Category	Normal score	International %ile low mid high			
Comprehensive Exam	89	93			
Preliminary Oral Presentation	97	94			
Final Oral Presentation	78	13			
Overall	186	100			

DECA™

2018 International Career Development Conference

Student:	Tanzim Pathan
School:	Turner Fenton HS
Association:	Ontario
Competitive Event:	Hospitality and Tourism Professional Selling

Comprehensive Exam
Hospitality and Tourism Career Cluster Exam

	Raw Score	ON %ile	Intl %ile	low mid high
Business Law	100	100	100	
Communication Skills	80	66	75	
Customer Relations	83	100	75	
Economics	100	100	100	
Emotional Intelligence	100	100	100	
Financial Analysis	100	100	100	
Human Resources Management	100	100	100	
Information Management	93	100	100	
Market Planning	100	100	100	
Marketing	50	50	66	
Operations	71	33	42	
Pricing	100	100	100	
Product/Service Management	87	100	80	
Professional Development	100	100	100	
Promotion	100	100	100	
Quality Management	100	100	100	
Risk Management	100	100	100	
Selling	75	50	75	

Preliminary Oral Presentation
Hospitality & Tourism Professional Selling Preliminary Presentation

	Met Prof	Intl %ile	NV BE ME EE
1. Presented an effective and engaging opening	✓	94	
2. Established relationship with customer/client	✓	86	
3. Communicated understanding of customer/client needs	✓	95	
4. Facilitated customer/client buying decisions	✓	87	
5. Recommended specific product(s)/service(s)/action(s)	✓	87	
6. Demonstrated or explained product(s)/service(s)/action(s)	✓	94	
7. Properly stated features and benefits of product(s)/service(s)/action(s)	✓	100	
8. Prescribed solution to customer/client needs	✓	95	
9. Effectively answered customer/client questions and concerns	✓	97	
10. Effectively closed the sale or ended the consultation	✓	76	
11. The presentation was well-organized and clearly presented; used professional grammar and vocabulary; voice conveyed proper volume, enthusiasm, enunciation and pronunciation	✓	86	
12. Professional appearance, poise and confidence	✓	80	
13. Overall general impression	✓	95	

Final Oral Presentation
Hospitality & Tourism Professional Selling Final Presentation

	Met Prof	Intl %ile	NV BE ME EE
1. Presented an effective and engaging opening	✓	66	
2. Established relationship with customer/client	✓	50	
3. Communicated understanding of customer/client needs	✓	33	
4. Facilitated customer/client buying decisions	✓	75	
5. Recommended specific product(s)/service(s)/action(s)	✓	33	
6. Demonstrated or explained product(s)/service(s)/action(s)	✓	50	
7. Properly stated features and benefits of product(s)/service(s)/action(s)	✓	33	
8. Prescribed solution to customer/client needs		25	
9. Effectively answered customer/client questions and concerns	✓	100	
10. Effectively closed the sale or ended the consultation	✓	40	
11. The presentation was well-organized and clearly presented; used professional grammar and vocabulary; voice conveyed proper volume, enthusiasm, enunciation and pronunciation	✓	60	
12. Professional appearance, poise and confidence	✓	66	
13. Overall general impression	✓	66	

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.