

TRƯỜNG ĐẠI HỌC VĂN LANG  
 ĐƠN VỊ: KHOA QHCC-TT

**ĐỀ THI/ĐỀ BÀI, RUBRIC VÀ THANG ĐIỂM**  
**THI KẾT THÚC HỌC PHẦN**  
**Học kỳ 3, năm học 2023-2024**

**I. Thông tin chung**

Tên học phần:	Kỹ năng đàm phán		
Mã học phần:	72PERS40472	Số tin chỉ:	2
Mã nhóm lớp học phần:	233_72PERS40472_01		
Hình thức thi: Dự án (Có TT)	Thời gian làm bài:	3	ngày
<input type="checkbox"/> Cá nhân	<input checked="" type="checkbox"/> Nhóm		
<i>Quy cách đặt tên file</i>	<i>Mã lớp HP_Mã nhóm_Bài thi cuối kỳ</i>		

**II. Các yêu cầu của đề thi nhằm đáp ứng CLO**

Ký hiệu CLO	Nội dung CLO	Hình thức đánh giá	Trọng số CLO trong thành phần đánh giá (%)	Câu hỏi thi số	Điểm số tối đa	Lấy dữ liệu đo lường mức đạt PLO/PI
(1)	(2)	(3)	(4)	(5)	(6)	(7)
CLO1	Analyze negotiation situations in the field of business, political diplomacy, and media based on the correct application of basic theories of negotiation, such as principles, key factors, and steps in the negotiation process.	Presentation	20%		2	PI 1.2
CLO3	Behave appropriately with partners in negotiation, respecting differences, and being multicultural through effective use of verbal and non-verbal communication.	Presentation	30%		3	PI 4.3
CLO4	Apply critical thinking, problem-solving and decision-making skills to respond flexibly to situations arising in the process of negotiating;	Presentation	30%		3	PI 5.2
CLO5	Determine a clear direction for future career and demonstrate a sense of lifelong learning to become a good negotiator at work as well as at daily life level.	Presentation	20%		2	PI 10.3

### III. Nội dung câu hỏi thi

#### 1. Topic

The exam will occur in the in class. Groups (4-5 members) will be divided into pairs; each pair will have 40 minutes for the negotiation session (including 30 minutes of negotiation & 10 minutes of argument).

Students will be assigned different business negotiation scenarios to demonstrate business negotiation skills. The lecturer provides 3 business situations, groups will choose negotiation situations to form 3 pairs. Based on the negotiation situation and position in the negotiation you will have 7 days to prepare and demonstrate your negotiation skills in your competition with the goal of reaching an agreement, terms of cooperation and convincing the other party to agree with your proposals.

#### 2. Requirements for outfits/ format:

- Dress neatly, appropriate to the context of the situation in which you are participating in the negotiation.
- Punctual behavior and appropriate language during the test.
- Use appropriate support tools to increase exam efficiency such as: Images, video clips, slides, etc.

#### 3. Requirements for assignment submission

- Each team will make a presentation in class
- Team leaders must upload all files used for the presentation onto the CTE system consisting of group presentation slide and final draft of contract (PDF) used in the negotiation.
- Font: Times New Roman
- Size: 13
- Word limit: **3500 words ( $\pm 10\%$ )**

#### 3. Rubric

Criteria	Weight (%)	Excellent 80-100%	Good 60-79%	Average 40-59%	Fail under 40%
Distinguish theories associated with specific situations	30	Very precise distinction between theories associated with specific situations	Accurately distinguish theories associated with specific problems	Inaccurate distinction between theories associated with specific situations	Unable to distinguish theories associated with specific situations
Verbal communication	20	The presentation is very confident, coherent, and attractive to the audience	The presentation is relatively confident, coherent, and quite attractive to the audience	Presentation is not confident and attractive	Discrete presentations; Not understanding the content of the presentation
Supporting materials for the presentation	10	Vivid form: beautiful PowerPoint slides,	PowerPoint, video presentation is beautiful but	PowerPoint/ the video is too simple and monotonous	Do not have presentation slides / videos

		combining many images, videos, evidence, figures	cannot combine images, vivid illustrations		
Non-verbal communication	15	Very confident demeanor, appropriate gestures, and attitude	Pretty confident demeanor, appropriate gestures, and attitude	Performance is not very confident; gestures and attitudes are sometimes inappropriate	Inadequate confidence, inappropriate gestures, and attitudes
Flexibility in solving situations & responding to questions	20	Quickly handle arising situations; answer convincingly and confidently in responding to questions	Quite quick to handle arising situations; the answer is quite convincing and confident in responding to questions	Handling arising situations is not yet responsive; Answer questions that are misleading and confusing	Passive in arising situations, unable to answer questions
Personal contribution & Teamwork	5	Assign work in the team and coordinate very well	There is good division and coordination	Assigned but not reasonable. Coordination between disjointed members	There is no assignment prior to the implementation of the topic
	100				

**NGƯỜI DUYỆT ĐỀ**

**TS. Võ Văn Tuấn**

*TP. Hồ Chí Minh, ngày 24 tháng 7 năm 2024.*

**GIẢNG VIÊN RA ĐỀ**



**ThS. Đỗ Thị Thanh Trúc**