

Evidence 2: Graphic organizer – 15%
Evaluation tool: Rating scale

Academy: Managerial
Subject: Sociocultural formation III
Unit II: Negotiation and decision-making
Teacher: Adriana Alvérez Lechuga

Instructions. Make a graphic representation on the different negotiation techniques, *must include text and image*:

- 1. Win – Win**
- 2. Win – Lose**
- 3. Lose –Win**
- 4. Lose – Lose**

Negotiation techniques – Rating scale				
%	ITEM	Done	Not done	Comments
5%	The evidence has a cover, this one must contain the name of the university, name of the group, student and the date.			
60%	The student describes correctly and completely the negotiation techniques: 1. Win – Win 2. Win – Lose 3. Lose – Win 4. Lose - Lose A total of 4 elements 15 points for each element (7.5 for the text and 7.5 for the image)			
5%	Evidence is made by computer with no grammar or spelling mistakes.			
30%	Evidence will not be accepted as ordinary if it is delivered late: 1 day late – 10 points less 2 days late – 20 points less 3 days late – 30 points less More than 3 days different evidence is applied as remedial.			

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Evaluation tool: Rating scale

Rating scale		
100%	Excellent	Everything is correct.
90%	Very good	It has some oportunities areas.
80%	Good	It has some errors.
0%	Not enough	It is wrong or is not presented.