TPE 2023 – Mock Exam Mark Sheet

Mock 2 – Darkfurn

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)

Analysis of trading performance

1.1 Turnover	1.5	
1.2 Gross margin	1.5	
1.3 Store variable costs	2	
1.4 Store fixed costs and marketing	1	
Financial analysis of stores		
1.5 Turnover	2.5	
1.6 Gross margin	3.5	
1.7 Profit per store/calculations	2	
1.8 Sales conversion factor	1.5	
1.9 Recommendations	1	
Non-financial considerations		
1.10 Governance	2	
1.11 Staff and delivery	1	
1.12 Reputation	1	
1.13 Closure costs and timing	1	
1.14 Other	3	24.5

Appraisal of contract

2.1 General	1	
2.2 Goods for resale – supply	2	
2.3 Goods for resale – financial	1.5	
2.4 Goods for resale – logistics	2.5	
2.5 Sales – price/credit/bank	2.5	
2.6 Other	2	11.5

Assessment of strategy
3.1 Selling strategy

3.1.1 Overview/wood type	3.5	
3.1.2 Furniture	2	
3.1.3 Branding	2	
3.1.4 Stores	1.5	
3.1.5 Conclusion	2.5	
3.2 Manufacturing		
3.2.1 Factors and commentary - financial	5	
3.2.2 Factors and commentary – other	5	
3.2.3 Conclusion	2	23.5

Internal audit report

4.1 VAT on export of goods	2	
4.2 VAT on overseas services	2	
4.3 Unregistered VAT trader	2.5	
4.4 Malaysian supplier	3	
4.5 Big data	1	10.5

Treasury Dept

5.1 Responsibilities	1	
5.2.1 Tasks – current strategy	1.5	
5.2.2 Tasks – new strategy	1.5	
5.3 Loan	1	5

Total	75	75

Presentation Competencies

Judgement

	20	40	60	80	100
The candidate addressed key items and had balance across the paper					
The candidate provided appropriate recommendations regarding the assessment of store closures					
The candidate provided appropriate recommendations regarding the assessment of change of strategy					
The candidate demonstrated good commercial judgement					

Analysis (Method)

	20	40	60	80	100
The candidate used an appropriate method of analysis for the store closures					
The candidate used an appropriate method of appraisal of the legal contract					
The candidate used an appropriate method of appraisal of the treasury department					
The candidate used an appropriate method to appraisal of the internal audit report					

ICAS

Structure & Communication

	20	40	60	80	100
Executive Summary					
Tailored with appropriate language					
Summary/x-references					
Outputs, sections, headings and numbering					

Ethical

	20	40	60	80	100
Employment/staffing issues					
Professional behaviour - Darkfurn					
Professional behaviour – BCB					
Overarching ethical					