

Alice in CubicleLand

Grading Rubric

Student's name:

Evaluator's name:

Please evaluate the assignment on the final criteria, using a 1-5 scale, with 1 being inadequate and 5 being excellent. Make sure that you provide at least two specific examples from the student's work to support your rating. Then provide at least one suggestion on how this particular rating could have been improved:

BATNA _____

Audience analysis _____

Tone _____

Point of view _____

Persuasion topics _____

Change strategies for Alice to use _____

Created value for audiences _____

Effective meeting plans _____

Anticipated resistance and rebuttal _____

TOTAL _____

Multiply total X2, then add 10 points for grade: _____

Feedback: