

Appendix B: Negotiating the Nuclear and Humanitarian Crisis on the Korean Peninsula

PS: Political Science and Politics

Grading Rubric

	Grade A	Grade B	Grade C	Grade D	Grade F
Addressing the Process of Negotiations	Synthesizes new information and possible outcomes as negotiations continue, relates ongoing developments to the goals at hand and can modify interventions ‘on the fly.’	Draws conclusions based on available information, but has trouble adding in new information as negotiations develop. Information can at least be prioritized by the negotiator.	Draws conclusions based on prior information and positions, and can only sporadically synthesize new information as negotiations develop.	Draws conclusions based on prior information, but cannot relate new information from the negotiation.	Does not understand the negotiations, with little ability to address the task.
Understanding, Analysis, Synthesis, and Application of Knowledge as a Negotiator	Critical and consistent engagement with issues and themes as relevant from the course in negotiations. Student can prioritise to distinguish between tactical concessions for strategic gains, and consistently works to build a strong coalition of support.	Critical yet inconsistent engagement with issues and themes as relevant from the course in negotiations. Student can distinguish between tactical concessions for strategic gains sometimes.	Overall, some perceptive engagement with issues and themes, but there is little evidence of distinguishing tactical gains and strategic gains from one another. Negotiator tends to focus on only one partner without a strategy to build a coalition.	Negotiations are mostly led by others, with only occasional engagement from the negotiator with key issues and themes. These efforts by the negotiator typically mimic efforts of others, with little independent thought.	No critical engagement with issues, and themes as the student is effectively a ‘non-negotiator’ and totally passive in their approach.
Use of Argumentation in Negotiations	Examines the negotiations from diverse perspectives. Has a clear grasp of logic and is able to persuasively counter and bargain with interlocutors. Crucially, negotiator is able to acknowledge opposing positions in the attempt to secure their own desired negotiated outcome.	Examines a few alternate perspectives. While showing logic, the negotiator attempts to bargain with interlocutors. The negotiator can sometimes acknowledge opposing positions in their argument.	Examines few alternate perspectives. The negotiator cannot acknowledge opposing positions in their arguments, leading to weaker argumentation with interlocutor.	Examines issues from a sole perspective only. Negotiator can only offer their own position, but cannot engage interlocutor’s interests.	Argumentation is sporadic and confused in focus. Negotiator cannot sustain a coherent position, with disorganized argumentation for the interlocutor.
Communication	Negotiator exhibits eye contact, and engages their audience when responding to questions. Negotiator only uses appropriate language in discussion.	Negotiator exhibits some eye contact, and answers questions. Negotiator only uses appropriate language in discussion.	Negotiator shuns eye contact and avoids answering questions. Negotiator mostly uses appropriate language in discussion.	Negotiator passively receives information, but is largely led, avoiding eye contact with distracted body language. Mostly ignores questions. Negotiator frequently does not use appropriate language.	Negotiator does not engage, and when they do, they mostly ignore the use of appropriate language in discussion.