



## PERFORMANCE RATINGS

| SCORE                    | ATTORNEYS  | WITNESSES   |
|--------------------------|--|---|
|                          | <p><i>Note: Points <b>may</b> be deducted for the use of notes in opening statements and closing arguments.</i></p>  | <p><i>Note: Points <b>shall</b> be deducted for the use of notes and unfair extrapolations.</i></p>   |
| <b>5 – OUTSTANDING</b>   | <p>Outstanding performance—like an experienced trial lawyer<br/>Questions, arguments, and delivery were compelling<br/>Polished (questions memorized or minimal notes)<br/>Pertinent questions advance case<br/>Utilizes resources to emphasize critical points<br/>Demonstrates clear understanding of case and procedures<br/>Thinks well on feet throughout trial<br/><i>If applicable:</i><br/>Responds well to objections<br/>Uses exhibits appropriately and effectively<br/>Properly impeached a witness<br/>Appropriate and effective use of re-direct examination</p>     | <p>Convincing and believable<br/>Excellent grasp of case<br/>Performance felt spontaneous and natural<br/>Cross-examination is truthful and presented in a manner to advance case<br/>Answers most cross questions responsibly<br/>Superior recovery after objections<br/>Strong voice<br/>Strong eye contact<br/>Consistently maintains character</p>                                    |
| <b>4 – EXCELLENT</b>     | <p>Case/rules/legal issues well-understood<br/>Excellent presentation, persuasive delivery<br/>Delivers smooth line of questions<br/>Questions move case forward<br/>Spontaneous some of the time throughout trial<br/><i>If applicable:</i><br/>Responds effectively to objections but may overuse some objections<br/>Uses exhibits effectively but misses procedure<br/>Impeaches a witness effectively but does not follow procedure<br/>Appropriately uses re-direct examination but could be more effective</p>  | <p>Believable performance<br/>Good understanding of case<br/>Responses mostly felt spontaneous and not memorized<br/>Cross-examination is truthful but could do better in advancing case<br/>Recovered well after objections<br/>Easily audible voice<br/>Good eye contact<br/>Able to stay in character</p>  |
| <b>3 – GOOD</b>          | <p>Good preparation<br/>Trial procedures fairly understood<br/>Delivery had some hesitation/stumbles<br/>Questions mostly advance case<br/>Demonstrates basic understanding of case and procedures<br/>Needs more spontaneity, persuasiveness throughout trial<br/>Minimally respond to other team's presentation<br/><i>If applicable:</i><br/>Recovers adequately after objections but occasionally stumbles or overuses objections<br/>Stumbles some during introduction or use of exhibits<br/>Stumbles some during impeachment of a witness and does not follow procedure</p> | <p>Mostly realistic, believable performance<br/>Basic understanding of the case<br/>Cross-examination is truthful but does not advance case<br/>One time went materially outside case materials<br/>Mostly consistent responses<br/>Audible voice<br/>Inconsistent eye contact<br/>Mostly stays in character<br/>Occasionally stumbles over responses</p>                                 |
| <b>2 – FAIR</b>          | <p>Minimally informed and prepared<br/>Reads scripted questions<br/>Questions barely advance case<br/>Demonstrates minimal understanding of case and procedures<br/>Lacks spontaneity, persuasiveness throughout trial<br/>Lacks depth<br/>Lacks clarity and conviction; minimal eye contact<br/><i>If applicable:</i><br/>Responds to objections ineffectively<br/>Uses exhibits ineffectively<br/>Impeaches a witness ineffectively</p>  | <p>Performance not realistic<br/>Does not clearly understand case<br/>Cross-examination is untruthful or does not advance case<br/>Materially went outside case materials more than once<br/>No understanding of how to recover from objections<br/>Stronger voice needed<br/>Little or no eye contact<br/>Unable to maintain character<br/>Invents facts<br/>Stumbles over responses</p> |
| <b>1 – NOT EFFECTIVE</b> | <p>Uninformed and unprepared<br/>Reads entirely scripted questions<br/>No eye contact<br/>Does not demonstrate understanding of case and procedures<br/>Speaks incoherently and ineffectively<br/>Disruptive/disrespectful/inappropriate<br/><i>If applicable:</i><br/>Does not respond to objections<br/>Does not follow procedure in introducing exhibits<br/>Does not impeach a witness when appropriate</p>  | <p>Not prepared<br/>Performance not believable<br/>Does not understand case<br/>Cross-examination is untruthful and does not advance case<br/>Weak/inaudible voice<br/>Little or no eye contact<br/>Disruptive/disrespectful/inappropriate</p>  |