

## Grading Matrix

Assessment Criteria	Pass (40% or above)	Not passed (under 40%)
Demonstrates knowledge and awareness of the national context for care purchasing and brokerage including relevant statutory duties and regulatory arrangements	Provides details about the statutory framework and regulatory arrangements within which placements/brokerage is carried out and also some examples of current national challenges for placement and brokerage officers.	Very limited knowledge or understanding of the statutory framework and regulatory arrangements. No examples of current national challenges for placement and brokerage officers.
Demonstrates an understanding of appropriate brokerage and purchasing practice.	Provides a commentary on key placement/brokerage activities carried out with reference to best practice, e.g. managing the referral; procuring the placement; contract management and monitoring	Insufficient examples of placement / brokerage activities carried out and no reference to best practice.
Evaluates the effectiveness of the brokerage and purchasing activities undertaken.	Evaluates the strengths and weaknesses of the placement activities carried out including what went well, less well and why. Considers implications for care purchasing and brokerage practice in the service and/or organisation including what changes might be needed. May reference the 'organisational self assessment' from session 1.	Presents no or very limited evaluation of the strengths and weaknesses of placement/brokerage activities carried out and no consideration of how this will inform future organisational practice.
Provides a reflective commentary that demonstrates personal development and learning.	Reflects on what has been learnt personally from placement / brokerage activities described and learning from the course. Suggests how else they might develop their practice in the future.	No personal reflective commentary that draws on their learning from the course and no consideration of future personal development.