



INT 660 Milestone Two Guidelines and Rubric

Milestone Two will consist of an analysis of the stakeholders involved in the negotiation. Students must consider the stakeholders' interests in the outcome of the negotiation and how their interests and priorities will impact the negotiation process. Students must also consider how interests may differ depending on cultural considerations. Milestone Two will conclude with an explanation of measures that will be taken to ensure all stakeholders will be satisfied with the outcome of the negotiation.

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

III. Stakeholder Analysis

For the following, remember that the scope of critical stakeholders and interests may differ depending on cultural considerations. Organize stakeholders based on priority.

- a) Who are the **critical stakeholders** involved in this negotiation?
- b) What is the significance of the **role** of each stakeholder?
- c) What are the **priorities** of each stakeholder?

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.

Instructor Feedback: This activity uses an integrated rubric in Blackboard. Students can view instructor feedback in the Grade Center. For more information, review [these instructions](#).

Critical Elements	Proficient (100%)	Needs Improvement (75%)	Not Evident (0%)	Value
Stakeholder Analysis: Critical Stakeholders	Identifies the critical stakeholders, including special interest groups, government officials, and individuals	Does not include all critical stakeholders in analysis	Does not identify the critical stakeholders	20
Stakeholder Analysis: Roles	Analyzes the role of each key player in the negotiation	Does not sufficiently describe the stakeholders' roles in the negotiation	Does not include an analysis of stakeholders' roles	20
Stakeholder Analysis: Priorities	Identifies the priorities of each key player in the negotiation	Does not sufficiently describe the stakeholders' priorities in the negotiation	Does not include an analysis of stakeholders' priorities	25
Stakeholder Analysis: Measures	Provides an explanation of measures that will be taken to ensure all stakeholders are satisfied with the outcome of the negotiation	Does not sufficiently explain the measures that will be taken to ensure all stakeholders are satisfied with the outcome of the negotiation	Does not provide an explanation of measures that will be taken to ensure all stakeholders are satisfied with the outcome of the negotiation	25

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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%