

Negotiation Plan Development Grading Guide

**ISCOM/361 Version 3**

Purchasing and Procurement

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# Individual Assignment: Negotiation Plan Development

## Purpose of Assignment

This assignment simulates a business negotiations consultant’s role in developing an effective negotiations plan for a company. You will adapt key elements of negotiations planning in your paper that addresses benefits and issues of supplier negotiations.

# Grading Guide

| ***Content*** | *Met* | *Partially Met* | *Not Met* | Comments: |
| --- | --- | --- | --- | --- |
| The student assumes the role of a business negotiations consultant who has been hired by a start-up company to create a training guide for its newly hired procurement specialists.  |  |  |  |   |
| The student includes elements of business negotiations. |  |  |  |  |
| The student provides specific negotiation tactics pertaining to purchasing relationships. |  |  |  |  |
| The student includes the importance of supplier relationship management in negotiations. |  |  |  |  |
| The student provides examples of successful negotiations. |  |  |  |  |
| The student provides pitfalls to consider when entering into supplier negotiations. |  |  |  |  |
| The student includes the type of negotiations teams the company should develop, including key members. |  |  |  |  |
| The student provides the financial outlook, and the impact on financial results. |  |  |  |  |
| The paper is 1,050 to 1,400 words in length. |  |  |  |  |
|  |  | ***Total Available*** | ***Total Earned*** |  |
|  |  | 7 | #/7 |  |

| **Writing Guidelines** | Met | Partially Met | Not Met | Comments: |
| --- | --- | --- | --- | --- |
| **Organization** |  |  |  |  |
| The tone is appropriate to the content and assignment. |  |  |  |  |
| The introduction provides a sufficient background on the topic and previews major points. |  |  |  |  |
| Paragraph transitions are present, logical, and maintain the flow throughout the paper. |  |  |  |  |
| The conclusion is logical, flows from the body of the paper, and reviews the major points. |  |  |  |  |
| **Mechanics** |  |  |  |  |
| The paper—including tables and graphs, headings, title page, and reference page—is consistent with APA formatting guidelines and meets course-level requirements. |  |  |  |  |
| Intellectual property is recognized with in-text citations and a reference page. |  |  |  |  |
| Sentences are complete, clear, and concise. |  |  |  |  |
| Rules of grammar and usage are followed including spelling and punctuation. |  |  |  |  |
|  |  | **Total Available** | **Total Earned** |  |
|  |  | 3 | #/3 |  |

| **Assignment Total** | **#** | **10** | **#/10** |  |
| --- | --- | --- | --- | --- |
| Additional comments: |