**MARK SHEET –Understanding the organisational environment**

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| **Centre Number :** |  | **Centre Name :** |  |
| **Learner Registration No :** |  | **Learner Name:** |  |
| **INSTRUCTIONS FOR ASSESSMENT AND USE OF MARK SHEET** Assessment must be conducted with reference to the assessment criteria (AC). In order to pass the unit, every AC must be met.Assessors will normally award marks for every AC and then total them into a percentage. However, for greater simplicity, there is the option to not use marks at all and merely indicate with a ‘Pass’ or ‘Referral’ in the box (below right). In order to pass the unit every AC must receive a ‘Pass’ **Where marks are awarded according to the degree to which the learner’s evidence in the submission meets each AC, every AC must be met, i.e. receive at least half marks (e.g. min 10/20). Any AC awarded less than the minimum produces an automatic referral for the submission (regardless of the overall mark achieved).** Sufficiency descriptors are provided as guidance. If 20 marks are available for an AC and the evidence in the submission approximates to the ‘pass’ descriptor, that indicates it should attract 10 marks out of 20, if a ‘good pass’ then ca. 15 out of 20. The descriptors are not comprehensive, and cannot be, as there are many ways in which a submission can exceed or fall short of the requirements. | 1. **Learner named above confirms authenticity of submission.**
2. **ILM uses learners’ submissions – on an anonymous basis – for assessment standardisation.  By submitting, I agree that ILM may use this script on condition that all information which may identify me is removed.**

**However, if you are unwilling to allow ILM use your script, please refuse by ticking the box: □** |
| **Learning Outcome / Section 1:** Be able to analyse how an organisation is affected by the macro-environment  |
| **Assessment Criteria (AC)** | **Sufficiency Descriptors***[Typical standard that , if replicated across the whole submission, would produce a referral, borderline pass or good pass result]* | **Assessor feedback on AC** *[comments not necessary in every box]* |
| AC 1.1Analyse own organisation using PESTLE | **Referral [ca. 5/20]** | **Pass [*10/20*]** | **Good Pass [ca. *15/20*]** |  |
| * The PESTLE framework has not been used, or has been used incorrectly
* There are insufficient factors arising out of the PESTLE analysis, or it is not clear why the factors have been identified as key factors in own organisation’s environment
 | * The PESTLE framework has been used correctly to analyse own organisation
* There are sufficient factors arising out of the PESTLE analysis to aid strategic decision making and it is clear why the factors have been identified as key factors in own organisation’s environment
 | * An enhanced PESTLE framework, e.g. LoNGPESTLE, has been used correctly to analyse own organisation
* There are sufficient factors arising out of the enhanced PESTLE analysis to aid strategic decision making and it is clear why the factors have been identified as key factors in own organisation’s environment
* The relative importance of the impact of the enhanced PESTLE factors is determined and the factors are ranked according to impact of change and rate of change
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| / 20(min. of 10) | Pass or Referral |
| AC 1.2Evaluate the strengths and limitations of using PESTLE as a strategic diagnostic tool | **Referral [ca. 5/20]** | **Pass [*10/20*]** | **Good Pass [ca. *15/20*]** |  |
| * Strengths and limitations of the PESTLE framework has not been addressed, or strengths and limitations have been merely listed, or the features of the PESTLE framework have been described with no evaluation to reach a conclusion or to make recommendations as to the use of PESTLE as a strategic diagnostic tool
 | * Strengths and limitations of the PESTLE framework have been evaluated to reach a limited but sufficient conclusion or to make limited but sufficient recommendations as to the usefulness of using PESTLE as a strategic diagnostic tool
 | * Strengths and limitations of the PESTLE framework have been evaluated fully to reach a comprehensive conclusion or to make comprehensive recommendations as to the usefulness of using PESTLE as a strategic diagnostic tool for own organisation
 |
| / 20(min. of 10) | Pass or Referral |
| **Section comments** (optional): | **Verification comments** (optional): |
| **Learning Outcome / Section 2:** Understand the impact of economic and political factors on the organisation  |
| **Assessment Criteria (AC)** | **Sufficiency Descriptors***[Typical standard that , if replicated across the whole submission, would produce a referral, borderline pass or good pass result]* | **Assessor feedback on AC** *[comments not necessary in every box]* |
| AC 2.1Assess the impact on the organisation of one economic factor from the PESTLE analysis | **Referral [ca. 5/20]** | **Pass [*10/20*]** | **Good Pass [ca. *15/20*]** |  |
| * The impact on the organisation of one economic factor from the PESTLE analysis is not assessed, or is assessed incorrectly or inappropriately, or one economic factor is merely listed or described without making a judgement as to its impact on the organisation using appropriate criteria
 | * A limited but sufficient assessment of the impact on the organisation of one economic factor from the PESTLE analysis is provided using a limited but sufficient range of appropriate criteria to make a judgement
 | * A comprehensive assessment of the impact on the organisation of one economic factor from the PESTLE analysis is provided using a wide range of appropriate criteria to make a judgement
 |
| / 20(min. of 10) | Pass or Referral |
| AC 2.2Assess the impact on the organisation of one political factor from the PESTLE analysis | **Referral [ca. 5/20]** | **Pass [*10/20*]** | **Good Pass [ca. *15/20*]** |  |
| * The impact on the organisation of one political factor from the PESTLE analysis is not assessed, or is assessed incorrectly or inappropriately, or one political factor is merely listed or described without making a judgement as to its impact on the organisation using appropriate criteria
 | * A limited but sufficient assessment of the impact on the organisation of one political factor from the PESTLE analysis is provided using a limited but sufficient range of appropriate criteria to make a judgement
 | * A comprehensive assessment of the impact on the organisation of one political factor from the PESTLE analysis is provided using a wide range of appropriate criteria to make a judgement
 |
| / 20(min. of 10) | Pass or Referral |
| **Section comments** (optional): | **Verification comments** (optional): |
| **Learning Outcome / Section 3:** Understand the legal environment within which the organisation operates  |
| **Assessment Criteria (AC)** | **Sufficiency Descriptors***[Typical standard that , if replicated across the whole submission, would produce a referral, borderline pass or good pass result]* | **Assessor feedback on AC** *[comments not necessary in every box]* |
| AC 3.1Assess the impact on the organisation of one legal factor from the PESTLE analysis | **Referral [ca. 5/20]** | **Pass [*10/20*]** | **Good Pass [ca. *15/20*]** |  |
| * The impact on the organisation of one legal factor from the PESTLE analysis is not assessed, or is assessed incorrectly or inappropriately, or one legal factor is merely listed or described without making a judgement as to its impact on the organisation using appropriate criteria
 | * A limited but sufficient assessment of the impact on the organisation of one legal factor from the PESTLE analysis is provided using a limited but sufficient range of appropriate criteria to make a judgement
 | * A comprehensive assessment of the impact on the organisation of one legal factor from the PESTLE analysis is provided using a wide range of appropriate criteria to make a judgement
 |
| / 20(min. of 10) | Pass or Referral |
| **Assessment comments** (optional): | **Verification comments** (optional): |
|  | **/ 100** | **TOTAL MARKS** |
| **Assessor’s Decision** | **Quality Assurance Use** |
| **Outcome** (*delete as applicable*): **PASS / REFERRAL** | **Signature of Assessor:****Date of QA Check:** | **Outcome** (*delete as applicable*): **PASS / REFERRAL** | **Signature of QA:****Date of QA check:** |