**Rigorous Learning Goal/Scale**

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| **Course:** | **Marketing 1: Unit 5** |
| **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 explain various management structures.**   * Explain management techniques. * Describe how to manage employees properly. * Contrast horizontal and vertical management structures. * Appraise self-management team functions.   **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:**  Management, Vertical Organization, Horizontal Management, Empowerment, Planning, Organizing, Controlling, Self-Management Team.  **The student will perform basic skills or process, such as:**   * Name the functions of management. * List management techniques. * Define horizontal and vertical management structures. * Define self-management team functions.   **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** |