

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	90	96			
Preliminary Oral Presentation	90	81			
Final Oral Presentation	85	40			
Overall	180	91			



**Student:** Hannah Velle  
**School:** Bluevale CI  
**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	60	33	50		
Customer Relations	83	100	75		
Economics	66	60	71		
Emotional Intelligence	100	100	100		
Financial Analysis	100	100	100		
Human Resources Management	100	100	100		
Information Management	86	80	88		
Market Planning	100	100	100		
Marketing	100	100	100		
Operations	100	100	100		
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	✓	71			
2. Established relationship with customer/client	✓	68			
3. