



TPE May 2021 – Mark Sheet

Quaerum

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		

Additional Comments to Student

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

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Briefing paper – review of funds

1.1 Overview	3
1.2 Energy fund	3.5
1.3 Metals fund	2
1.4 Livestock fund	2
1.5 Agriculture fund	3.5
1.6 Geographic fund	1
1.7 Company risk	1

16	
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Briefing paper - Blackstuff

2.1 DCF assessment	2.5
2.2 Non-financial factors	5.5
2.3 Leadership	5.5
2.4 Comparison with investment criteria	3
2.5 Implications for Energy and All Commodities Funds	1.5
2.6 Conclusion	1

19	
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Report to board from CEO

3.1 Introduction and background	3
3.2 Implications for QI - Oil leak	2.5
3.3 Implications for QI - Oil reserves	3
3.4 Impact on Energy and All Commodities Funds	4.5
3.5 Integrated reporting	4
3.6 Communications strategy	5
3.7 Sale of QI - ACD	0.5
3.8 Sale of QI - Price	3
3.9 Sale of QI - Cultural fit	4
3.10 Sale of QI - Staff TUPE	1
3.11 Sale of QI - Staff Other	3.5
3.12 Sale of QI - Governance	2
3.13 Sale of QI - Investors	3
3.14 Sale of QI - Recommendation	1

40	
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Total

75	
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75	
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Presentation Competencies

Judgement

The candidate addressed key items and had balance across the paper	20	40	60	80	100
The candidate provided a clear recommendation in relation to the Blackstuff investment	20	40	60	80	100
The candidate provided a clear recommendation in relation to the sale of QI	20	40	60	80	100
The candidate demonstrated good commercial judgement	20	40	60	80	100

Analysis (Method)

The candidate used an appropriate method of analysis in relation to the review of QI funds	20	40	60	80	100
The candidate used an appropriate method of appraisal to assess the investment in Blackstuff	20	40	60	80	100
The candidate used an appropriate method of analysis in relation to the crises relating to Blackstuff	20	40	60	80	100
The candidate used an appropriate method of appraisal to assess the sale of QI	20	40	60	80	100

Communication

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

Ethical

Blackstuff investment <i>Pressure to give a positive recommendation and remain quiet about problems</i>	20	40	60	80	100
Bribery <i>Evidence of potential bribery; implications; whistleblowing</i>	20	40	60	80	100
Data loss <i>Concealment; likely breach of data protection law; implications</i>	20	40	60	80	100
Overarching ethical approach <i>Balanced and proportionate; overall sensible recommendations on actions; other less significant ethical issues; linking to ethical principles</i>	20	40	60	80	100