

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	81	76	<div></div>	<div></div>	<div></div>
Preliminary Role-play #1	100	100	<div></div>	<div></div>	<div></div>
Overall	181	15	<div></div>	<div></div>	



Student: Paul Shen
School: Richmond Hill HS
Association: Ontario
Competitive Event: Retail Merchandising Series

Comprehensive Exam Marketing Career Cluster Exam					
	Raw Score	ON %ile	Intl %ile	low	mid high
Business Law	50	50	66	<div></div>	
Channel Management	66	50	71	<div></div>	
Communications	100	100	100	<div></div>	
Customer Relations	50	50	66	<div></div>	
Economics	80	66	80	<div></div>	
Emotional Intelligence	100	100	100	<div></div>	
Financial Analysis	100	100	100	<div></div>	
Information Management	75	66	80	<div></div>	
Market Planning	75	50	75	<div></div>	
Marketing	100	100	100	<div></div>	
Marketing-Information Management	64	20	54	<div></div>	
Operations	100	100	100	<div></div>	
Pricing	66	50	75	<div></div>	
Product/Service Management	92	66	90	<div></div>	
Professional Development	80	50	80	<div></div>	
Promotion	72	50	66	<div></div>	
Selling	87	66	85	<div></div>	

Preliminary Role-play #1 Emotional Intelligence				
	Met Prof	Intl %ile	NV	BE ME EE
1. Identify career opportunities in retailing?	✓	100	<div></div>	
2. Discuss the impact of a nation's unemployment rate?	✓	100	<div></div>	
3. Motivate team members?	✓	100	<div></div>	
4. Recognize/reward others for their efforts and contributions?	✓	100	<div></div>	
5. Develop an achievement orientation?	✓	100	<div></div>	
6. Reason effectively and use systems thinking?	✓	100	<div></div>	
7. Make judgments and decisions, and solve problems?	✓	100	<div></div>	
8. Communicate clearly?	✓	100	<div></div>	
9. Show evidence of creativity?	✓	100	<div></div>	
10. Overall impression and responses to the judge's questions	✓	100	<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.