

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	70	43	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
Preliminary Role-play #1	90	84	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
Preliminary Role-play #2	85	75	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
Overall	245	77	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>



Student: Jenna Dart
School: Lawrence Park CI
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	66	50	66	<div><div></div><div></div><div></div></div>	
Channel Management	66	50	66	<div><div></div><div></div><div></div></div>	
Communications	100	100	100	<div><div></div><div></div><div></div></div>	
Customer Relations	100	100	100	<div><div></div><div></div><div></div></div>	
Economics	50	50	50	<div><div></div><div></div><div></div></div>	
Emotional Intelligence	75	50	75	<div><div></div><div></div><div></div></div>	
Entrepreneurship	71	20	60	<div><div></div><div></div><div></div></div>	
Financial Analysis	63	50	66	<div><div></div><div></div><div></div></div>	
Human Resources Management	100	100	100	<div><div></div><div></div><div></div></div>	
Information Management	0	33	33	<div><div></div><div></div><div></div></div>	
Market Planning	83	50	80	<div><div></div><div></div><div></div></div>	
Marketing	0	50	50	<div><div></div><div></div><div></div></div>	
Marketing-Information Management	100	100	100	<div><div></div><div></div><div></div></div>	
Operations	66	20	44	<div><div></div><div></div><div></div></div>	
Pricing	100	100	100	<div><div></div><div></div><div></div></div>	
Product/Service Management	100	100	100	<div><div></div><div></div><div></div></div>	
Professional Development	50	33	60	<div><div></div><div></div><div></div></div>	
Promotion	71	66	60	<div><div></div><div></div><div></div></div>	
Quality Management	0	50	50	<div><div></div><div></div><div></div></div>	
Risk Management	75	50	75	<div><div></div><div></div><div></div></div>	
Selling	0	50	50	<div><div></div><div></div><div></div></div>	
Strategic Management	75	66	75	<div><div></div><div></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?	✓	93	<div><div></div><div></div><div></div></div>	
2. Identify types of public relations activities?	✓	76	<div><div></div><div></div><div></div></div>	
3. Identify communications channels used in public relations activities?	✓	64	<div><div></div><div></div><div></div></div>	
4. Explain the concept of market and market identification?	✓	80	<div><div></div><div></div><div></div></div>	
5. Explain factors that influence customer/client/business buying behavior?	✓	93	<div><div></div><div></div><div></div></div>	
6. Reason effectively and use systems thinking?	✓	100	<div><div></div><div></div><div></div></div>	
7. Make judgments and decisions, and solve problems?	✓	82	<div><div></div><div></div><div></div></div>	
8. Communicate clearly?		33	<div><div></div><div></div><div></div></div>	
9. Show evidence of creativity?	✓	100	<div><div></div><div></div><div></div></div>	
10. Overall impression and responses to the judge's questions	✓	71	<div><div></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?	✓	59	<div><div></div><div></div><div></div></div>	
2. Determine feasibility of venture ideas?		44	<div><div></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	70	43	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
Preliminary Role-play #1	90	84	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
Preliminary Role-play #2	85	75	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
Overall	245	77	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>



Student: Jenna Dart
School: Lawrence Park CI
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?	✓	100	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
4. Use creative problem solving in business activities/decisions?	✓	76	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
5. Establish safety policies and procedures?		34	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
6. Reason effectively and use systems thinking?	✓	94	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
7. Make judgments and decisions, and solve problems?		60	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
8. Communicate clearly?	✓	94	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
9. Show evidence of creativity?	✓	92	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
10. Overall impression and responses to the judge's questions	✓	96	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></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.