

	0-1	1-2	3-4	5	total
<b>Style</b>					
<b>Length and Form</b>	Structure, language, or style makes content difficult to Read <b>AND</b> Excessively over or under requested length	Structure, language, or style makes content difficult to Read <b>OR</b> Excessively over or under requested length (1)	Language and structure meets standards with minor errors. Over or under requested length: 3-4 pages or 7-10 pages	Exceeds standard structure requirements. Careful attention is made to form, style. Meets page requirement (5-6 pages)	<b>/5</b>
<b>Perceptions</b>					
<b>Self analysis</b>	Section on perceptions too superficial to be evaluated	Includes some personal reflection but is somewhat superficial or misunderstood	Solid and balanced presentation of personal reflection based on the course content. May include additional research.	Extensive personal analysis that shows an in-depth personal reflection on perceptions	<b>/5</b>
<b>Used tools</b>	The use of tools/theory is superficial or largely misinterpreted	Use of tools is adequate but may be a bit light or often misinterpreted	Solid use of Hofstede, Trompenaars, Hall, Myers Briggs, Big Five, Personal Styles. May include some additional research.	Extensive use and analysis of tools given in course, but enriches course content with substantial research.	<b>/5</b>
<b>Feedback</b>	The analysis is too superficial to be evaluated	Includes some thought on link between feedback and behaviors	Solid link between feedback and behavior	Extensive reflection between feedback and behavior	<b>/5</b>
<b>Areas to improve</b>	Reflection is not included in the analysis or is too superficial to be evaluated	Analysis n improvement is adequate but may be a bit too superficial.	Solid personal analysis with concrete recommendations for personal improvement	Extensive personal analysis that shows an in-depth personal reflection improvements	<b>/5</b>
<b>Emotional Intelligence</b>					
<b>Self analysis</b>	Reflection is not included in the analysis or is too superficial to be evaluated	Includes some personal reflection but is somewhat superficial or misunderstood	Solid presentation based on the course content, EI tests, may include how emotional intelligence affects negotiations	Extensive personal analysis showing an in-depth reflection on EI and its effect on negotiations	<b>/5</b>
<b>Used tools</b>	Paper do not include tools given or their use is largely misinterpreted	Use of tools is adequate but may be a bit light or often misinterpreted	Solid use of EI tools with few errors. May include some additional research.	Extensive use and analysis of tools given in course, but enriches course content with substantial research.	<b>/5</b>
<b>Areas to improve</b>	Reflection is not included in the analysis or is too superficial to be evaluated	Analysis of improvement is adequate but may be a bit too superficial.	Solid personal analysis with concrete recommendations for personal improvement	Extensive personal analysis that shows an in-depth personal reflection improvements	<b>/5</b>
<b>Conflict Resolution</b>					
<b>Self analysis</b>	Conflict styles or personal reflection is not included in the analysis or is too superficial to be evaluated	Includes some personal reflection but is somewhat superficial or misunderstood	Solid presentation of personal reflection based on conflict resolution style	Extensive personal analysis that shows an in-depth personal reflection conflict style	<b>/5</b>
<b>Used tools</b>	Paper do not include tools given or their use is largely misinterpreted	Use of tools is adequate but may be a bit light or often misinterpreted	Solid use of d conflict tools with few errors. May include some additional research.	Extensive use and analysis of tools given in course, but enriches course content with substantial research.	<b>/5</b>
<b>Areas to improve</b>	Reflection is not included in the analysis or is too superficial to be evaluated	Analysis of improvement is adequate but may be a bit too superficial.	Solid personal analysis with concrete recommendations for personal improvement	Extensive personal analysis that shows an in-depth personal reflection improvements	<b>/5</b>
<b>Cross Cultural Communication</b>					
<b>Self analysis</b>	personal reflection is not included in the analysis or is too superficial to be evaluated	Includes some personal reflection but is somewhat superficial or misunderstood	Solid presentation of personal reflection based on communication style	Extensive personal analysis that shows an in-depth personal reflection communication style	<b>/5</b>
<b>Used tools</b>	Paper do not include tools given or their use is largely misinterpreted	Use of tools is adequate but may be a bit light or often misinterpreted	Solid use of supportive communication and conflict tools with few errors. May include some additional research.	Extensive use and analysis of tools given in course, but enriches course content with substantial research.	<b>/5</b>
<b>Areas to improve</b>	Reflection is not included in the analysis or is too superficial to be evaluated	Analysis of improvement is adequate but may be a bit too superficial.	Solid personal analysis with concrete recommendations for personal improvement	Extensive personal analysis that shows an in-depth personal reflection improvements	<b>/5</b>
<b>Negotiation</b>					
<b>Self analysis</b>	Section on Final Negotiation is not included in the analysis or is too superficial to be evaluated	Includes some personal reflection on Final Negotiation but is somewhat superficial or misunderstood	Solid and balanced presentation of what happened in the Final Negotiation	Extensive personal analysis that focuses on Negotiation, and how their behavior influence the negotiation	<b>/5</b>
<b>Used tools</b>	Paper do not include tools given or their use is largely misinterpreted	Use of tools is adequate but may be a bit light or often misinterpreted	Solid use of Negotiation tools given in class: May include some additional research.	Extensive use of tools given in course. Enriches course content with substantial research.	<b>/5</b>
<b>Areas to improve</b>	Reflection is not included in the analysis or is too superficial to be evaluated	Analysis n improvement is adequate but may be a bit too superficial.	Solid personal analysis with concrete recommendations for personal improvement	Extensive personal analysis that shows an in-depth personal reflection improvements	<b>/5</b>
<b>Overall Appreciation</b>					
	Superficial work (0-5)	Includes some personal reflection on but is at times somewhat superficial (5-8)	Solid presentation of personal reflection based on the course content that include some willingness to change (9-12)	Extensive personal analysis that shows a real effort to understand and change (13-15)	<b>/15</b>
	<b>FINAL GRADE</b>	<b>/20</b>			<b>/100</b>