

| Category | Normal score | International %ile | low | mid | high |
|--------------------------|--------------|--------------------|-------------|-------------|-------------|
| Comprehensive Exam | 80 | 75 | <div></div> | <div></div> | <div></div> |
| Preliminary Role-play #1 | 89 | 83 | <div></div> | <div></div> | <div></div> |
| Preliminary Role-play #2 | 83 | 72 | <div></div> | <div></div> | <div></div> |
| Final Role-play | 98 | 75 | <div></div> | <div></div> | <div></div> |
| Overall | 252 | 82 | <div></div> | <div></div> | <div></div> |



Student: Ashif Burkutoola
School: Markville 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 | <div></div> | <div></div> |
| Channel Management | 100 | 100 | 100 | <div></div> | <div></div> |
| Communications | 100 | 100 | 100 | <div></div> | <div></div> |
| Customer Relations | 0 | 50 | 50 | <div></div> | <div></div> |
| Economics | 100 | 100 | 100 | <div></div> | <div></div> |
| Emotional Intelligence | 75 | 50 | 75 | <div></div> | <div></div> |
| Entrepreneurship | 78 | 40 | 70 | <div></div> | <div></div> |
| Financial Analysis | 63 | 50 | 66 | <div></div> | <div></div> |
| Human Resources Management | 100 | 100 | 100 | <div></div> | <div></div> |
| Information Management | 50 | 66 | 66 | <div></div> | <div></div> |
| Market Planning | 100 | 100 | 100 | <div></div> | <div></div> |
| Marketing | 100 | 100 | 100 | <div></div> | <div></div> |
| Marketing-Information Management | 50 | 50 | 66 | <div></div> | <div></div> |
| Operations | 86 | 80 | 77 | <div></div> | <div></div> |
| Pricing | 100 | 100 | 100 | <div></div> | <div></div> |
| Product/Service Management | 100 | 100 | 100 | <div></div> | <div></div> |
| Professional Development | 50 | 33 | 60 | <div></div> | <div></div> |
| Promotion | 57 | 33 | 40 | <div></div> | <div></div> |
| Quality Management | 100 | 100 | 100 | <div></div> | <div></div> |
| Risk Management | 100 | 100 | 100 | <div></div> | <div></div> |
| Selling | 100 | 100 | 100 | <div></div> | <div></div> |
| Strategic Management | 75 | 66 | 75 | <div></div> | <div></div> |

| Preliminary Role-play #1 Promotion | | | | | |
|---|----------|-----------|-------------|-------------|-------------|
| | Met Prof | Intl %ile | NV | BE | ME EE |
| 1. Explain the role of promotion as a marketing function? | ✓ | 98 | <div></div> | <div></div> | <div></div> |
| 2. Identify types of public relations activities? | ✓ | 100 | <div></div> | <div></div> | <div></div> |
| 3. Identify communications channels used in public relations activities? | | 43 | <div></div> | <div></div> | <div></div> |
| 4. Explain the concept of market and market identification? | ✓ | 95 | <div></div> | <div></div> | <div></div> |
| 5. Explain factors that influence customer/client/business buying behavior? | ✓ | 95 | <div></div> | <div></div> | <div></div> |
| 6. Reason effectively and use systems thinking? | ✓ | 100 | <div></div> | <div></div> | <div></div> |
| 7. Make judgments and decisions, and solve problems? | ✓ | 100 | <div></div> | <div></div> | <div></div> |
| 8. Communicate clearly? | ✓ | 93 | <div></div> | <div></div> | <div></div> |
| 9. Show evidence of creativity? | ✓ | 100 | <div></div> | <div></div> | <div></div> |
| 10. Overall impression and responses to the judge's questions | ✓ | 100 | <div></div> | <div></div> | <div></div> |

| Preliminary Role-play #2 Entrepreneurship | | | | | |
|--|----------|-----------|-------------|-------------|-------------|
| | Met Prof | Intl %ile | NV | BE | ME EE |
| 1. Describe legal issues affecting business? | ✓ | 70 | <div></div> | <div></div> | <div></div> |
| 2. Determine feasibility of venture ideas? | ✓ | 81 | <div></div> | <div></div> | <div></div> |

| Final Role-play Human Resources Management | | | | | |
|--|----------|-----------|-------------|-------------|-------------|
| | Met Prof | Intl %ile | NV | BE | ME EE |
| 1. Discuss the nature of human resources management? | ✓ | 100 | <div></div> | <div></div> | <div></div> |
| 2. Explain factors to consider in determining a venture's human resources needs? | ✓ | 100 | <div></div> | <div></div> | <div></div> |
| 3. Explain considerations in making the decision to hire staff? | ✓ | 100 | <div></div> | <div></div> | <div></div> |
| 4. Determine hiring needs? | ✓ | 100 | <div></div> | <div></div> | <div></div> |
| 5. Foster \"right\" environment for employees? | ✓ | 100 | <div></div> | <div></div> | <div></div> |
| 6. Reason effectively and use systems thinking? | ✓ | 100 | <div></div> | <div></div> | <div></div> |
| 7. Make judgments and decisions, and solve problems? | | 33 | <div></div> | <div></div> | <div></div> |
| 8. Communicate clearly? | ✓ | 100 | <div></div> | <div></div> | <div></div> |
| 9. Show evidence of creativity? | ✓ | 100 | <div></div> | <div></div> | <div></div> |
| 10. Overall impression and responses to the judge's questions | ✓ | 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 knowledge and skill to be employed in an entry-level position in the career area.

| Category | Normal score | International %ile | low | mid | high |
|--------------------------|--------------|--------------------|-------------|-------------|-------------|
| Comprehensive Exam | 80 | 75 | <div></div> | <div></div> | <div></div> |
| Preliminary Role-play #1 | 89 | 83 | <div></div> | <div></div> | <div></div> |
| Preliminary Role-play #2 | 83 | 72 | <div></div> | <div></div> | <div></div> |
| Final Role-play | 98 | 75 | <div></div> | <div></div> | <div></div> |
| Overall | 252 | 82 | <div></div> | <div></div> | <div></div> |



Student: Ashif Burkutoola
School: Markville HS
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? | ✓ | 90 | <div></div> | <div></div> | <div></div> |
| 4. Use creative problem solving in business activities/decisions? | ✓ | 81 | <div></div> | <div></div> | <div></div> |
| 5. Establish safety policies and procedures? | ✓ | 75 | <div></div> | <div></div> | <div></div> |
| 6. Reason effectively and use systems thinking? | ✓ | 77 | <div></div> | <div></div> | <div></div> |
| 7. Make judgments and decisions, and solve problems? | ✓ | 77 | <div></div> | <div></div> | <div></div> |
| 8. Communicate clearly? | ✓ | 100 | <div></div> | <div></div> | <div></div> |
| 9. Show evidence of creativity? | ✓ | 84 | <div></div> | <div></div> | <div></div> |
| 10. Overall impression and responses to the judge's questions | | 21 | <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.