Category	Normal score	International %ile low mid high		
Comprehensive Exam	74	67		
Preliminary Oral Presentation	72	40		
Overall	146	44		

Student: Dagny Reese
School: University of Toronto Schools
Association: Ontario
Competitive Event: Financial Consulting

Comprehensive Exam
Finance Career Cluster Exam

	Raw Score	ON %ile	Intl %ile	low mid high
Business Law	87	75	83	
Communications	100	100	100	
Customer Relations	60	33	60	
Economics	40	50	50	
Emotional Intelligence	100	100	100	
Financial Analysis	67	66	68	
Financial-Information Management	70	75	66	
Information Management	100	100	100	
Marketing	0	50	50	
Operations	60	66	60	
Professional Development	78	50	70	
Risk Management	71	33	71	

Preliminary Oral Presentation

	Met Prof	Intl %ile	NV BE ME EE
1. Presented an effective and engaging opening	✓	69	
2. Established relationship with customer/client		35	
3. Communicated understanding of customer/client needs		56	
4. Facilitated customer/client buying decisions		12	
5. Recommended specific product(s)/service(s)/action(s)	✓	60	
6. Demonstrated or explained product(s)/service(s)/action(s)	✓	65	
7. Properly stated features and benefits of product(s)/service(s)/action(s)	✓	85	
8. Prescribed solution to customer/client needs	✓	60	
9. Effectively answered customer/client questions and concerns	✓	83	
10. Effectively closed the sale or ended the consultation	✓	86	
11. The presentation was well-organized and clearly presented; used professional grammar and vocabulary; voice conveyed proper volume, enthusiasm, enunciation and pronunciation	✓	94	
12. Professional appearance, poise and confidence	✓	86	
13. Overall general impression	✓	72	

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.