



TPE 2023 – Mark Sheet

Derma

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. Pros and cons of funding options

- 1.1 Borrowing
- 1.2 Rights issue
- 1.3 AIM market
- 1.4 Recommendation

3½
3
2½
2

Marks Available

Marks Restricted to

11

10

2. Chemtest

- 2.1 Outsourcing
- 2.2 Ownership/ Control
- 2.3 Recommendation

4
4
2

Marks Available

Marks Restricted to

10

9

3.Implications of three proposals

- 3.1 Financial considerations – Option 1
- 3.2 Financial considerations – Option 2
- 3.3 Financial considerations – Option 3
- 3.4 Non-financial considerations
- 3.5 Recommendations

2½
2½
2½
7½
2

17

4.Report to board

- 4.1 Context
- 4.2 Strategic options
- 4.3 Other considerations
- 4.4 Conclusions
- 4.5 Projected cash flows

1
10½
3½
2
8

25

5. Email on R&D tax relief

- 5.1 Technical points
- 5.2 Recommendations

5
1

6

6.Cybercrime presentation

- 6.1 Risks
- 6.2 Tools
- 6.3 Manage risks

2½
2½
3

8

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 Peau marketing options	20	40	60	80	100
The candidate made appropriate recommendations regarding the future strategy of Derma	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 funding options	20	40	60	80	100
The candidate used an appropriate method to analyse Peau marketing options	20	40	60	80	100
The candidate used an appropriate method to analyse the future strategy of Derma	20	40	60	80	100

Communication

The candidate achieved all outputs, using sections, headings and tables, where appropriate	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 produced a good executive summary	20	40	60	80	100

Ethical

Overarching ethical approach	20	40	60	80	100
Behaviour of CEO (Integrity & Professional behaviour)	20	40	60	80	100
Risks of acting for Derma (Integrity & Professional behaviour)	20	40	60	80	100
R&D claim issues (Professional competence and due care & Confidentiality)	20	40	60	80	100