

P&N 25 Student ID	Grade Closed (15/20p)	1:1 1:2 1:3 1:4 1:5 1:6 1:7 1:8 1:9 1:10 1:11 1:12 1:13 1:14 1:15	Student ANSWER to Q	Grade Open Question (5/20p)	Part a) (4/5)	Part b) (1/5)	Summary of Missed Points	EXAM Total Grade
46894	9	1 1 0 1 0 0 1 1 1 0 1 1 1 0 0	Environmental- learned behaviour	1,5	1,0	0,5	Only one valid environmental factor (culture) but duplicated; no second distinct env factor; no immediate-context factors identified; Part b omitted cultural familiarity.	10,5
46914	10	0 1 1 1 1 0 1 1 0 1 1 1 1 0 0	Starting with the environmental fa	2,5	2,0	0,5	Both environmental factors correct; no immediate-context factors; Part b omitted cultural familiarity.	12,5
47166	12	1 1 0 1 1 1 1 1 0 1 0 1 1 1 1	Although, nowadays, it is easier to	1,0	1,0	0,0	Only culture identified (no second env); no immediate factors; Part b too vague, no risks or familiarity explained.	13,0
51451	14	1 1 1 1 1 1 0 1 1 1 1 1 1 1 1	As a CEO of a startup, paying atten	4,5	4,0	0,5	Part a perfect; Part b solid but omitted explicit reference to cultural familiarity.	18,5
51939	12	1 0 1 1 1 1 1 1 1 1 1 1 1 0 0	The environmental context factors	1,5	1,0	0,5	One valid env (political), one invalid (economic not on the framework); no immediate factors; Part b omitted risks/trust/familiarity.	13,5
51961	12	1 0 0 1 1 1 1 1 1 1 0 1 1 1 1	Moderate adaptation brings a leve	3,5	3,0	0,5	One env (AI regulation as political/legal), one invalid (new work model not on the model); both immediate factors correct; Part b lacked explicit risks/familiarity.	15,5
52056	10	0 1 0 1 1 0 1 1 1 0 1 1 1 0 1	As part of my preparation, the two	0,5	0,5	0,0	Only one env identified (culture) with no clear post-pandemic example; no immediate factors; Part b too vague, no risks or familiarity.	10,5
52110	15	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	In negotiations, particularly in this	4,0	3,0	1,0	One env missing (social context not on the model); immediate factors correct; Part b full.	19,0
52201	13	1 1 1 1 1 1 0 1 0 1 1 1 1 1 1	Starting by the contextual factors,	0,0	0,0	0,0	No valid environmental or immediate factors; Part b lacked any risks or cultural familiarity.	13,0
52776	13	1 0 1 1 1 1 0 1 1 1 1 1 1 1 1	In this scenario the CEO created his	0,5	0,5	0,0	Only "pandemic" counted as instability/change (env). No valid second env. Immediate factors not from the framework Part b lacked any discussion of risks or negotiation relevance.	13,5
57287	11	1 1 0 1 1 1 0 1 0 1 1 1 1 0 1	AI is growing and taking each day	0,5	0,0	0,5	No valid environmental or immediate factors; Part b omitted cultural familiarity (though mentioned trust/inauthenticity).	11,5
58176	13	0 1 0 1 1 1 1 1 1 1 1 1 1 1 1	Environmental: 1. Because of Covid,	0,0	0,0	0,0	None of the factors modeled match the defined environmental or immediate dimensions. Part b lacked risks and cultural familiarity.	13,0
58420								0,0
58434	8	0 1 0 1 0 1 1 0 1 0 1 1 1 0 0	Environmental context means, that	3,5	3,0	0,5	Only one distinct environmental factor (political/legal); second missing. Immediate factors both correct with examples. Part b mentioned ingenuine adaptation but no reference to cultural familiarity or detailed risks.	11,5
59771	11	1 1 1 1 0 1 1 1 1 0 1 1 1 0 0	As the CEO of a newly established	0,0	0,0	0,0	No defined environmental or immediate factors identified. Part b did not address risks of full adaptation or reference cultural familiarity.	11,0
59932	12	1 0 1 0 1 1 1 1 1 0 1 1 1 1 1	Today the world is becoming increa	2,5	2,0	0,5	Env: "political/legal pluralism" and "culture" both valid. Immediate: "stakeholders" and "bargaining power" both valid. Part b gave general rationale but did not explicitly mention cultural familiarity.	14,5
60063	10	1 0 1 1 1 0 1 1 0 1 0 1 1 0 1	One of the factors after Covid was	1,5	1,0	0,5	Part a: "Inflation" (instability/change) and "protectionism" (political) covered two env; one immediate ("prior relationship"); second invalid. Part b lacked explicit mention of cultural familiarity.	11,5
60274	12	0 1 0 1 1 1 1 1 1 1 1 1 1 0 1	Environmental factors (not directly i	5,0	4,0	1,0		17,0
61452	12	0 0 1 1 1 1 1 1 1 0 1 1 1 1 1	One environmental factor is the po	2,5	1,5	1,0	Environmental: "political environment" (0.5) and "currency risk" (0.5). Immediate: "prior relationship" (0.5). Part b explained authenticity/trust and mentioned familiarity considerations—full credit.	14,5
61893	11	1 1 0 1 0 1 1 1 1 1 1 1 1 0 0	It is important to mention that we	3,5	3,0	0,5	Both env (legal/political, culture) and one immediate (stakeholders) correct; second immediate "local knowledge" not on model. Part b explained resource/time risk but did not reference familiarity.	14,5
61893	13	1 1 0 1 1 1 1 1 1 1 1 1 1 0 1	One environmental factor is Culture	2,0	1,5	0,5	Env: "culture" (0.5), "political/legal" (0.5). Immediate: "relationships" (prior relationship, 0.5); "interest/tactics" invalid. Part b noted authenticity/trust but omitted explicit familiarity.	15,0
61907	13	1 1 0 1 1 1 1 1 1 1 1 1 1 1 0	The two environmental context fac	4,5	4,0	0,5	Part a complete; Part b gave a general rationale but did not explain risks of full imitation or explicitly reference cultural familiarity.	17,5
63492	12	1 1 0 1 1 1 1 1 1 0 1 1 1 1 0	EnvironmentallyHybrid work setting:	0,5	0,0	0,5	No defined environmental or immediate factors. Part b noted mistrust risk but lacked reference to cultural familiarity.	12,5
63495	11	1 0 0 1 1 0 1 1 1 1 1 1 1 0 1	The switch from an in-person to an	0,5	0,0	0,5	No defined environmental or immediate factors; Part b mentioned risk of harming outcome but omitted cultural familiarity.	11,5
63539	12	1 1 0 1 1 1 0 1 1 1 1 1 1 1 0	Environmental context factors are d	1,5	1,0	0,5	Env 2 was not a defined aspect (AI/competition not accepted); both immediate factors were outside the framework; Part b omitted discussion of familiarity.	13,5
63557	10	1 1 0 1 0 1 1 1 1 0 1 0 1 1 0 1	Environmental factors are factors t	1,0	0,5	0,5	Only "culture" was valid; "technological advancements" invalid. No defined immediate factors. Part b mentioned authenticity risk but omitted clear discussion of cultural familiarity.	11,0
63607	11	1 1 0 1 1 1 0 1 0 1 1 1 1 1 0	During the Covid-19 pandemic reme	0,5	0,0	0,5	No defined environmental or immediate factors named; Part b explained misunderstanding risk but omitted cultural familiarity.	11,5
63634	13	1 1 1 1 1 1 1 0 1 1 1 1 1 1 0	Legal and policy aspects or framew	1,5	1,0	0,5	Environmental: "external stakeholders" (0.5). No other defined env factors. Immediate: "internal stakeholders" (0.5). Part b noted authenticity/disrespect risk but omitted clear discussion of cultural familiarity.	14,5
63643	9	0 0 1 1 1 0 1 0 1 1 0 1 1 0 1	Environmental factors are the ones	0,5	0,5	0,0	Only "instability/change" counted as environmental; no defined immediate factors. Part b lacked any discussion of risks or cultural familiarity.	9,5
63747	15	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Environmental context factors, one	5,0	4,0	1,0	—	20,0
63760	12	1 0 0 0 1 1 1 1 1 1 1 1 1 1 1	The first environmental factor is in	1,5	1,0	0,5	Only "Inflation" matched instability/change. "Technological advancement" not on the model. One valid immediate (stakeholders); "organizational flexibility" not on model. Part b omitted explicit cultural familiarity and detailed full-imitation risks.	13,5
63766	13	1 1 0 1 1 1 1 1 1 1 1 1 1 1 0	Environmental context factors inclu	0,5	0,0	0,5	No defined environmental or immediate factors; Part b noted trust/reputation risk but omitted cultural familiarity.	13,5
63826	12	1 1 1 1 0 0 1 1 1 1 1 1 1 1 0	In such contexts environmental fac	5,0	4,0	1,0	Full criteria.	17,0
63839	10	0 1 0 0 1 1 1 1 1 1 1 1 0 1 0	Environmental impact could be polit	2,5	2,0	0,5	Two environmental factors (political/legal pluralism, stakeholders) identified but examples were vague; two immediate (stakeholders, desired outcomes) correct; Part b omitted cultural familiarity.	12,5
63909	12	1 1 1 1 0 1 1 1 0 0 1 1 1 1 1	Identify and describe two environm	1,5	1,0	0,5	"Political/legal pluralism" (regulations/policies) counted (0.5); "infrastructure" not on model. No defined immediate factors. Part b noted long-term understanding benefit but did not mention risks of full imitation or cultural familiarity.	13,5
63938	9	1 1 1 1 1 0 0 1 0 1 1 1 0 0 0	Negotiations in the international m	5,0	4,0	1,0	—	14,0
63947	12	0 1 0 1 1 1 1 1 1 1 1 0 1 1 1	According to the dual concern mode	1,0	0,5	0,5	No defined environmental factors; only "relationships" matched an immediate (prior relationship). Part b lacked explicit cultural familiarity and detailed full-imitation risks.	13,0
63954	12	1 0 1 1 0 1 1 1 1 1 1 1 1 0 1	Environmental (environmental force	1,5	1,0	0,5	Only "culture" counted as env; no defined immediate factors. Part b discussed adaptation levels (familiarity) but did not spell out risks of full imitation or trust implications explicitly.	13,5
64047	12	1 1 1 1 0 1 1 1 1 1 1 1 1 0 0	The first environmental context fac	4,5	4,0	0,5	Both env (stakeholders, culture) and both immediate (desired outcomes, stakeholders) correct. Part b explained flexibility but omitted explicit risks of full imitation and cultural familiarity.	16,5
64063	7	1 0 0 0 0 0 1 1 0 1 1 1 1 0 0	With the examples of ill-focus-gen	2,5	2,0	0,5	Neither "online meetings" nor "AI increase" are env factors; only "prior relationship" counted from immediate dimension; Part b discussed trust but omitted explicit familiarity.	9,5
64074	13	1 0 1 1 1 1 1 1 0 1 1 1 1 1 1	Negotiators don't have control ove	4,5	4,0	0,5	Part a correct. Part b explained authenticity/trust but did not reference cultural familiarity.	17,5
64113	10	1 0 0 1 1 1 0 1 1 0 1 1 0 1 1	The environmental factors, so the d	1,0	0,5	0,5	Only "culture" counted; "technological advancements" not on model. No defined immediate factors. Part b mentioned authenticity risk but omitted explicit discussion of cultural familiarity guiding adaptation.	11,0
64145	11	1 1 0 1 0 1 1 1 1 0 1 1 1 1 0	Cross-cultural negotiations require	3,0	2,5	0,5	Only one distinct defined environmental factor (political/legal) — no second from model; two immediate (relationship, desired outcomes) identified; Part b omitted explicit full-adaptation risks and familiarity.	14,0

64205	13	1	0	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	Post-pandemic immediate context factors identified; no immediate-context factors from model; Part b omitted explicit mention of cultural familiarity.	2,5	2,0	0,5	Two environmental (legal/political, culture) identified; no immediate-context factors from model; Part b omitted explicit mention of cultural familiarity.	15,5
64223	12	0	1	1	0	1	1	0	1	1	1	1	1	1	1	1	1	1	1	1	As the CEO of UI-Focus-Gen, it is crucial to have a clear vision of the future.	0,5	0,0	0,5	No defined environmental or immediate factors. Part b argued for authenticity but omitted cultural familiarity.	12,5
64316	12	1	1	1	1	1	0	1	1	0	1	1	1	1	1	1	1	1	0	0	Environmental/External Stakeholders: The environmental and immediate context factors are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	3,5	3,0	0,5	Only one immediate factor (internal stakeholders) from model; "expertise" not on the framework; Part b omitted explicit mention of cultural familiarity.	15,5
64348	13	1	0	1	1	1	1	1	1	1	0	1	1	1	1	1	1	1	1	1	The environmental and immediate context factors are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	0,5	0,0	0,5	No defined environmental (political/legal pluralism, culture, etc.) or immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	13,5
64352	10	1	1	0	0	1	0	1	1	0	0	1	1	1	1	1	1	1	1	1	As time goes by and world is developing, the environmental and immediate context factors are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	1,0	0,5	0,5	Only "politics/laws" matched a defined env factor, example was vague; no immediate factors from the model; Part b mentioned authenticity but omitted risks and familiarity.	11,0
64421	12	0	1	0	1	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	Generally, the environmental and immediate context factors are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	1,0	0,5	0,5	Env: "politics" (0.5); "economic conditions" invalid. No defined immediate factors. Part b referenced time/familiarity but omitted explicit trust and detailed risks.	13,0
64468	11	0	1	1	1	0	1	1	1	1	1	1	1	1	1	1	1	0	0	0	Environmental context factors described; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	1,0	1,0	0,0	Only "culture" counted as env; no immediate factors. Part b missing entirely.	12,0
64499	13	1	0	1	1	1	1	1	1	1	0	1	1	1	1	1	1	1	1	1	Regarding environmental context factors, the environmental and immediate context factors are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	1,5	1,0	0,5	Only culture counted as environmental; "hybrid work" not on model. No defined immediate factors. Part b omitted cultural familiarity.	14,5
64533	12	1	0	1	1	1	1	1	1	1	0	1	1	1	1	1	1	1	0	0	While some factors cannot be controlled, the environmental and immediate context factors are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	2,5	2,0	0,5	Only "political/legal" and "stakeholders" counted; no second env or immediate. Part b gave authenticity rationale but omitted cultural familiarity.	14,5
64537																										
64560	13	1	0	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	Immediate factors for the consulting firm are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	0,5	0,0	0,5	Both "technology change" and "economic downturn" are not on the environmental dimension; no defined immediate factors; Part b did not discuss risks of full adaptation or reference cultural familiarity.	13,5
64619	12	1	0	0	1	1	1	1	1	1	1	0	1	1	1	1	1	1	1	1	The issue at stake is the expansion of the company's market share.	5,0	4,0	1,0	—	17,0
64831	9	1	0	0	1	1	0	0	0	1	1	1	0	1	1	1	1	1	1	1	A factor would be how the current market is changing.	1,5	1,0	0,5	Env: "instability/change" (0.5); no second env. Immediate: "prior relationship" (0.5). Part b argued for compromise but lacked explicit mention of cultural familiarity and detailed risks of full imitation.	10,5
64850	12	1	1	1	1	1	0	1	1	1	0	1	1	1	1	1	1	1	0	0	Negotiators can have an impact on the environmental and immediate context factors.	2,5	2,0	0,5	Part a: Only "legal/political" as env; two immediates correct. Part b mentioned moderate approach but omitted explicit detail on full-imitation risks and didn't fully articulate cultural familiarity.	14,5
64855	13	1	1	1	1	1	1	1	1	0	1	0	1	1	1	1	1	1	1	1	For international negotiations it is important to have a clear vision of the future.	4,5	4,0	0,5	Part b omitted explicit reference to cultural familiarity (though risks of imitation and trust were noted).	17,5
64858	14	1	1	1	1	1	1	1	1	1	0	1	1	1	1	1	1	1	1	1	Two environmental context factors are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	2,5	2,0	0,5	Env: "legal" (0.5), "political" (0.5). Immediate: "bargaining power" (0.5); "independent work" invalid. Part b noted authenticity risk and trust but omitted explicit cultural familiarity.	16,5
64890	11	1	0	1	1	1	0	1	1	1	1	1	1	0	1	0	1	0	1	0	Environmental context factors described; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed negotiation risks.	1,0	0,5	0,5	"Instability/change" (post-COVID effects) counted (0.5); no defined immediate factors. Part b gave generic rationale but omitted explicit references to cultural familiarity and detailed negotiation risks.	12,0
64897	11	0	1	0	1	1	0	1	1	1	1	1	1	1	1	1	1	1	0	0	Important environmental factors identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed negotiation risks.	2,5	2,0	0,5	Env: "political pluralism" (0.5) and "legal pluralism" (0.5). Immediate: "stakeholders" (0.5) and "desired outcomes" (0.5). Part b explained authenticity/trust but did not explicitly reference cultural familiarity.	13,5
64919	11	1	0	0	1	1	0	1	1	1	0	1	1	1	1	1	1	1	1	1	One environmental factor is the risk of cultural familiarity.	1,5	1,0	0,5	Env: "political/legal pluralism" (political tension) and "ideology" (willingness to adopt innovation) each 0.5. No defined immediate factors. Part b discussed empathy/trust but omitted explicit mention of cultural familiarity.	12,5
64943	7	0	0	1	1	0	0	1	1	0	0	0	1	1	1	1	1	1	0	0	Critical factors determining to which the company is exposed are identified; no immediate factors identified; Part b mentioned politeness but omitted explicit full-adaptation risks and familiarity.	2,5	2,0	0,5	Neither "assets/bankruptcy" are on defined env dimension; only "stakeholders" counted as immediate. Part b mentioned politeness but omitted explicit full-adaptation risks and familiarity.	9,5
65073	13	1	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	0	1	0	Environmental factors are those that the company is exposed to.	1,0	0,5	0,5	Only "culture" counted; no second env factor. No defined immediate factors. Part b discussed authenticity but omitted explicit cultural familiarity and detailed full-imitation risks.	14,0
