**SCORING GUIDE FOR persuasion task**

**General Directions for Scoring:** The guide below explains the criteria the scorers will use to evaluate your essay.

**Score of 6: Outstanding**

A paper in this category stands out because it demonstrates clear and consistent competence, although it may have occasional errors. Such a paper exhibits most or all of the following strengths:

* addresses the writing task effectively and insightfully, providing a well-reasoned solution that displays analysis of data (*both* numerical *and* verbal)
* is well organized, with a clear overall strategy
* is fully developed, with pertinent support for ideas presented
* is easy to read and appropriate in style and tone for the intended writer, reader, and situation
* displays consistent facility with written English (grammar, syntax, vocabulary, punctua­tion, spelling)

**Score of 5: Strong**

A paper in this category demonstrates reasonably consistent competence, although it may have occa­sional errors or lapses in quality. Such a paper exhibits most or all of the following strengths:

* addresses the writing task effectively, providing a reasonable solution that displays analysis of data (*both* numerical *and* verbal)
* is generally well organized
* is generally well developed, using appropriate examples to support ideas
* is easy to read and appropriate in style and tone for the intended reader
* displays facility with written English (grammar, syntax, vocabulary, punctuation, spelling)

**Score of 4: Adequate**

A paper in this category demonstrates adequate competence, although it may have occasional errors and lapses in quality. Such a paper exhibits most or all of the following characteristics:

* addresses the writing task and displays analysis of data (numerical and/or verbal)
* is organized and adequately developed
* is generally easy to read and appropriate in style and tone for the intended reader
* displays adequate but inconsistent facility with written English (grammar, syntax, vocabulary, punctuation, spelling)

**Score of 3: Limited**

A paper in this category demonstrates developing competence. Such a paper either does not address the writing task effectively or addresses the writing task but exhibits one or more of the following weaknesses:

* is inadequately organized
* is limited in development
* is inconsistent or inappropriate in style and tone
* displays limited facility with written English (grammar, syntax, vocabulary, punctuation, spelling)

**Score of 2: Flawed**

A paper in this category demonstrates some incompetence. Such a paper does not address the writing task effectively. In addition, such a paper is flawed by one or more of the following weaknesses:

* has poor organization
* has thin development
* is generally inappropriate in style and tone
* displays a lack of facility with written English (grammar, syntax, vocabulary, punctua­tion, spelling)

**Score of 1: Fundamentally Deficient**

A paper in this category demonstrates incompetence. Such a paper provides little evidence of the ability to address the writing task effectively. In addition, such a paper is flawed by one or more of the following weaknesses:

* has very poor organization
* has very thin development
* is inappropriate in style and tone
* contains a pervasive pattern of errors in written English (grammar, syntax, vocabulary, punctuation, spelling) so severe that meaning is obscured

**Score of 0: Off Topic or Illegible**

**The University Of Washington School Of Business Administration gratefully acknowledges precedents set by Educational Testing Services, Princeton, N.J., in scoring standards for tests of writing ability.**

 **SCORING GUIDE FOR POSITION TASK**

**General Directions for Scoring:** The guide below explains the criteria the scorers will use to evaluate your essay.

**Score of 6: Outstanding**

A paper in this category stands out because it demonstrates clear and consistent competence, although it may have occasional errors. Such a paper exhibits most or all of the following strengths:

* addresses the writing task effectively and insightfully, providing a well-reasoned position that displays critical thinking
* is well organized, with a clear overall strategy
* is fully developed, with pertinent support for ideas presented
* is easy and compelling to read and appropriate style and tone for a general audience
* displays consistent facility with written English (grammar, syntax, vocabulary, punctuation, spelling)

**Score of 5: Strong**

A paper in this category demonstrates reasonably consistent competence, although it may have occasional errors or lapses in quality. Such a paper exhibits most or all of the following strengths:

* addresses the writing task effectively, providing a well-reasoned position that displays critical thinking
* is generally well organized
* is generally well developed, using appropriate examples to support ideas
* is easy to read and appropriate in style and tone for a general audience
* displays facility with written English (grammar, syntax, vocabulary, punctuation, spelling)

**Score of 4: Adequate**

A paper in this category demonstrates adequate competence, although it may have occasional errors and lapses in quality. Such a paper exhibits most or all of the following characteristics:

* addresses the writing task, providing a well-reasoned position that may display critical thinking
* is organized and adequately developed
* is, for the most part, easy to read and appropriate in style and tone for a general audience
* displays adequate facility with written English (grammar, syntax, vocabulary, punctuation, spelling)

**Score of 3: Limited**

A paper in this category demonstrates developing competence. Such a paper either does not address the writing task effectively or addresses the writing task butexhibits one or more of the following weaknesses:

* is inadequately organized
* is limited in development
* is inconsistent or inappropriate in style and tone for a general audience
* displays limited facility with written English (grammar, syntax, vocabulary, punctuation, spelling)

**Score of 2: Flawed**

A paper in this category demonstrates some incompetence. Such a paper does not address the writing task effectively. In addition, such a paper is flawed by one or more of the following weaknesses:

* has poor organization
* has thin development
* is generally inappropriate in style and tone for a general audience
* displays a lack of facility with written English (grammar, syntax, vocabulary, punctuation, spelling)

**Score of 1: Fundamentally Deficient**

A paper in this category demonstrates incompetence. Such a paper provides little evidence of the ability to address the writing task. In addition, such a paper is flawed by one or more of the following weaknesses:

* has very poor organization
* has very thin development
* is inappropriate in style and tone for a general audience
* contains a pervasive pattern of errors in written English (grammar, syntax, vocabulary, punctuation, spelling) so severe that meaning is obscured

**Score of 0: Off topic, Illegible**