



## TPE 2023 – Mark Sheet

### Skene

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)

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**Appraisal of Business Report**

- 1.1 Review of management account information
- 1.2 Management & Governance
- 1.3 Risk assessment
- 1.4 Public Relations
- 1.5 General systems improvements
- 1.6 HR record keeping
- 1.7 Repayment/ Ability to service lending
- 1.8 Other considerations
- 1.9 Pricing & pre-conditions
- 1.10 Recommendation
- 1.11 Marketing mix

6  
4  
6  
1  
5  
2  
2  
2  
3  
2  
6

39

**Options Report**

- 2.1 Option 1 – Risk/ Reward
- 2.2 Option 1 – VAT
- 2.3 Option 1 – Lending conditions
- 2.4 Option 2 – Risk/ Reward
- 2.5 Option 2 – VAT
- 2.6 Option 2 – Lending conditions
- 2.7 Exiting the tea shop business

6  
2  
4  
7  
2  
2  
7

30

**Inheritance email**

- 3.1 Inheritance and lawyer suggestions

6

6

**Total**

75

75

## 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 evaluated the business improvements and provided clear recommendations	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate evaluated the lending proposal and provided suitable recommendations	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 accounts	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate carried out appropriate analysis of the cash position of Skene	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate analysed the options taking into consideration the financial and non-financial impact	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

## Communication

The candidate achieved all outputs, and used sections and headings, where appropriate	20	40	60	80	100
The candidate used appropriate language in each document and tailored their response specifically to Skene	20	40	60	80	100
The candidate produced a good executive summary	20	40	60	80	100

## Ethics

<b>OVER-ARCHING ETHICAL</b>	20	40	60	80	100
Overall has the candidate approached the ethics requirement well					
<b>INTEGRITY &amp; CONFIDENTIALITY</b>	20	40	60	80	100
Conflict of interests between the bank advising Pep and advising Skene					
Project A – Robert and Fred					
<b>PROFESSIONAL BEHAVIOUR</b>	20	40	60	80	100
Potential fraud and money laundering – tearoom					
VAT issues					
Lack of Foreign Employee documentation					
Project A – Robert and Fred					