65086	12	0	1	1	1	1	1	1	0	1	0	1	1	1	1	1	1	1	1	1	Starting with the environmental context factors, the environmental and immediate context factors are identified; no immediate factors identified; Part b argued for trust building but omitted explicit risks of full adaptation and did not reference familiarity.	0,5	0,0	0,5	No defined environmental factors; no defined immediate factors; Part b argued for trust building but omitted explicit risks of full adaptation and did not reference familiarity.	12,5
65111	10	1	1	0	1	0	1	1	0	1	0	1	1	1	1	1	1	1	0	0	Environmental/Political Situation: Risk of cultural familiarity.	4,5	4,0	0,5	Identical to 41: Part a fully correct; Part b lacked explicit mention of cultural familiarity.	14,5
65158	11	1	0	1	1	0	1	1	1	1	0	1	1	1	1	0	1	1	0	1	Negotiating with different international stakeholders, the environmental and immediate context factors are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	2,0	1,0	1,0	Env: "culture" (0.5); second env ("power") mis-classified. Immediate: "relationships" (prior relationship, 0.5); "working styles" invalid. Part b referenced mediator, low/medium/high familiarity and rationale—full credit for familiarity.	13,0
65167	14	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	0	1	0	When recruiting or exploring opportunities, the environmental and immediate context factors are identified; no immediate factors identified; Part b omitted explicit mention of full-adaptation risks and trust.	3,5	3,0	0,5	Both environmental factors valid (culture, ideology); only one immediate factor (prior relationship) counted. Part b omitted explicit mention of full-adaptation risks and trust.	17,5
65191	13	1	1	1	1	0	0	1	1	1	1	1	1	1	1	1	1	1	1	1	Since my start up is offering online services, the environmental and immediate context factors are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	1,5	0,5	1,0	Env: none defined; "relationships" counted as prior relationship (0.5). Part b referenced medium familiarity and risks of misinterpretation—full credit for cultural familiarity.	14,5
65225	12	1	1	1	1	0	1	1	0	1	1	1	1	1	1	1	1	1	0	0	Environmental factors: Now with the environmental and immediate context factors, the environmental and immediate context factors are identified; no immediate factors identified; Part b noted risk of mimicking but omitted reference to cultural familiarity and trust.	1,5	1,0	0,5	Env: "culture" (0.5), "foreign bureaucracy" (regulators, 0.5). No defined immediate factors. Part b noted risk of mimicking but omitted reference to cultural familiarity and trust.	13,5
65240	11	0	0	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	0	0	Environmental/Political Situation: Risk of cultural familiarity.	4,5	4,0	0,5	Part a fully correct. Part b noted risk of disrespect/inauthenticity but did not reference cultural familiarity.	15,5
65252	9	1	0	0	0	1	0	1	1	0	1	0	1	1	1	1	1	1	1	1	ENVIRONMENTAL: Politics and Law: The environmental and immediate context factors are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	3,0	2,0	1,0	Part a: "Politics/Laws" and "Ukraine/Russia conflict" covered two env. and "outcome" + "history of relationship" covered both immediates. Part b fully addressed risks and familiarity.	12,0
65254	15	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	In terms of immediate context, immediate context factors are identified; no immediate factors identified; Part b omitted explicit mention of cultural familiarity guiding adaptation.	4,5	4,0	0,5	All four parts of Part a correct. Part b explained difficulty and some risk but omitted explicit mention of cultural familiarity guiding adaptation.	19,5
65310	9	1	1	0	0	1	0	1	1	0	0	1	1	1	1	1	1	1	0	0	To attract new clients international stakeholders, the environmental and immediate context factors are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	1,0	0,5	0,5	Only "foreign bureaucracy" (governments interested in investment) counted; social media and AI not on defined env dimension. No defined immediate factors. Part b lacked explicit reference to cultural familiarity and detailed risks of full imitation.	10,0
65382	10	1	0	1	1	1	1	1	0	1	0	0	1	1	0	1	1	0	1	0	Focusing on international and cross-cultural communication, the environmental and immediate context factors are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	2,5	2,0	0,5	"Politics/legal" and "currency risk" counted; no defined immediate factors. Part b gave moderate rationale but omitted explicit full-adaptation risks and familiarity.	12,5
