

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	85	52	<div></div>	<div></div>	<div></div>
Preliminary Case Study	75	54	<div></div>	<div></div>	<div></div>
Overall	160	41	<div></div>	<div></div>	<div></div>



Student: Jake Birkness
School: St. Theresa of Lisieux CHS
Association: Ontario
Competitive Event: Entrepreneurship Team Decision Making

Comprehensive Exam Entrepreneurship and Small Business Management Exam					
	Raw Score	ON %ile	Intl %ile	low	mid high
Business Law	100	100	100	<div></div>	<div></div>
Channel Management	100	100	100	<div></div>	<div></div>
Communications	0	50	50	<div></div>	<div></div>
Customer Relations	100	100	100	<div></div>	<div></div>
Economics	50	50	66	<div></div>	<div></div>
Emotional Intelligence	100	100	100	<div></div>	<div></div>
Entrepreneurship	85	80	81	<div></div>	<div></div>
Financial Analysis	63	50	66	<div></div>	<div></div>
Human Resources Management	75	50	75	<div></div>	<div></div>
Information Management	100	100	100	<div></div>	<div></div>
Market Planning	83	75	85	<div></div>	<div></div>
Marketing	100	100	100	<div></div>	<div></div>
Marketing-Information Management	100	100	100	<div></div>	<div></div>
Operations	80	60	76	<div></div>	<div></div>
Pricing	100	100	100	<div></div>	<div></div>
Product/Service Management	100	100	100	<div></div>	<div></div>
Professional Development	75	75	80	<div></div>	<div></div>
Promotion	100	100	100	<div></div>	<div></div>
Quality Management	0	50	50	<div></div>	<div></div>
Risk Management	100	100	100	<div></div>	<div></div>
Selling	100	100	100	<div></div>	<div></div>
Strategic Management	100	100	100	<div></div>	<div></div>

Preliminary Case Study Market Planning				
	Met Prof	Intl %ile	NV	BE ME EE
1. Develop marketing plan?	✓	85	<div></div>	<div></div>
2. Set marketing goals and objectives?	✓	75	<div></div>	<div></div>
3. Explain the concept of marketing strategies?	✓	62	<div></div>	<div></div>
4. Explain the concept of market and market identification?	✓	88	<div></div>	<div></div>
5. Build corporate brand?	✓	66	<div></div>	<div></div>
6. Explain the role of promotion as a marketing function?	✓	77	<div></div>	<div></div>
7. Explain factors that influence customer/client/business buying behavior?		55	<div></div>	<div></div>
8. Reason effectively and use systems thinking?		60	<div></div>	<div></div>
9. Make judgments and decisions, and solve problems?		50	<div></div>	<div></div>
10. Communicate clearly and show evidence of collaboration?		60	<div></div>	<div></div>
11. Show evidence of creativity?	✓	80	<div></div>	<div></div>
12. Overall impression and responses to the judge's questions		60	<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.