



## TPE 2023 – Case Study Mark Sheet

### Hutden

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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**Evaluation: Eco-houses (in-house)**

1.1 Control	2
1.2 Market trends	2
1.3 Risk/reward	1
<i>Operational Issues</i>	
1.4 Expertise	2
1.5 Materials	3
1.6 Construction processes	1
1.7 Equipment and carbon footprint	2
1.8 Land	1
1.9 Impact on existing business	2
<i>Financial Issues</i>	
1.10 Gross margin	2
1.11 Initial investment and working capital	1
1.12 Suppliers	1
1.13 Overall	2

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**KPIs and Profit Forecast**

2.1 Inventory - finished properties	2
2.2 Inventory - funding requirement	1
2.3 Rev - general/UK owner occupiers	2
2.4 Rev - overseas investors/ buy-to-Let	2
2.5 Margins	2
2.6 EcoFries	1
2.7 Wallace	½
2.8 Net operating expenses	1
2.9 Tax and finance costs/overall	1½

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**Critical risk assessment**

3.1 Critical risk category – impact/mitig'n	11
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11

**Revised forecast/ Weeco liquidation**

4.1 Rev/gross profit Qdwell	4
4.2 Rev/gross profit Ecofries	1
4.3 Rev/gross profit Wallace P	2
4.4 Net operating expenses	1
4.5 Net finance and taxation	1
4.6 Principal bank covenant	2
4.7 Fin impact of liquidation of Weeco	3
4.8 Other impact of liquidation of Weeco	4

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**Suggestions/recom'ns for eco-houses**

5.1 New subsidiary	2
5.2 Gross margins	2
5.3 Existing operations	3
5.4 Using Weeco experience/assets	3
5.5 Recommendations	1

11

**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 made appropriate recommendation regarding the In-house construction of eco-houses	20	40	60	80	100
	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
The candidate provided appropriate mitigations for the critical risks of the business	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 of analysis of the In-house construction of eco-houses	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 of analysis of the profit forecast	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 of analysis of the critical risks	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 of analysis of the revised forecast	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/ cross referencing	20	40	60	80	100
The candidate achieved all outputs, using sections/headings/table, where appropriate	20	40	60	80	100

## Ethical

Personal relationship with Zena (Integrity, objectivity)	20	40	60	80	100
Use of non-environmentally friendly material (Professional behaviour)	20	40	60	80	100
Pressure for positive comments on in-house construction of eco-houses (Integrity, objectivity)	20	40	60	80	100
Overarching ethical approach	20	40	60	80	100