**Rigorous Learning Goal/Scale**

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| **Course:**  | **Marketing 1: Unit 3** |
| **Score 4** Additional Success with the complex content and concepts—inferences, novel applications | **In addition to score 3.0 performance, the student demonstrates in-depth inferences and applications that go beyond what was taught.****Student makes no major errors or omissions regarding the score 4 content** |
| **Score 3** Mastery of complex content and concepts of learning goal | **TARGET LEARNING GOAL: The student will be able to conduct a successful sales demonstration.*** Prepare a feature-benefit chart.
* Perform the steps of a sale.
* Conduct a product presentation and demonstration.
* Close a sale.
* Create customer satisfaction.

**Student makes no major errors or omissions regarding the score 3 content** |
| **Score 2** Success with simpler content—vocabulary, foundational skills  | **The student will recognize or recall specific vocabulary or basic content, such as:** Feature-Benefit Selling, Sales Approach, Objections, Buying Signals, Closing Methods, Suggestion Selling, Customer Satisfaction.**The student will perform basic skills or process, such as:** * Know parts of a feature-benefit chart.
* List the steps of a sale.
* Recognize the methods of closing a sale.
* Define customer satisfaction.

**Student makes no major errors or omissions regarding the score 2 content** |
| **Score 1**Partial success with help | **With help, student achieves partial success at score 2 content and/or score 3 content** |
| **Score 0** No success even with help | **Even with help, no success** |