65391	12	1	0	1	0	1	1	1	1	1	1	1	1	0	1	1	1	1	1	1	When the Covid-19 pandemic hit the world, the environmental and immediate context factors are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	2,0	2,0	0,0	One correct env (political/legal); second env missing. One immediate (relationship) correct; second missing. Part b noted trust but did not discuss full-adaptation risks or mention familiarity.	14,0
65409	11	1	0	1	1	1	1	1	1	1	0	0	1	1	1	1	1	1	0	0	UI-Focus-Gen can address following environmental and immediate context factors.	0,0	0,0	0,0	No defined environmental or immediate factors identified. Part b gave general rationale but did not reference cultural familiarity or specific risks.	11,0
65505	13	1	1	1	1	1	1	1	1	0	1	1	1	1	1	1	1	1	0	0	Environmental context factors (cultural familiarity) are identified; no immediate factors identified; Part b omitted cultural familiarity.	3,5	3,0	0,5	Only culture counted as environmental; "technological advancements" not on the model. Both immediate factors correct. Part b omitted cultural familiarity.	16,5
65525	14	1	1	1	1	1	1	0	1	1	1	1	1	1	1	1	1	1	1	1	Environmental and immediate context factors are identified; no immediate factors identified; Part b omitted reference to cultural familiarity and detailed risks of full imitation.	1,0	0,5	0,5	Env: "culture" (risk avoidance, 0.5); "task/time management" invalid. No defined immediate factors. Part b noted misunderstanding risk but omitted cultural familiarity.	15,0
65575	12	1	1	0	1	1	0	1	1	1	1	1	1	1	1	1	1	1	0	0	Cognitive competence plays a big role in the environmental and immediate context factors.	1,0	0,5	0,5	Only one env (culture) identified; no second env. No defined immediate factors. Part b mentioned failure risk but omitted cultural familiarity.	13,0
65588	13	1	1	0	1	1	1	1	1	1	0	1	1	1	1	1	1	1	1	1	Over the past few years, the world has changed significantly.	1,0	0,5	0,5	"Geoeconomic uncertainties" matched instability/change; "consumer trends" invalid. No defined immediate factors. Part b gave rationale but lacked explicit full-imitation risks and did not reference cultural familiarity.	14,0
65681	12	0	1	1	1	1	0	1	1	1	1	1	1	1	1	1	1	1	0	0	ENVIRONMENTAL: Some of the environmental and immediate context factors are identified; no immediate factors identified; Part b mentioned mutual respect but did not reference cultural familiarity or full-adaptation risks.	0,5	0,0	0,5	Part a lacked defined factors. Part b mentioned mutual respect but did not reference cultural familiarity or full-adaptation risks.	12,5
65689	13	1	0	1	1	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	During the preparation stage, it is important to have a clear vision of the future.	1,5	1,0	0,5	Treated both "cultural values" and "uncertainty avoidance" as one culture factor—only one unique defined environmental factor; no defined immediate factors; Part b mentioned authenticity but no familiarity.	14,5
65721	11	1	0	0	1	0	1	1	1	1	1	1	1	1	0	1	1	1	1	1	Environmental context factors: Immediate context factors are identified; no immediate factors identified; Part b referenced misunderstanding and CQ but omitted explicit cultural familiarity and trust.	1,0	0,5	0,5	Env: "ideology" (sustainability trends, 0.5); "competition" invalid. No defined immediate factors. Part b referenced misunderstanding and CQ but omitted explicit cultural familiarity and trust.	12,0

65767	13	0	0	1	1	1	1	1	1	1	1	1	1	1	1	The first environmental factor that	1,5	1,0	0,5	Second environmental factor ("global customer awareness") not on the framework; no defined immediate factors; Part b noted authenticity but did not reference familiarity explicitly.	14,5		
65816	9	1	0	0	1	1	1	0	1	1	0	0	1	1	0	1	Environmental factors: different cul	2,0	1,0	1,0	Only culture counted as environmental; "geographical distance" not on model. No defined immediate factors. Part b included risks and cultural familiarity, so full credit.	11,0	
65929	8	1	0	0	1	0	0	1	1	0	0	1	1	1	1	0	Enviromental Factors: are factors t	2,5	2,0	0,5	Environmental factors modeled without clear post-COVID examples (only identification points); immediate factors modeled without examples (only identification points); Part b omitted explicit risks and familiarity.	10,5	
