Negotiation and persuasion (self-assessed)

The following statements relate to different competences, which might, or not, be familiar to you.
Please show to which extent you practice them in your life.

	1 Never	2 Seldom	3 Sometimes	4 Often	5 Most of the times	6 Always
1. I can build a strong line of argumentation 2 I convince others with arguments 3. I explain my ideas in a clear and coherent manner 4. I am able to make people enthusiastic for my idea 5. I make it clear to others what I want to achieve 6. I can name to pros and cons of my idea 7. I adjust my arguments to the person I am talking to 8. I explain to others why I took a certain decision 9. I can convey my message in an enthusiastic manner 10. When I decide something, I know exactly why						

Could you please describe an experience that describes how did you use/not use these competences?
_____
_____
_____

SOCCES
SOCial Competences, Entrepreneurship and Sense of Initiative
Development and Assessment Framework
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Negotiation and persuasion (peer- or teacher-assessed)

Now please think about **STUDENT NAME.** For each sentence, please indicate how much you think that **STUDENT NAME** practices them in his/her life – as you have perceived during the activities that you carried out together during the project/course.

	1 Never	2 Seldom	3 Sometimes	4 Often	5 Most of the times	6 Always
1. **STUDENT NAME** can build a strong line of argumentation						
2 **STUDENT NAME** convinces others with arguments						
3. **STUDENT NAME** explains his/her ideas in a clear and coherent manner						
4. **STUDENT NAME** is able to make people enthusiastic for his/her idea						
5. **STUDENT NAME** makes it clear to others what he/she wants to achieve						
6. **STUDENT NAME** can name to pros and cons of his/her idea						
7. **STUDENT NAME** adjusts his/her arguments to the person he/she is talking to						
8. **STUDENT NAME** explains to others why he/she took a certain decision						
9. **STUDENT NAME** can convey his/her message in an enthusiastic manner						
10. When **STUDENT NAME** decides something, he/she knows exactly why						

Could you please describe an experience with **STUDENT NAME** that describes how did he/she use/not use these competences?

_____
_____
_____

The assessment score is obtained by summing and averaging the raw scores on all items for each scale. Scores in the range 1.00-3.50 are considered low level of competence in using a growth mindset; scores in the range 3.51-5.00 as medium level; and scores in the range 5.01-6.00 as high level.