



TPE 2022 – Mark Sheet

Southerwood

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)

1. Analysis of Southerwood business

1.1 Budgeted results	2	
1.2 Allegations of discrimination	1½	
1.3 Age and condition of stadium	1½	
1.4 Improper use of charitable funds	2½	
1.5 Breach of bank facilities	1½	
1.6 Poor sporting performance	2	11

2. Budget Yr 28

2.1 Revenue	6½	
2.2 Expenses	4	
2.3 Breakeven turnover	1½	12

3. HR issues

3.1 Claims by former financial controller	2½	
3.2 Alleged social media abuse	1½	
3.3 Right to work in the UK	1	
3.4 Player salaries	1	
3.5 Minimum wage	1	7

4. Governance issues

4.1 General governance	1	
4.2 Board composition	2	
4.3 Excessive salaries	1	
4.4 Non-compliance with laws and regulations	1	
4.5 Lack of board minutes	1	6

5. Southerwood Stadium

5.1 Timing of the work	1½	
5.2 Impact on capacity and revenue	1½	
5.3 Funding the replacement stand	3½	
5.4 Opportunities from replacing the stand	1½	8

6. Profitability Improvements

6.1 Hybrid pitch	4½	
6.2 International streaming of live matches	4	
6.3 Other improvements	3½	12

7. Southerwood Ladies

7.1 Professional women's league	5	5
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8. Assurance engagements FYC may offer

8.1 Agreed upon procedures	1	
8.2 Grasslands	1½	
8.3 Netlocker	2	
8.4 Spook Gin	2½	7

9. Options to realise investment

9.1 Current position	2½	
9.2 Potential investors	4½	7

Total

75		75
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Assessment of 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 made an appropriate evaluation of the HR issues and conduct of CEO	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate made an appropriate evaluation of the sale of Denise's shares	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 Southerwood business	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 Yr 28 budget	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 governance	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 breakeven turnover	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Communication

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 and cross referenced, where appropriate	20	40	60	80	100
The candidate achieved all outputs, using sections, headings and tables, where appropriate	20	40	60	80	100

Ethical

Internal concerns <i>No experience of sports clubs; lack of supervision; undercharging time to make the job appear more profitable</i>	20	40	60	80	100
Concerns with client <i>Breach of charitable objects; inadequate whistleblowing function; abusive behaviour</i>	20	40	60	80	100
Fees at risk <i>Going concern risk; risk of fee loss; reputation risk (Twitter)</i>	20	40	60	80	100
Overarching Ethical <i>Balanced in proportionate way; overall sensible recommendations on actions; other less significant issues</i>	20	40	60	80	100