

**ASSESSMENT RUBRIC FOR NEGOTIATION (20 MARKS)**

<b>COMPONENTS</b>	<b>GOOD (7 - 5)</b>	<b>FAIR (4.5 - 2.5)</b>	<b>POOR (2.0 – 0.5)</b>
<b>CONTENT (7 marks)</b>	<ul style="list-style-type: none"> <li>● Gives valid, logical and well supported arguments.</li> <li>● Provides clear evidence in arguments.</li> <li>● Points are well organized.</li> </ul>	<ul style="list-style-type: none"> <li>● Has some valid, logical and well supported arguments.</li> <li>● Provides some evidence in arguments.</li> <li>● Points are fairly organized.</li> </ul>	<ul style="list-style-type: none"> <li>● Lacks valid and well supported arguments.</li> <li>● Lacks (or missing) evidence in arguments.</li> <li>● Points are not organized.</li> </ul>
	<b>GOOD (7 - 5)</b>	<b>FAIR (4.5 - 2.5)</b>	<b>POOR (2.0 – 0.5)</b>
<b>INTERACTIVE ABILITY (7 marks)</b>	<ul style="list-style-type: none"> <li>● Links ideas contributed by other members.</li> <li>● Makes clear and precise offers and counter offers.</li> <li>● Responds appropriately to the view of others.</li> <li>● Asks clear and precise questions for information.</li> <li>● Demonstrates excellent judgment to arrive at an agreement.</li> <li>● Gives good review of the agreement reached.</li> </ul>	<ul style="list-style-type: none"> <li>● Links some ideas contributed by other members.</li> <li>● Makes appropriate offers and counter offers.</li> <li>● Responds fairly well to the view of others.</li> <li>● Asks fairly appropriate questions for information.</li> <li>● Demonstrates fair judgment to arrive at an agreement.</li> <li>● Gives fair review of the agreement reached.</li> </ul>	<ul style="list-style-type: none"> <li>● Does not link any ideas contributed by other members.</li> <li>● Makes unclear or illogical offers and counter offers.</li> <li>● Does not give much response to the view of others.</li> <li>● Asks unclear or imprecise questions for information.</li> <li>● Demonstrates poor judgment to arrive at an agreement.</li> <li>● Gives poor review of the agreement reached with some missing information.</li> </ul>
	<b>GOOD (6 - 4.5)</b>	<b>FAIR (4 - 2.5)</b>	<b>POOR (2.0 – 0.5)</b>
<b>LANGUAGE (6 marks)</b>	<ul style="list-style-type: none"> <li>● Communicates ideas with effective control of grammar and sentence structure.</li> <li>● Speaks clearly with correct pronunciation, stress and intonation.</li> <li>● Uses appropriate language expressions and vocabulary for negotiation.</li> </ul>	<ul style="list-style-type: none"> <li>● Communicates ideas with moderate control of grammar and sentence structure.</li> <li>● Speaks intelligibly with occasional slips in pronunciation, stress and intonation.</li> <li>● Uses some language expressions and vocabulary for negotiation.</li> </ul>	<ul style="list-style-type: none"> <li>● Communicates ideas with limited control of grammar and sentence structure.</li> <li>● Speaks poorly with frequent errors in pronunciation, stress and intonation.</li> <li>● Uses limited language expressions and vocabulary for negotiation.</li> </ul>