|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **0-1** | **1-2** | **3-4** | **5** | total |
| Style |  |  |  |  |  |
| **Length and Form** | Structure, language, or style makes content difficult to Read AND Excessively over or under requested length  | Structure, language, or style makes content difficult to Read OR 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) | **/5** |
| **Perceptions** |  |  |  |  |
| **Self analysis** | 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  | **/5** |
| **Used tools**  | 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. | **/5** |
| **Feedback** | The analysis is too superficial to be evaluated | Includes some thought on link between feedback and behaviors | Solid link between feedback and behavior | Extensive refection between feedback and behavior | **/5** |
| ***Areas to improve*** | 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 | **/5** |
| **Emotional Intelligence** |  |  |  |  |
| **Self analysis** | 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 | **/5** |
| **Used tools**  | 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. | **/5** |
| ***Areas to improve*** | 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 | **/5** |
| **Conflict Resolution**  |  |  |
| **Self analysis** | 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 | **/5** |
| **Used tools**  | 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. | **/5** |
| ***Areas to improve*** | 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 | **/5** |
| **Cross Cultural Communication** |  |  |
| **Self analysis** | 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 | **/5** |
| **Used tools**  | 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. | **/5** |
| ***Areas to improve*** | 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 | **/5** |
|  **Negotiation** |  |  |  |  |
| **Self analysis** | 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 | **/5** |
| **Used tools**  | 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. | **/5** |
| ***Areas to improve*** | 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 | **/5** |
| **Overall Appreciation** |  |  |
|  | 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) | **/15** |
|  | FINAL GRADE | **/20** |  |  | **/100** |