

INT 660 Milestone Four Guidelines and Rubric

Milestone Four will consist of a conflict management strategy to address any conflicts that arise during the negotiation process. Based on previous research into the selected country’s business ethics and values, students must devise a conflict management strategy that is harmonious with the culture and other aspects of the country. Students must explain how the strategy can be implemented to ensure no harm is caused to the business relationship.

Specifically, the following **critical elements** must be addressed:

V. Conflict Management Strategy

- a) What **conflict management** strategy will you employ during cross-cultural negotiations to handle conflicts that could potentially arise?
- b) How will this strategy satisfy the **stakeholders** and ensure no harm is caused to the business relationship?
- c) Ensure the strategy is in harmony with the **culture** and other aspects of your chosen country.

Guidelines for Submission: Your paper must be submitted as a two- to three-page Microsoft Word document with double-spacing, 12-point Times New Roman font, one-inch margins, and at least two sources cited in APA format.

Critical Elements	Proficient (100%)	Needs Improvement (75%)	Not Evident (0%)	Value
Conflict Management Strategy: Strategy	Identifies potential areas of conflict in the negotiation and provides effective conflict management strategies to mitigate them	Does not consider all of the necessary aspects of the conflict management plan	Does not provide a conflict management strategy	30
Conflict Management Strategy: Stakeholders	Analyzes the effectiveness of the conflict management strategy for each group of key stakeholders	Does not consider all stakeholders in the creation of the conflict management strategy	Does not analyze the effectiveness of the conflict management strategy for each group of key stakeholders	30
Conflict Management Strategy: Culture	Explains how the conflict management strategies are in harmony with critical local cultural considerations	Does not consider all critical cultural aspects affected by the conflict management strategy	Does not analyze the cultural considerations of the conflict management strategy	30
Articulation of Response	Submission has no major errors related to citations, grammar, spelling, syntax, or organization	Submission has major errors related to citations, grammar, spelling, syntax, or organization that negatively impact readability and articulation of main ideas	Submission has critical errors related to citations, grammar, spelling, syntax, or organization that prevent understanding of ideas	10
Earned Total				100%