65953	14	1	1	1	1	1	1	1	1	1	1	0	1	1	1	1	Environmental context factors are e	4,5	4,0	0,5	Part a correct. Part b noted inauthenticity/misunderstanding risks but omitted reference to cultural familiarity.	18,5	
66100	10	0	1	0	1	1	1	0	1	0	1	1	1	1	1	0	The environment seems favorable f	1,0	1,0	0,0	Only "instability/change" was identified as a defined env factor; no immediate factors; Part b did not address moderate vs. full imitation at all.	11,0	
66102	12	1	0	1	1	0	1	1	1	0	1	1	1	1	1	1	It is important to be aware of enviro	4,5	4,0	0,5	Part a fully correct. Part b noted implementation risk but did not explicitly reference cultural familiarity or trust.	16,5	
66129	12	1	0	1	1	1	1	1	1	1	1	1	0	1	1	0	The negotiation here is between UI	3,5	3,0	0,5	Two env factors correct; only one immediate (relationship) valid; "preparation" not on model. Part b omitted cultural familiarity.	15,5	
66202	4	1	0	0	1	0	0	0	0	0	1	0	0	0	1	0	0	There are many factors that influen	1,5	1,0	0,5	Env: "culture" and "instability/change" (Covid/tech shifts) both valid. No defined immediate factors. Part b suggested moderation but omitted explicit trust risks and detailed cultural familiarity.	5,5
66236	12	1	1	0	1	1	1	1	1	0	0	1	1	1	1	1	Environmental context factors are e	2,5	2,0	0,5	Only political conditions counted as an defined environmental factor; "economic conditions" not on model. One immediate factor (stakeholders) valid; "culture" not on immediate dimension. Part b omitted cultural familiarity.	14,5	
66242	12	1	1	1	1	1	0	1	1	1	1	1	1	1	0	1	0	One environmental factor are the e	2,5	2,0	0,5	Second environmental factor missing (only governments counted); only "power dynamics" matched an immediate factor; Part b mentioned win-win but omitted specific risks and familiarity.	14,5
66295	10	1	1	0	1	1	1	1	0	0	1	0	1	1	1	0	1	As a consulting startup, trying to a	0,5	0,0	0,5	No defined environmental or immediate factors identified; Part b argued moderate approach but omitted explicit risks and reference to familiarity.	10,5
66329	9	1	0	0	1	0	1	1	0	1	0	0	1	1	1	1	Environmental factors are those th	2,5	2,0	0,5	Both environmental factors (legal/judicial, culture) correctly identified and exemplified; no immediate-context factors from model; Part b omitted explicit mention of cultural familiarity.	11,5	
66649	10	0	0	0	1	0	1	1	1	1	1	1	1	1	0	1	In the environmental context:1. Pol	4,5	4,0	0,5	Part a fully correct. Part b noted general risks but omitted explicit discussion of cultural familiarity.	14,5	
66903	13	1	1	1	1	1	1	1	0	1	1	1	1	1	1	0	I have decided to expand into Balka	2,5	2,0	0,5	Both "workplace culture" and "unregulated AI" are not on the immediate dimension; Part b gave rationale but did not discuss risks of full imitation or mention familiarity explicitly.	15,5	
66917	15	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	In international negotiations, the c	3,5	2,5	1,0	"Economic context" is not on the env dimension; "political context" lacked an example; "work arrangements" is not a defined immediate factor (only "partnerships" was accepted).	18,5	
67547	13	1	1	0	1	1	0	1	1	1	1	1	1	1	1	1	The 2 most important environmen	2,0	1,5	0,5	Env: "political/legal" and "foreign bureaucracy" (governmental intervention) valid. One immediate ("stakeholders"); "cultures affecting negotiation" invalid. Part b did not explicitly reference cultural familiarity or detail full-imitation risks.	15,0	
67853	12	1	1	1	1	0	0	1	1	1	1	1	1	1	0	1	Environmental factors are the ones	3,0	2,0	1,0	Env: "culture" and "ideology" both valid. Immediate: "bargaining power" and "desired outcomes" both valid. Part b covered familiarity well; risks of full imitation implied, meeting full-credit criteria.	15,0	
67891	12	1	1	1	1	1	0	1	1	0	1	1	1	1	1	0	First of all environmentally, the cur	1,5	0,5	1,0	No defined environmental factors. One immediate ("stakeholders"); "work mode" not on model. Part b discussed familiarity and full-imitation risks, earning full credit.	13,5	
67951	13	1	1	1	1	1	1	1	1	1	1	1	1	1	0	0	Firstly, the inclusion of AI for decis	1,0	0,0	1,0	No defined environmental or immediate factors identified. Part b discussed authenticity and familiarity, but only implicit risk – no mention of trust or resource-drain risks explicitly (familiarity was included).	14,0	
