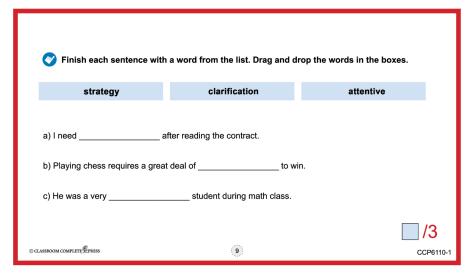
Drag and Drop

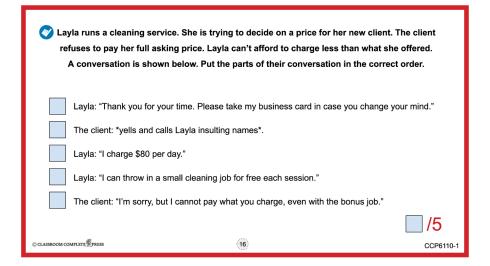


Reading Passage

Listening is one of th	e most important skills. If you are narrow-minde	ed. vou will not reach a deal.				
	Being focused on one thing will prevent you from listening to what others are saying. You may miss					
key information and detail	key information and details. It is also a sign of respect when it is clear you are listening. When there is					
respect, the negotiation s	hould end positively.					
Sometimes, coming to ar	Sometimes, coming to an understanding can be confusing. People may be talking loudly or quickly.					
You may have more questions to ask. Getting clarification will help you feel that you're getting what						
you want. Don't be afraid to ask more questions. Have a strategy! It may be helpful to arrive with						
prepared questions. If you have thought of issues before you come to bargain, then you can save						
time.						

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Comprehension Questions



Marking Rubric

	Name:						
arking R		Level 1	Level 2	Level 3	Level 4		
	Understanding Concepts	Demonstrates a limited understanding of the concepts. Requires teacher intervention.	Demonstrates a basic understanding of the concepts. Requires some intervention.	Demonstrates a good understanding of the concepts. Requires no intervention.	Demonstrates an excellent understanding of the concepts. Requires no intervention.		
	Responses to the text	Expresses responses to the text with limited effectiveness; inconsistently supported by proof from the text.	Expresses responses to the text with some effectiveness; supported by some proof from the text.	Expresses satisfactory responses to the text with some effectiveness; supported by satisfactory proof from the text.	Expresses thorough responses to the text with some effectiveness; thoroughly supported by proof from the text.		
	Analysis of Concepts	Interprets various concepts from the text with limited, unrelated details and incorrect analysis.	Interprets various concepts from the text with some details but also some incorrect analysis.	Interprets various concepts from the text with satisfactory details and good analysis.	Interprets various concepts from the text with excellent details and thorough analysis.		
	Application of Concepts	Demonstrates a limited ability to apply various concepts from the text to activities, discussions, and situations.	Demonstrates a basic ability to apply various concepts from the text to activities, discussions, and situations.	Demonstrates a satisfactory ability to apply various concepts from the text to activities, discussions, and situations.	Demonstrates a strong ability to apply various concepts from the text to activities, discussions, and situations.		
Total Score = 726							
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