

CSULB • HRM654 • NEGOTIATION AND CONFLICT MANAGEMENT
MAGL PRESENTATION • SPRING 2007

GRADING CATEGORIES

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|---|--|
| 1. PARTICIPATION [20%] | 4. SEMINAR PRESENTATION TEAM [20%] |
| 2. ANALYSIS PAPER – NEGOTIATION [10%] | 5. Seminar Presentation Team INDIVIDUAL REPORT [10%] |
| 3. ANALYSIS PAPER – CONFLICT MANAGEMENT [10%] | 6. APPLICATION PAPER [30%] |

100 points allocated per student. 1 point = 1%. A = 100-88 pts; B = 87-75 pts; C = 74-62 pts; D = 61-49 pts; F = > 49 pts

CATEGORY	SPECIFIC POINTS AVAILABLE	MAXIMUM POINTS AVAILABLE
CLASS PARTICIPATION*		20
OVERALL PARTICIPATION	8	
COFFEE CONTRACT EXERCISE	3	
TEXOIL EXERCISE	3	
AMANDA EXERCISE	3	
COMMON GROUND EXERCISE	3	
ANALYSIS PAPER ON NEGOTIATION		10
ANALYSIS PAPER ON CONFLICT MANAGEMENT		10
Seminar Presentation Team		20
Seminar Presentation Team Individual Report		10
APPLICATION PAPER		30
TOTAL POINTS AVAILABLE		100

*Changes may be made without notice in the specific exercises that are used.

For explanation of specific criteria used for the awarding of points in each grading category, please see the course syllabus and detailed attachments.