67955	13	1	1	1	1	1	0	1	1	1	0	1	1	1	1	1	Moderate adaption is often more e	0,5	0,0	0,5	No defined factors in Part a. Part b discussed trust but omitted explicit mention of cultural familiarity and detailed risks of full adaptation.	13,5	
68031	15	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	Environmental (parties don't have	2,0	1,5	0,5	Env: "politics" (political/legal pluralism) and "instability/change" (pandemic-related downturn) were valid. Immediate: "bargaining power" and "relationships" both correct. Part b lacked explicit mention of cultural familiarity guiding adaptation.	17,0	
68046	7	1	1	0	1	0	1	0	0	0	0	1	1	0	1	0	0	Hofstad cognitive, meta-cognitive	4,5	4,0	0,5	Part a correct. Part b noted misunderstanding risk but omitted explicit reference to cultural familiarity.	11,5
68059	15	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	Environmental context factors can't	4,0	4,0	0,0	Two environmental (instability/change, culture) and two immediate (stakeholders, bargaining power) correctly identified with examples; Part b lacked any discussion of full-adaptation risks/familiarity.	19,0	
68208	8	0	0	0	0	1	0	1	1	1	0	1	1	1	0	1	Starting from the two environme	1,5	1,0	0,5	Neither "economic stability" nor "technological advancement" matched the env dimension; only "prior relationship" was accepted for immediate; Part b omitted explicit reference to familiarity.	9,5	
68253	9	1	0	0	0	1	0	1	1	1	1	1	1	1	0	0	Firstly, the main factor is that of gl	0,5	0,0	0,5	No defined environmental or immediate-context factors identified. Part b explained a hostile outcome but omitted explicit risks of full imitation and did not reference cultural familiarity.	9,5	
68345	10	0	1	0	1	0	0	1	1	1	1	1	1	0	1	1	Since Covid the environmental cons	2,5	2,0	0,5	Both environmental factors (hybrid work, AI/digitalization) are not on the framework. Immediate factors (stakeholders, desired outcomes) correct with examples. Part b omitted risks of full imitation and familiarity.	12,5	
69566	12	1	1	0	1	1	1	0	1	1	1	1	1	1	1	0	A post-pandemic environmental cor	1,5	1,0	0,5	Part a: "Legislation/mobility" (political) and "cultural mask use" (culture) covered two env; no defined immediates. Part b omitted explicit mention of cultural familiarity.	13,5	
69569	10	1	1	1	0	0	0	0	0	1	1	1	1	1	1	0	As I understood, we have to find fa	1,0	0,0	1,0	No defined environmental or immediate factors. Part b covered familiarity and trust concerns; earns full credit for Part b.	11,0	
69610	12	1	0	1	1	0	1	1	1	1	1	1	1	1	0	1	Assumption: UI-Focus-Gen is a Briti	2,0	1,0	1,0	Part a: "Culture" matched env; "prior relationship" matched immediate; second factors invalid. Part b fully explained risks and cultural familiarity.	14,0	
69612	11	1	0	0	1	1	1	1	1	0	1	1	1	1	0	1	Environmental factorsWith hybrid v	0,5	0,0	0,5	No defined environmental or immediate factors identified. Part b gave rationale but did not reference cultural familiarity or explicitly outline full-imitation risks.	11,5	
69646	13	0	0	1	1	1	1	1	1	1	1	1	1	1	1	1	Cross-cultural negotiations contain	2,5	2,0	0,5	Part a: "Legal/Economics" and "currency risk" covered two env; "stakeholders" and "power dynamics" covered both immediates. Part b omitted explicit cultural familiarity.	15,5	
69651	8	0	0	1	1	0	1	1	0	0	0	1	1	1	1	0	During Covid the online work arran	1,5	1,0	0,5	Part a: Only "political/legal pluralism" counted. No other defined factors. Part b discussed risk of embarrassment but omitted explicit cultural familiarity.	9,5	
69683	12	0	0	1	1	1	1	1	1	1	1	1	1	1	1	0	Environmental factors are those th	0,5	0,0	0,5	No defined factors in Part a. Part b mentioned respectful approach but did not reference cultural familiarity or detail full-adaptation risks.	12,5	
69684	13	0	1	1	1	1	1	1	1	1	1	1	1	0	1	1	Environmental (incontrollable): AI is	1,0	0,0	1,0	No defined factors in Part a. Part b thoroughly explained full-imitation risks and cultural familiarity, earning full credit.	14,0	
69766	9	0	0	1	1	1	1	0	0	1	1	1	1	0	0	1	Since the pandemic there has been	0,5	0,5	0,0	Did not identify any defined environmental or immediate factors. Part b missing comparisons of adaptation risks and cultural familiarity.	9,5	
69799	12	1	1	0	1	1	1	1	1	0	1	1	0	1	1	1	Two environmental factors: factors	1,0	0,5	0,5	Part a: Only "pandemic" (instability/change) matched env; no defined immediates. Part b lacked explicit mention of familiarity and full-imitation risks.	13,0	