

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	82	68			
Preliminary Oral Presentation	94	88			
Final Oral Presentation	82	33			
Overall	176	85			



Student: Eileen Huang
School: University of Toronto Schools
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	100	100	100		
Customer Relations	75	50	62		
Economics	33	20	42		
Emotional Intelligence	77	33	60		
Financial Analysis	87	50	83		
Human Resources Management	100	100	100		
Information Management	66	40	55		
Market Planning	100	100	100		
Marketing	100	100	100		
Operations	92	66	85		
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	✓	100			
2. Established relationship with customer/client	✓	100			
3. Communicated understanding of customer/client needs	✓	100			
4. Facilitated customer/client buying decisions	✓	100			
5. Recommended specific product(s)/service(s)/action(s)	✓	100			
6. Demonstrated or explained product(s)/service(s)/action(s)	✓	100			
7. Properly stated features and benefits of product(s)/service(s)/action(s)	✓	100			
8. Prescribed solution to customer/client needs	✓	100			
9. Effectively answered customer/client questions and concerns	✓	100			
10. Effectively closed the sale or ended the consultation		56			
11. The presentation was well-organized and clearly presented; used professional grammar and vocabulary; voice conveyed proper volume, enthusiasm, enunciation and pronunciation	✓	100			
12. Professional appearance, poise and confidence	✓	100			
13. Overall general impression	✓	100			

Final Oral Presentation Hospitality & Tourism Professional Selling Final Presentation					
	Met Prof	Intl %ile	NV	BE	ME EE
1. Presented an effective and engaging opening	✓	33			
2. Established relationship with customer/client	✓	75			
3. Communicated understanding of customer/client needs	✓	100			
4. Facilitated customer/client buying decisions	✓	100			
5. Recommended specific product(s)/service(s)/action(s)	✓	100			
6. Demonstrated or explained product(s)/service(s)/action(s)	✓	100			
7. Properly stated features and benefits of product(s)/service(s)/action(s)	✓	66			
8. Prescribed solution to customer/client needs	✓	50			
9. Effectively answered customer/client questions and concerns	✓	100			
10. Effectively closed the sale or ended the consultation		20			
11. The presentation was well-organized and clearly presented; used professional grammar and vocabulary; voice conveyed proper volume, enthusiasm, enunciation and pronunciation		20			
12. Professional appearance, poise and confidence	✓	66			
13. Overall general impression		33			

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.