



## TPE 2023 – Mark Sheet

### Pagmari

Marked by .....

Student name	Technical	Professional	Total mark

### Presentation and Approach (Professional Skills)

	Max	Marks	As a result of
Judgement	14		
Analysis (Method)	12		
Communication	12		
Ethical	12		
Total mark	50		

### Comments to Student

(any specific sections significantly impacting on overall mark – exception basis)

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**Pagmari Appraisal**

1.1.1 General financial overview	2		
1.1.2 Revised financial divisional analysis	1		
1.1.3 Other	2		
1.2.1 R & W: financial – retail	4		
R & W: financial – tearoom	2		
R & W: financial – wholesale	4		
1.2.2 R & W: non-financial – retail	1		
R & W: non-financial – tearoom	2		
R & W: non-financial – wholesale	1		
R & W: non-financial – general	1		
1.3.1 Landscape – financial	3		
1.3.2 Landscape – non-financial	3	26	

**Supplier options**

2.1 Assessment	4		
2.2 Overall	2	6	

**Closing Landscape division**

3.1 Redundancy	2		
3.2 Existing Business	2		
3.3 Reputation	2	6	

**Expansion plans**

4.1 General	2		
4.2 Non-plant related items	3		
4.3 Up-market restaurant	2		
4.4 Overall	2	9	

**Brian's confessions**

5.1 Introduction/ Legal	2		
5.2 Corporate tax issues	3		
5.3 Beneficial loan issues	2		
5.4 Accounting/ Auditing	1		
5.5 Jasper's alleged comments	4	12	

**Peat Farm: renting and ownership**

6.1 Rent: Afford/ Location/ Asset/ Security/ Expand	5		
6.1 Rent: Costs/ Timescale/ Plan/ Future/ Tax	3		
6.2 Rent: Recommendation	1		
6.3.1 Ownership: Acquisition/ Financing	3		
6.3.2 Ownership: Ownership/ Flexibility	3		
6.3.3 Ownership: Tax considerations	5		

**Marks Available**

<b>Marks Restricted to</b>		20	
		16	

**TOTAL Restricted to**

75		75	
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## Assessment of Competencies

### Judgement

The candidate addressed key items and had balance across the paper	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate made appropriate recommendations regarding the expansion plans	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate made appropriate recommendations regarding Peat Farm and ownership of the land and buildings	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate demonstrated good commercial judgement	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

### Analysis (Method)

The candidate used an appropriate method to analyse the existing business	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate used an appropriate method to analyse the aggregate supplier options	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate used an appropriate method to analyse the expansion plans	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate used an appropriate method to analyse the Peat Farm and ownership options	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

## Communication

The candidate produced a good executive summary	20	40	60	80	100
The candidate tailored responses using appropriate language	20	40	60	80	100
The candidate used summaries and cross referenced, where appropriate	20	40	60	80	100
The candidate achieved all outputs, using sections, headings and tables, where appropriate	20	40	60	80	100

## Ethical

Advice by Jasper (Integrity/ Objectivity)	20	40	60	80	100
Jan (Integrity/ Professional behaviour)	20	40	60	80	100
Audit (Professional Behaviour)	20	40	60	80	100
Discrimination/ Landscape Division Breach of Suppliers' agreement (Professional Behaviour/ Professional Competence and due care)	20	40	60	80	100
Brian (Integrity/Objectivity/ Professional competence and due care)	20	40	60	80	100