

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	75	70	<div></div>	<div></div>	<div></div>
Preliminary Oral Presentation	95	89	<div></div>	<div></div>	<div></div>
Overall	170	83	<div></div>	<div></div>	<div></div>



**Student:** Selina Liu  
**School:** Havergal College  
**Association:** Ontario  
**Competitive Event:** Financial Consulting

Comprehensive Exam Finance Career Cluster Exam					
	Raw Score	ON %ile	Intl %ile	low	mid high
Business Law	75	50	66	<div></div>	<div></div>
Communications	75	50	66	<div></div>	<div></div>
Customer Relations	100	100	100	<div></div>	<div></div>
Economics	60	75	66	<div></div>	<div></div>
Emotional Intelligence	87	75	85	<div></div>	<div></div>
Financial Analysis	71	83	73	<div></div>	<div></div>
Financial-Information Management	60	50	55	<div></div>	<div></div>
Information Management	100	100	100	<div></div>	<div></div>
Marketing	0	50	50	<div></div>	<div></div>
Operations	60	66	60	<div></div>	<div></div>
Professional Development	85	75	80	<div></div>	<div></div>
Risk Management	71	33	71	<div></div>	<div></div>

Preliminary Oral Presentation				
	Met Prof	Intl %ile	NV	BE ME EE
1. Presented an effective and engaging opening	✓	75	<div></div>	<div></div>
2. Established relationship w ith customer/client	✓	100	<div></div>	<div></div>
3. Communicated understanding of customer/client needs	✓	100	<div></div>	<div></div>
4. Facilitated customer/client buying decisions	✓	94	<div></div>	<div></div>
5. Recommended specific product(s)/service(s)/action(s)	✓	55	<div></div>	<div></div>
6. Demonstrated or explained product(s)/service(s)/action(s)	✓	80	<div></div>	<div></div>
7. Properly stated features and benefits of product(s)/service(s)/action(s)	✓	100	<div></div>	<div></div>
8. Prescribed solution to customer/client needs	✓	89	<div></div>	<div></div>
9. Effectively answered customer/client questions and concerns	✓	97	<div></div>	<div></div>
10. Effectively closed the sale or ended the consultation	✓	66	<div></div>	<div></div>
11. The presentation w as w ell-organized and clearly presented; used professional grammar and vocabulary; voice conveyed proper volume, enthusiasm, enunciation and pronunciation	✓	79	<div></div>	<div></div>
12. Professional appearance, poise and confidence	✓	80	<div></div>	<div></div>
13. Overall general impression	✓	77	<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 know ledge and skill to be employed in an entry-level position in the career area.