

University of Sussex Business School

Expected at Level 6

Poor
Below 35%

Insufficient
35% - 39%


Satisfactory
40% - 49%

Good
50% - 59%

Very Good
60% - 69%

Excellent
70% - 85%

Outstanding
Above 85%

 **Knowledge & Understanding**
 Understanding of principles, concepts, theories, and terminology.
 Knowledge of discourse within the context of individual modules.
 Demonstrate the ability to make justified decisions about validity of principles, concepts and theories.

You showed very little

You did not show quite enough


You showed sufficient to pass

You showed a good level

You showed a very good level

You showed an excellent level

You showed an outstanding level

 **Application**
 Appropriate use of relevant theories, concepts and/or techniques from module content to solve/explain familiar scenarios.
 Application of relevant theories, concepts and/or techniques outside of the context in which they were first studied.
 Ability to develop viable solutions.

You showed very little

You did not show quite enough


You showed sufficient to pass

You showed a good level

You showed a very good level

You showed an excellent level

You showed an outstanding level

 **Critical Thinking**
 Identification of principles and concepts underlying theoretical frameworks or approaches, identifying their strengths and weaknesses.
 Recognition of competing perspectives and ability to make justified choices about which approach to take.
 Ability to identify the possibility of new concepts within existing knowledge frameworks and approaches.

You showed very little

You did not show quite enough


You showed sufficient to pass

You showed a good level

You showed a very good level

You showed an excellent level

You showed an outstanding level

 **Reading & Research**
 Correct referencing and use of reliable sources of information.
 Undertaking own research /reading.
 Use of appropriate theoretical models to judge the significance of data collected.
 Ability to identify patterns and relationships in research and between modules.

You showed very little

You did not show quite enough

You showed sufficient to pass

You showed a good level

You showed a very good level

You showed an excellent level

You showed an outstanding level

 **Presentation & Style**
 Accurate and effective communication with structured and coherent arguments.
 Ability to explain competing points of view and ambiguities.
 Ability to communicate business viable solutions.

You showed very little

You did not show quite enough


You showed sufficient to pass

You showed a good level

You showed a very good level

You showed an excellent level

You showed an outstanding level

 **Teamwork**
 Ability to work effectively within a team and recognize when factors are interfering with team performance.
 Ability to effectively manage group conflicts.
 Ability to negotiate in a professional manner and be a proactive resolver of conflicts.

You showed very little

You did not show quite enough

You showed sufficient to pass

You showed a good level

You showed a very good level

You showed an excellent level

You showed an outstanding level