



TPE – Exam Mark Sheet

Theatre Stars

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. Briefing Paper: Evaluation of Financial Performance

- 1.1a Membership fees – weekday training
- 1.1b Membership fees – select training
- 1.2a Other revenue – summer school
- 1.2b Other revenue – uniform sales
- 1.2c Other revenue – other performance fees
- 1.2d Other revenue – talent management fees
- 1.3a Key issues – reduction in members
- 1.3a Key issues – reduction in auditions
- 1.4 Changes in performance
- 1.5 Underlying issues

4½
2
3½
2
1
½
2½
½
3½
3

23

2. Briefing Paper: Uniform provision

- 2.1 Financial
- 2.2 Logistics
- 2.3 Operational
- 2.4 Conclusion

4½
3
3
1½

12

3. Report: Geographical Expansion

- 3.1 Financial considerations
- 3.2 Factors relevant to franchising
- 3.3 Factors relevant to a Northern office
- 3.4 Administrative and operational matters
- 3.5 Recommendation

6
5½
5
3½
1

21

4. Report: Talent Management Division

- 4.1 Closure of division
- 4.2 Sale of division
- 4.3 Recommendation

4
4
1

9

5. Report: Family Estate

- 5.1 Transfer of teams in September 2022
- 5.2 Structuring the business as a charity
- 5.3 Recommendations

6
3
1

10

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 uniform provision	20	40	60	80	100
The candidate made appropriate recommendations regarding geographical expansion	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 current year performance	20	40	60	80	100
The candidate used an appropriate method to analyse the uniform provision	20	40	60	80	100
The candidate used an appropriate method to analyse the geographical expansion	20	40	60	80	100
The candidate used an appropriate method to analyse the talent management division	20	40	60	80	100

Communication

The candidate achieved all outputs, using appropriate sections / headings / tables	20	40	60	80	100
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 / appendices where appropriate	20	40	60	80	100

Ethical

Internal concerns (Integrity/Professional Behaviour)	20	40	60	80	100
Staffing issues (Integrity/Professional Competence & Due Care)	20	40	60	80	100
Regulation (Integrity/Professional Competence & Due Care)	20	40	60	80	100
Overarching ethical approach	20	40	60	80	100