

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	85	90			
Preliminary Role-play #1	85	76			
Preliminary Role-play #2	93	90			
Final Role-play	99	87			
Overall	263	89			



Student:	Wasif Butt
School:	Turner Fenton HS
Association:	Ontario
Competitive Event:	Entrepreneurship Series

Comprehensive Exam Entrepreneurship and Small Business Management Exam					
	Raw Score	ON %ile	Intl %ile	low	mid high
Business Law	100	100	100		
Channel Management	100	100	100		
Communications	100	100	100		
Customer Relations	0	50	50		
Economics	50	50	50		
Emotional Intelligence	100	100	100		
Entrepreneurship	100	100	100		
Financial Analysis	54	25	55		
Human Resources Management	100	100	100		
Information Management	100	100	100		
Market Planning	83	50	80		
Marketing	100	100	100		
Marketing-Information Management	100	100	100		
Operations	73	40	55		
Pricing	100	100	100		
Product/Service Management	100	100	100		
Professional Development	100	100	100		
Promotion	85	100	80		
Quality Management	100	100	100		
Risk Management	100	100	100		
Selling	100	100	100		
Strategic Management	75	66	75		

Preliminary Role-play #1 Promotion					
	Met Prof	Intl %ile	NV	BE	ME EE
1. Explain the role of promotion as a marketing function?	✓	84			
2. Identify types of public relations activities?	✓	67			
3. Identify communications channels used in public relations activities?	✓	71			
4. Explain the concept of market and market identification?	✓	78			
5. Explain factors that influence customer/client/business buying behavior?		52			
6. Reason effectively and use systems thinking?	✓	81			
7. Make judgments and decisions, and solve problems?	✓	94			
8. Communicate clearly?	✓	83			
9. Show evidence of creativity?		73			
10. Overall impression and responses to the judge's questions	✓	100			

Preliminary Role-play #2 Entrepreneurship					
	Met Prof	Intl %ile	NV	BE	ME EE
1. Describe legal issues affecting business?	✓	76			
2. Determine feasibility of venture ideas?	✓	86			

Final Role-play Human Resources Management					
	Met Prof	Intl %ile	NV	BE	ME EE
1. Discuss the nature of human resources management?	✓	100			
2. Explain factors to consider in determining a venture's human resources needs?	✓	100			
3. Explain considerations in making the decision to hire staff?	✓	100			
4. Determine hiring needs?	✓	100			
5. Foster \"right\" environment for employees?	✓	66			
6. Reason effectively and use systems thinking?	✓	100			
7. Make judgments and decisions, and solve problems?	✓	100			
8. Communicate clearly?	✓	100			
9. Show evidence of creativity?	✓	100			
10. Overall impression and responses to the judge's questions	✓	100			

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.

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Student: Wasif Butt
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Association: Ontario
Competitive Event: Entrepreneurship Series

Preliminary Role-play #2 Entrepreneurship					
	Met Prof	Intl %ile	NV	BE	ME EE
3. Assess risks associated with venture?	✓	80	<div></div>	<div></div>	<div></div>
4. Use creative problem solving in business activities/decisions?	✓	91	<div></div>	<div></div>	<div></div>
5. Establish safety policies and procedures?	✓	76	<div></div>	<div></div>	<div></div>
6. Reason effectively and use systems thinking?	✓	80	<div></div>	<div></div>	<div></div>
7. Make judgments and decisions, and solve problems?	✓	80	<div></div>	<div></div>	<div></div>
8. Communicate clearly?	✓	81	<div></div>	<div></div>	<div></div>
9. Show evidence of creativity?	✓	89	<div></div>	<div></div>	<div></div>
10. Overall impression and responses to the judge's questions	✓	93	<div></div>	<div></div>	<div></div>

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