



TPE 2023 – Exam Mark Sheet

October 2023 – Lorenzo

Presentation and Approach (Professional Skills)

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

Additional Comments to Student

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

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Briefing paper – Performance of Lorenzo

1.1 Introduction	1
1.2 Practical consequences of pricing change	1
1.3 Impact on hotel business	1
1.4 Lorenzo's – analysis of performance	6
1.5 Lorenzo's – actions to improve	3
1.6 Table Romero (analysis / actions)	3.5
1.7 Bomerano (analysis / actions)	2
1.8 Lorenzo Media (analysis / actions)	3
1.9 Lorenzo Produce (analysis / actions)	3.5
1.10 Lorenzo Group	2

26	
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Briefing Paper – Notes on Shares

2.1 Financial Considerations	1
2.2 Non-financial considerations	3
2.3 Tax Implications	4
2.3 Recommendation	1

9	
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Report – Disposal of Bomerano

3.1 Strategic evaluation	1
3.2 Financial evaluation	2
3.3 Sale of shares	4.5
3.4 Sale of trade & assets	5
3.5 Conclusion	0.5

13	
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Report – Evaluation of Arola Winery

4.1 Valuation	2.5
4.2 Profitability	4
4.3 Sensitivity	5.5
4.4 Business Strategy	4.5
4.5 Funding	3
4.6 Exchange rate risk	2.5
4.7 Due diligence	4
4.8 Recommendation	1

27	
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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
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate carried out a suitable analysis of the performance of the Lorenzo group	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate provided an appropriate recommendation regarding the acquisition of Arola winery	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 performance of the Lorenzo group	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 assess the gift of shares	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 evaluate the disposal of Bomerano	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 acquisition of Arola winery	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Structure & Communication

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

Ethical

Issues within S&H / with Robin (see detail)	20	40	60	80	100
Issues with Lorenzo Group (see detail)	20	40	60	80	100