Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	78	45			
Preliminary Case Study	94	91			
Final Case Study	72	28			
Overall	172	53			

DECA

2018 International Career Development Conference

Student:	Michael Ding
School:	Markville HS
Association:	Ontario
Competitive Event:	Business Law and Ethics Team Decision Making

Comprehensive Exam
Business Management and Administration Career Cluster Exam

	Raw Score	ON %ile	Intl %ile	low mid high
Business Law	60	33	66	
Communications	83	66	83	
Customer Relations	100	100	100	
Economics	40	25	50	
Emotional Intelligence	75	60	71	
Financial Analysis	83	66	83	
Information Management	66	33	66	
Knowledge Management	71	75	75	
Marketing	100	100	100	
Operations	88	85	88	
Professional Development	100	100	100	
Project Management	57	25	57	
Quality Management	100	100	100	
Risk Management	50	33	50	
Strategic Management	88	80	88	

Preliminary Case Study
Economics

	Met Prof	Intl %ile	NV BE ME EE
1. Explain the types of economic systems?	✓	90	
2. Determine factors affecting business risk?	✓	90	
3. Explain the principles of supply and demand?	✓	90	
4. Explain the nature of business ethics?	✓	100	
5. Recognize and respond to ethical dilemmas?	✓	100	
6. Explain ethical considerations in providing information?	✓	90	
7. Explain information privacy, security, and confidentiality considerations in business?	✓	100	
8. Reason effectively and use systems thinking?	✓	83	
9. Make judgments and decisions, and solve problems?	✓	100	
10. Communicate clearly and show evidence of collaboration?	✓	100	
11. Show evidence of creativity?	✓	85	
12. Overall impression and responses to the judge's questions	✓	100	

Final Case Study
Customer Relations

	Met Prof	Intl %ile	NV BE ME EE
1. Demonstrate a customer service mindset?	✓	50	
2. Build and maintain relationships with customers?	✓	50	
3. Interpret business policies to customers/clients?	✓	57	
4. Explain the role of ethics in customer relationship management?	✓	57	
5. Explain the nature of effective communications?	✓	40	
6. Describe marketing functions and related activities?	✓	57	
7. Explain factors that influence customer/client/business buying behavior?	✓	57	
8. Reason effectively and use systems thinking?		33	
9. Make judgments and decisions, and solve problems?		50	
10. Communicate clearly and show evidence of collaboration?	✓	75	
11. Show evidence of creativity?	✓	100	
12. Overall impression and responses to the judge's questions		50	

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.