



## PERFORMANCE RATINGS

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