**Grading:** Your paper will be graded on a combination of argumentative skill (reason) and depth of research (facts). Specifically, there will be the following grade breakdown:

*Diversity of sources:* 10 points. To make your point, you need to know the knowledge that experts have already generated for you. This requires research. The word "diversity" is chosen to encourage you to seek out serious scholarly research. If your only references are newspapers, encyclopedias and textbooks from this and other classes, you will be penalized accordingly. To make a serious argument, find out what serious people have said in your subject area.

*Reasoning:* 60 points. Does the chain of reasoning in conjunction with the evidence support the conclusion? Your paper should be organized with the objective of making the argument you have chosen. You should have an explicit section-by-section (and indeed paragraph-by-paragraph) structure that allows you to achieve this.

*Usage:* 30 points. Here I mean grammatical and spelling errors, as well as clarity. A poorly written paper does not get the point across, even if the arguments are sound, because the reader finds it too troublesome to work through all the mistakes. Here I am looking to encourage good writing in both the stylistic and grammatical senses. The fact that this is not an English class does not relieve you of the responsibility to use the English language properly. A degree from WSU should imply a certain degree of writing competence, and the excuse "but this isn’t an English class" will not fly if you are penalized for poor writing skills in business or elsewhere in life.

In sum, the paper should be such that you can summarize it in one sentence by saying "The purpose of my paper is to demonstrate that..." The introduction should state clearly the point you wish to make, and evidence and economics should then be used, according to some coherent pattern of logic, to make it. Any grammatically competent, thoroughly researched paper that does this will get an A. Finally, note that the point of any paper is that people should want to read it, because it teaches them (in this case, me) something that is interesting or otherwise thought-provoking. Keep that in mind as you proceed.