

What the examiners are looking for when marking your long-answer questions



Level	Level Descriptor
7-9	<p>A response with accurate, specific, well-detailed knowledge and understanding of relevant issues, concepts and theories.</p> <p>A response that uses appropriate terminology competently throughout the response.</p> <p>A response that includes judgments and/or conclusions that is well supported and underpinned by a balanced analysis.</p> <p>Explicit references to the information in the case study are made throughout the response.</p>
5-6	<p>A response with relevant knowledge and understanding of relevant issues, concepts and theories.</p> <p>A response that uses relevant and appropriate terminology.</p> <p>Evidence of judgments and/or conclusions that are little more than unsubstantiated statements that has balanced analysis and demonstrates understanding.</p> <p>Explicit references to the information in the case study are made at places in the response.</p>
3-4	<p>A description with some knowledge and or understanding of relevant issues, concepts and theories. Some use of appropriate terminology.</p> <p>No evidence of judgments and/or conclusions.</p> <p>Some reference is made to the information in the stimulus material, not just to the name of the organisation.</p>

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**Rebecca Marschan-Piekkari, Catherine
Welch**



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