

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	75	37	<div></div>	<div></div>	<div></div>
Preliminary Fact Sheets and Oral Presentation	96	94	<div></div>	<div></div>	<div></div>
Final Fact Sheets and Oral Presentation	85	75	<div></div>	<div></div>	<div></div>
Overall	171	52	<div></div>	<div></div>	<div></div>



<b>Student:</b>	Donna Xue
<b>School:</b>	University of Toronto Schools
<b>Association:</b>	Ontario
<b>Competitive Event:</b>	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>	
Channel Management	33	40	42	<div></div>	
Communications	75	66	66	<div></div>	
Customer Relations	50	50	66	<div></div>	
Economics	60	50	60	<div></div>	
Emotional Intelligence	87	80	85	<div></div>	
Financial Analysis	60	50	66	<div></div>	
Information Management	75	66	80	<div></div>	
Market Planning	100	100	100	<div></div>	
Marketing	100	100	100	<div></div>	
Marketing-Information Management	64	66	61	<div></div>	
Operations	100	100	100	<div></div>	
Pricing	100	100	100	<div></div>	
Product/Service Management	84	66	80	<div></div>	
Professional Development	100	100	100	<div></div>	
Promotion	63	50	63	<div></div>	
Selling	87	75	87	<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	✓	88	<div></div>	<div></div>	<div></div>
2. The fact sheets show evidence of a realistic knowledge 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	✓	100	<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	✓	100	<div></div>	<div></div>	<div></div>
6. The media selection is realistic and properly defined in terms of reach, frequency and continuity	✓	100	<div></div>	<div></div>	<div></div>
7. The ad layouts, commercials, etc., show a basic understanding of production techniques, are consistent with other parts of the campaign and are original	✓	100	<div></div>	<div></div>	<div></div>
8. The advertising schedule shows continuity and logical order	✓	100	<div></div>	<div></div>	<div></div>

Final Fact Sheets and Oral Presentation					
	Met Prof	Intl %ile	NV	BE	ME EE
1. Executive Summary: One-page description of the campaign	✓	75	<div></div>	<div></div>	<div></div>
2. The fact sheets show evidence of a realistic knowledge of advertising principles and are well-organized and presented in a logical manner	✓	83	<div></div>	<div></div>	<div></div>
3. The fact sheets have a professional layout and contain proper grammar, spelling and word usage	✓	75	<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	✓	50	<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	✓	66	<div></div>	<div></div>	<div></div>
6. The media selection is realistic and properly defined in terms of reach, frequency and continuity	✓	66	<div></div>	<div></div>	<div></div>
7. The ad layouts, commercials, etc., show a basic understanding of production techniques, are consistent with other parts of the campaign and are original	✓	83	<div></div>	<div></div>	<div></div>
8. The advertising schedule shows 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 knowledge and skill to be employed in an entry-level position in the career area.

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Preliminary Fact Sheets and Oral Presentation							Final Fact Sheets and Oral Presentation						
	Met Prof	Intl %ile	NV	BE	ME	EE		Met Prof	Intl %ile	NV	BE	ME	EE
9. The campaign has a realistic length and promotions are scheduled properly in relation to the identified target markets	✓	100	<div><div></div><div></div><div></div><div></div></div>				9. The campaign has a realistic length and promotions are scheduled properly in relation to the identified target markets	✓	60	<div><div></div><div></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	✓	71	<div><div></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></div><div></div></div>			
11.The campaign stresses product and/or service benefits that appeal to the target markets described	✓	100	<div><div></div><div></div><div></div><div></div></div>				11.The campaign stresses product and/or service benefits that appeal to the target markets described	✓	80	<div><div></div><div></div><div></div><div></div><div></div></div>			
12.The campaign show s real creativity and uses a unique and effective approach	✓	100	<div><div></div><div></div><div></div><div></div></div>				12.The campaign show s real creativity and uses a unique and effective approach	✓	80	<div><div></div><div></div><div></div><div></div><div></div></div>			
13.The oral presentation show s evidence of realistic knowledge of advertising principles and is w ell-organized and presented in a logical manner	✓	100	<div><div></div><div></div><div></div><div></div></div>				13.The oral presentation show s evidence of realistic knowledge of advertising principles and is w ell-organized and presented in a logical manner	✓	75	<div><div></div><div></div><div></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></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></div><div></div></div>			

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