University of Sussex Business School

Expected at Level 7	Poor Below 45%	Insufficient 45% - 49%	Satisfactory 50% - 59%	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. Combine approaches from different modules and from other disciplines in a variety of theoretical and practical contexts.	You showed very little	You did not show quite enough	You showed sufficient to pass	You showed a 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, and to judge between, multiple viable solutions.	You showed very little	You did not show quite enough	You showed sufficient to pass	You showed a 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. Ability to develop new approaches to problems based on theory, methodology or practice.	You showed very little	You did not show quite enough	You showed sufficient to pass	You showed a 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. Ability to design and undertake complex investigations involving conflicting data to address significant areas of theory and/or practice.	You showed very little	You did not show quite enough	You showed sufficient to pass	You showed a 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. Ability to communicate complex and contradictory information coherently.	You showed very little	You did not show quite enough	You showed sufficient to pass	You showed a 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. Sufficient self-awareness to be able to work for the benefit of multiple teams.	You showed very little	You did not show quite enough	You showed sufficient to pass	You showed a good level	You showed an excellent level	You showed an outstanding level