2 – Emerging      1 – Developing

Comments:

**Audience Awareness:** Demonstrates awareness of audience engagement and needs

5 – Exemplary      4 – Excels      3 – Accomplished      2 – Emerging      1 – Developing

Comments:

**Comfort Level:** Appears comfortable with the audience

5 – Exemplary      4 – Excels      3 – Accomplished      2 – Emerging      1 – Developing

Comments:

**Interest:** Engages audience with interesting, well-constructed content

5 – Exemplary      4 – Excels      3 – Accomplished      2 – Emerging      1 – Developing

Comments:

**Topic:** Shares some aspect of experience in a past negotiation or plans for a future negotiation

5 – Exemplary      4 – Excels      3 – Accomplished      2 – Emerging      1 – Developing

Comments:

## Evaluation Criteria

This criteria lists the specific goals and expectations for the speech. Please review each level to help you complete the evaluation.

5 – Exemplary 4 – Excels 3 – Accomplished 2 – Emerging 1 – Developing

### Clarity

- 5 – Is an exemplary public speaker who is always understood
- 4 – Excels at communicating using the spoken word
- 3 – Spoken language is clear and is easily understood
- 2 – Spoken language is somewhat unclear or challenging to understand
- 1 – Spoken language is unclear or not easily understood

### Vocal Variety

- 5 – Uses the tools of tone, speed, and volume to perfection
- 4 – Excels at using tone, speed, and volume as tools
- 3 – Uses tone, speed, and volume as tools
- 2 – Use of tone, speed, and volume requires further practice
- 1 – Ineffective use of tone, speed, and volume

### Eye Contact

- 5 – Uses eye contact to convey emotion and elicit response
- 4 – Uses eye contact to gauge audience reaction and response
- 3 – Effectively uses eye contact to engage audience
- 2 – Eye contact with audience needs improvement
- 1 – Makes little or no eye contact with audience

### Gestures

- 5 – Fully integrates physical gestures with content to deliver an exemplary speech
- 4 – Uses physical gestures as a tool to enhance speech
- 3 – Uses physical gestures effectively
- 2 – Uses somewhat distracting or limited gestures
- 1 – Uses very distracting gestures or no gestures

### Audience Awareness

- 5 – Engages audience completely and anticipates audience needs
- 4 – Is fully aware of audience engagement/needs and responds effectively
- 3 – Demonstrates awareness of audience engagement and needs
- 2 – Audience engagement or awareness of audience requires further practice
- 1 – Makes little or no attempt to engage audience or meet audience needs

### Comfort Level

- 5 – Appears completely self-assured with the audience
- 4 – Appears fully at ease with the audience
- 3 – Appears comfortable with the audience
- 2 – Appears uncomfortable with the audience
- 1 – Appears highly uncomfortable with the audience

### Interest

- 5 – Fully engages audience with exemplary, well-constructed content
- 4 – Engages audience with highly compelling, well-constructed content
- 3 – Engages audience with interesting, well-constructed content
- 2 – Content is interesting but not well-constructed or is well-constructed but not interesting
- 1 – Content is neither interesting nor well-constructed

### Topic

- 5 – Delivers an exemplary speech about some aspect of experience in a past negotiation or plans for a future negotiation
- 4 – Delivers an excellent speech about some aspect of experience in a past negotiation or plans for a future negotiation
- 3 – Shares some aspect of experience in a past negotiation or plans for a future negotiation
- 2 – Mentions some aspect of experience in a past negotiation or plans for a future negotiation, but does not fully address
- 1 – Delivers a speech on a topic other than experience in a past negotiation or plans for a future negotiation