

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	86	50	<div></div>	<div></div>	<div></div>
Preliminary Fact Sheets and Oral Presentation	82	67	<div></div>	<div></div>	<div></div>
Overall	168	50	<div></div>	<div></div>	<div></div>



**Student:** Anna Ma  
**School:** Bayview SS  
**Association:** Ontario  
**Competitive Event:** Advertising Campaign Event

Comprehensive Exam Marketing Career Cluster Exam					
	Raw Score	ON %ile	Intl %ile	low	mid high
Business Law	50	50	66	<div></div>	<div></div>
Channel Management	83	100	85	<div></div>	<div></div>
Communications	100	100	100	<div></div>	<div></div>
Customer Relations	50	50	66	<div></div>	<div></div>
Economics	60	50	60	<div></div>	<div></div>
Emotional Intelligence	100	100	100	<div></div>	<div></div>
Financial Analysis	80	75	83	<div></div>	<div></div>
Information Management	75	66	80	<div></div>	<div></div>
Market Planning	100	100	100	<div></div>	<div></div>
Marketing	100	100	100	<div></div>	<div></div>
Marketing-Information Management	71	83	69	<div></div>	<div></div>
Operations	100	100	100	<div></div>	<div></div>
Pricing	100	100	100	<div></div>	<div></div>
Product/Service Management	100	100	100	<div></div>	<div></div>
Professional Development	100	100	100	<div></div>	<div></div>
Promotion	81	83	81	<div></div>	<div></div>
Selling	87	75	87	<div></div>	<div></div>

Preliminary Fact Sheets and Oral Presentation					
	Met Prof	Intl %ile	NV	BE	ME EE
1. Executive Summary: One-page description of the campaign	✓	66	<div></div>	<div></div>	<div></div>
2. The fact sheets show evidence of a realistic know ledge of advertising principles and are well-organized and presented in a logical manner	✓	85	<div></div>	<div></div>	<div></div>
3. The fact sheets have a professional layout and contain proper grammar, spelling and word usage	✓	100	<div></div>	<div></div>	<div></div>
4. The description of the product, service company or business selected and objectives of the campaign are clearly defined		40	<div></div>	<div></div>	<div></div>
5. The target market is clearly and accurately analyzed for the product(s) and/or service(s) selected. The secondary target markets are accurately considered	✓	83	<div></div>	<div></div>	<div></div>
6. The media selection is realistic and properly defined in terms of reach, frequency and continuity	✓	85	<div></div>	<div></div>	<div></div>
7. The ad layouts, commercials, etc., show a basic understanding of production techniques, are consistent w ith other parts of the campaign and are original	✓	87	<div></div>	<div></div>	<div></div>
8. The advertising schedule show s continuity and logical order	✓	100	<div></div>	<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 know ledge and skill to be employed in an entry-level position in the career area.

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#### Preliminary Fact Sheets and Oral Presentation

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9. The campaign has a realistic length and promotions are scheduled properly in relation to the identified target markets	✓	71	<div></div>	<div></div>	<div></div>	<div></div>
10. The budget is realistic for the campaign based on the product and location of the campaign. All costs that would be incurred have been considered	✓	100	<div></div>	<div></div>	<div></div>	<div></div>
11. The campaign stresses product and/or service benefits that appeal to the target markets described		50	<div></div>	<div></div>	<div></div>	<div></div>
12. The campaign shows real creativity and uses a unique and effective approach		50	<div></div>	<div></div>	<div></div>	<div></div>
13. The oral presentation shows evidence of realistic knowledge of advertising principles and is well-organized and presented in a logical manner	✓	100	<div></div>	<div></div>	<div></div>	<div></div>
14. Overall performance: professional appearance, poise, confidence, presentation technique, effective use of visuals, professionalism of participants, participation by each participant present	✓	100	<div></div>	<div></div>	<div></div>	<div></div>

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