### 1. Concept identifications and applications (5 @ 8 points each)  
\[ \text{Score: } \_\_\_/ 40 \]

<table>
<thead>
<tr>
<th>pts</th>
<th>Definition</th>
<th>pts</th>
<th>Application</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td>Concept properly defined</td>
<td>4</td>
<td>Concept properly applied</td>
</tr>
<tr>
<td>3</td>
<td>Minor error/omission/ambiguity defining the concept</td>
<td>3</td>
<td>Minor error/omission/ambiguity applying concept</td>
</tr>
<tr>
<td>2</td>
<td>Major error/omission/ambiguity defining the concept</td>
<td>2</td>
<td>Major error/omission/ambiguity applying concept</td>
</tr>
<tr>
<td>1</td>
<td>Definition is way off target, but attempted</td>
<td>1</td>
<td>Application is way off target, but attempted</td>
</tr>
<tr>
<td>0</td>
<td>No attempt to define concept</td>
<td>0</td>
<td>No attempt to apply concept</td>
</tr>
</tbody>
</table>
2. Essay ____ / 60

Offers developed and on-point coverage of all parts of the question (20 points)
The answer . . .
20 – is developed and on-point on all parts of the question
18 – is generally developed and on-point, but appears to veer slightly off track at times
17 – has coverage of 1 major part that appears relatively limited or off-point
16 – appears to veer slightly off track at times and coverage of 1 major part appears relatively limited or off-point
14 – has coverage of 2 major parts that appears relatively limited or off point
13 – appears to veer slightly off track at times and coverage of 2 major parts appears relatively limited or off-point
11 – has coverage of 3 major parts appears relatively limited or off point
10 – appears to veer slightly off track at times and coverage of 3 major parts appears relatively limited or off-point
8 – is generally not responsive to the question, but an attempt at an answer is made

Draws accurately, appropriately, and clearly on theoretical concepts from readings and lecture (20 points)
organizational culture . . . structure . . . bounded rationality . . . principal-agent relationship
The answer . . .
20 – contains explicit, accurate, appropriate, and clear use of relevant course concepts
18 – draws explicitly on relevant general course concepts, but reveals a minor error/omission/ambiguity in explanation on relevant concepts
17 – draws explicitly on relevant general course concepts, but reveals more than 1 minor error/omission/ambiguity in explanation on relevant concepts
16 – contains 1 major error/omission/ambiguity in explanation on a relevant concept
14 – contains 1 major error/omission/ambiguity in explanation on a relevant concept and minor error/omission/ambiguity in explanation on other relevant concept(s)
13 – contains 2 major errors/omissions/ambiguities in explanation on relevant concepts
12 – contains 2 major errors/omissions/ambiguities in explanation on relevant concepts and minor error/omission/ambiguity in explanation on other relevant concept(s)
10 – contains 3 or more major errors/omissions/ambiguities in explanation on relevant concepts
8 – contains very infrequent or essentially no apparent explicit use of relevant concepts

Applies concrete examples frequently, accurately, appropriately, and clearly (20 points)
The answer . . .
20 – integrates relevant concrete examples and does an excellent job of applying them clearly and completely
18 – integrates relevant concrete examples, but contains a minor error/omission/ambiguity in application
17 – integrates relevant concrete examples, but contains more than 1 minor error/omission/ambiguity in application
16 – integrates relevant concrete examples, but contains 1 major error/omission/ambiguity in application
14 – integrates relevant concrete examples, but contains 1 major error/omission/ambiguity in application and minor error/omission/ambiguity in application elsewhere in the answer
13 – integrates relevant concrete examples, but contains 2 major errors/omissions/ambiguities in application
12 – integrates relevant concrete examples, but contains 2 major errors/omissions/ambiguities in application, and minor error/omission/ambiguity in application elsewhere in the answer
10 – integrates relevant concrete examples, but contains 3 or more major errors/omissions/ambiguities in application
8 – contains very infrequent or essentially no concrete examples