

Unit Title: Effective Negotiation in a Campaigning Context	
Level:	Three
Credit Value:	2
GLH:	10
OCNLR Unit Code:	EE3/3/LQ/004
Ofqual Unit Reference Number:	F/508/5294

This unit has 2 learning outcomes

LEARNING OUTCOMES	ASSESSMENT CRITERIA
The learner will:	The learner can:
1. Understand the processes involved in effective negotiating.	1.1. Evaluate the role of negotiation in the context of campaigning. 1.2. Analyse the interests and values of a leader in relation to own campaign. 1.3. Summarise the main things to consider when preparing for a negotiation.
2. Be able to negotiate effectively.	2.1. Evaluate own negotiations with leaders in the context of own campaign.

Assessment

The grid below provides suggestions for the types of assessment activities that can be used with the unit attached to provide evidence for the learner's portfolio. Please refer to the OCN London Assessment Guidance document for definitions of each activity and the expectations for assessment practice and evidence for moderation.

Case Study		Project	✓
Written question & answer/test/exam		Role play/simulation	
Essay		Practical demonstration	
Report		Group discussion	
Oral question and answer		Performance/exhibition	
Written description	✓	Production of artefact	
Reflective log/diary		Practice file	