



TPE 2023 – Exam Mark Sheet

Andka

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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1.Divisional performance and business improvements

- 1.1 UK car division
- 1.2 UK van division
- 1.3 Dubai division
- 1.4 General business improvements

7
5
5
6

23

2.Risk assessment – luxury cars Dubai

- 2.1 Market/ competition
- 2.2 Source/ cost of vehicles
- 2.3 Currency risk
- 2.4 Projections
- 2.5 Recommendation

4
3
1
3
1

12

3.Sale of Chelmsford site

- 3.1 Impact on existing business
- 3.2 Tax implications
- 3.3 Impact on funding
- 3.4 Recommendation

5
1
2
1

9

4.Mobile car rental franchise

- 4.1 Major risks
- 4.2 Potential benefits
- 4.3 Profitability
- 4.4 Other strategic options
- 4.5 Recommendation

5
4
5
2
1

17

5. Dubai

- 5.1 Sports car proposal
- 5.2 Insufficient accounting records
- 5.3 Management charges

4
1
1

6

6. Data Breach

- 6.1 Legal obligations under GDPR
- 6.2 General data security advice

2
2

4

7. Dubai irregularities

- 7.1 Accounting irregularities

4

4

Total

75

75

Assessment of Competencies

Judgement

The candidate addressed key items and had balance across the paper	20	40	60	80	100
The candidate made appropriate recommendations regarding the luxury cars	20	40	60	80	100
The candidate made appropriate recommendations regarding the mobile car franchise	20	40	60	80	100
The candidate demonstrated good commercial judgement	20	40	60	80	100

Analysis (Method)

The candidate used an appropriate method to analyse the divisional performance of Andka	20	40	60	80	100
The candidate used an appropriate method to analyse the sale of the Chelmsford Site	20	40	60	80	100
The candidate used an appropriate method to analyse the mobile car franchise	20	40	60	80	100

Communication

The candidate achieved all outputs including separate email/memo on sensitive issues	20	40	60	80	100
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/ cross referencing/ sections/headings and tables	20	40	60	80	100

Ethical

Fee dependency (Objectivity)	20	40	60	80	100
Additional fee (Objectivity, Professional Competence and Due Care)	20	40	60	80	100
Dubai Money laundering (Objectivity, Integrity, Confidentiality)	20	40	60	80	100
Overarching ethical approach	20	40	60	80	100