

### INT 660 Case Study: Power Balance Guidelines and Rubric

After reviewing the Mini-Case: Power Balance (found on page 60 of the textbook), students will answer the following questions:

1. Develop an argument to show that an imbalance of negotiating power probably existed between the parties during the negotiations. Identify the factors accounting for the imbalance.
2. Identify strategies that either party could have used to increase its negotiating power in this particular negotiation.

**Guidelines for Submission:** Your case study should follow these formatting guidelines: Use of at least one source, one to two pages double-spaced, 12-point Times New Roman font, one-inch margins, and citations in APA format.

Critical Elements	Exemplary (100%)	Proficient (90%)	Needs Improvement (70%)	Not Evident (0%)	Value
<b>Argument Demonstrating Imbalance</b>	Meets “Proficient” criteria and substantiates ideas with clear and relevant examples	Devises a compelling argument to demonstrate the imbalance of negotiating power that existed between the parties during the negotiation	Does not sufficiently demonstrate the imbalance of negotiating power that existed between the parties during the negotiation	Does not provide an argument to demonstrate the imbalance of negotiating power that existed between the parties during the negotiation	30
<b>Power Imbalance Factors</b>	Meets “Proficient” criteria and substantiates ideas with clear and relevant examples	Identifies the factors that accounted for the imbalance in negotiating power during the negotiations	Does not identify all of the factors that accounted for the imbalance in negotiating power during the negotiations	Does not identify any factors that accounted for the imbalance in negotiating power during the negotiations	30
<b>Strategies for Increasing Negotiating Power</b>	Meets “Proficient” criteria and substantiates ideas with research	Identifies strategies that either party could have used to increase its negotiating power in this particular negotiation	Does not identify appropriate strategies for increasing negotiation power in this particular negotiation	Does not include strategies for increasing negotiation power in this particular negotiation	30
<b>Articulation of Response</b>	Submission is free of errors related to citations, grammar, spelling, syntax, and organization and is presented in a professional and easy-to-read format	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
<b>Earned Total</b>					<b>100%</b>