

MOCK TRIAL SCORESHEET GUIDELINES / SCORING MATRIX

Opening Statement: Presents general outline of the party's case without being argumentative.

Direct Examination: Attorney uses properly phrased questions; uses proper courtroom procedure; demonstrates understanding of crucial facts, issues, and law.

Cross-Examination: Attorney is effective on cross; properly impeached witness, if appropriate; asks appropriate questions.

Witness Performance: Witness is credible, demonstrates understanding of facts, sounds spontaneous, not memorized; poised and follows courtroom decorum.

Closing Argument: Convincingly addresses important issues that are relevant to the facts in the case that were brought out during the trial.

Overall Performance: Takes into account the following parameters: Civility / incivility, good / excessive objections, scripting, delay tactics, usage of exhibits, thematic presentation, and legal arguments woven in the entire presentation.

Scoring Guide: Do not award a zero, fractional points, or a range.		
1-2	Not Effective	Unsure of self, illogical, uninformed, not prepared, speaks incoherently, definitely ineffective in communication. Reads directly from notes. Uses objections improperly.
3-4	Fair	Minimally informed and prepared. Performance is passable, but lacks depth in terms of knowledge of task and materials. Communication lacks clarity and conviction. Depends on notes. Uses objections poorly.
5-6	Good	Good, solid, but less than spectacular performance. Can perform outside the script but with less confidence than when using script. Logic and organization are adequate, but not outstanding. Grasps major aspects of case, but does not convey mastery of it. Communications are clear and understandable, but could be stronger in fluency and persuasiveness. Occasionally uses notes. Understands and uses correct objections.
7-8	Excellent	Fluent, persuasive, clear, and understandable. Organizes materials and thoughts well and exhibits mastery of the case and materials. Is not note-dependent. Uses appropriate and timely objections as well as well thought out response to objections and offers proper support.
9-10	Outstanding	Superior qualities listed for 7-8 points performance. Additionally, thinks well on feet, is logical, and keeps poised under duress. Can sort essential from nonessential and use time effectively to accomplish major objectives. Demonstrates the unique ability to utilize all resources in order to emphasize vital points of trial. Is not note-dependent. Exhibits mastery of objections and appropriate responses and support