

| Category | Normal score | International %ile | low | mid | high |
|-------------------------------|--------------|--------------------|-------------|-------------|-------------|
| Comprehensive Exam | 74 | 67 | <div></div> | <div></div> | <div></div> |
| Preliminary Oral Presentation | 95 | 89 | <div></div> | <div></div> | <div></div> |
| Overall | 169 | 81 | <div></div> | <div></div> | <div></div> |



Student: Max Adams
School: Dundas Valley DSS
Association: Ontario
Competitive Event: Financial Consulting

| Comprehensive Exam Finance Career Cluster Exam | | | | | |
|---|-----------|---------|-----------|-------------|-------------|
| | Raw Score | ON %ile | Intl %ile | low | mid high |
| Business Law | 75 | 50 | 66 | <div></div> | <div></div> |
| Communications | 100 | 100 | 100 | <div></div> | <div></div> |
| Customer Relations | 60 | 33 | 60 | <div></div> | <div></div> |
| Economics | 80 | 100 | 83 | <div></div> | <div></div> |
| Emotional Intelligence | 50 | 25 | 42 | <div></div> | <div></div> |
| Financial Analysis | 60 | 33 | 57 | <div></div> | <div></div> |
| Financial-Information Management | 70 | 75 | 66 | <div></div> | <div></div> |
| Information Management | 100 | 100 | 100 | <div></div> | <div></div> |
| Marketing | 100 | 100 | 100 | <div></div> | <div></div> |
| Operations | 80 | 100 | 80 | <div></div> | <div></div> |
| Professional Development | 92 | 100 | 90 | <div></div> | <div></div> |
| Risk Management | 85 | 66 | 85 | <div></div> | <div></div> |

| Preliminary Oral Presentation | | | | |
|--|----------|-----------|-------------|-------------|
| | Met Prof | Intl %ile | NV | BE ME EE |
| 1. Presented an effective and engaging opening | ✓ | 96 | <div></div> | <div></div> |
| 2. Established relationship with customer/client | ✓ | 65 | <div></div> | <div></div> |
| 3. Communicated understanding of customer/client needs | ✓ | 100 | <div></div> | <div></div> |
| 4. Facilitated customer/client buying decisions | ✓ | 100 | <div></div> | <div></div> |
| 5. Recommended specific product(s)/service(s)/action(s) | ✓ | 94 | <div></div> | <div></div> |
| 6. Demonstrated or explained product(s)/service(s)/action(s) | ✓ | 90 | <div></div> | <div></div> |
| 7. Properly stated features and benefits of product(s)/service(s)/action(s) | ✓ | 100 | <div></div> | <div></div> |
| 8. Prescribed solution to customer/client needs | ✓ | 81 | <div></div> | <div></div> |
| 9. Effectively answered customer/client questions and concerns | | 52 | <div></div> | <div></div> |
| 10. Effectively closed the sale or ended the consultation | ✓ | 77 | <div></div> | <div></div> |
| 11. The presentation was well-organized and clearly presented; used professional grammar and vocabulary; voice conveyed proper volume, enthusiasm, enunciation and pronunciation | ✓ | 100 | <div></div> | <div></div> |
| 12. Professional appearance, poise and confidence | ✓ | 73 | <div></div> | <div></div> |
| 13. Overall general impression | ✓ | 94 | <div></div> | <div></div> |

Key: NED = Not enough data, NV = No value, BE = Below Expectations, ME = Meets Expectations, EE = Exceeds Expectations

Met Prof = If this box is checked, the judge felt that the student possessed enough knowledge and skill to be employed in an entry-level position in the career area.