

Scoring Standards	Instruction	Score
Negotiation -related Knowledge	<ol style="list-style-type: none"> 1. Sufficient business knowledge in economics, management, foreign trade, law and cross-cultural communication to complete the negotiation. 2. Complete and thorough understanding of the case and two parties. 3. Professional business etiquette, such as formal dress, body language, etc. 	20
Negotiation Skills	<ol style="list-style-type: none"> 1. Proper positioning of the interest and targets. 2. Complete process of explanation, bargaining, concession-making, etc. 3. Display of skillful and strategic use of negotiation tactics. 	30
Negotiation Execution	<ol style="list-style-type: none"> 1. Successful execution of the negotiation plan. 2. Quick response to the impromptu questions and offers. 3. Flexibility in impasse. 4. Team cooperation. 	30
English Competence	<ol style="list-style-type: none"> 1. Correct oral production/speaking, including pronunciation, intonation, (stressed) rhythm, accent and grammar. 2. Accurate language as in different roles and regular business practice. 3. Proper delivery, including expressiveness, mien and projection. 	20
	Total	100