

Negotiation Plan Development Grading Guide

**ISCOM/361 Version 3**

Purchasing and Procurement

***Copyright***

Copyright © 2017 by University of Phoenix. All rights reserved.

University of Phoenix® is a registered trademark of Apollo Group, Inc. in the United States and/or other countries.

Microsoft®, Windows®, and Windows NT® are registered trademarks of Microsoft Corporation in the United States and/or other countries. All other company and product names are trademarks or registered trademarks of their respective companies. Use of these marks is not intended to imply endorsement, sponsorship, or affiliation.

Edited in accordance with University of Phoenix® editorial standards and practices.

# 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: | | | | |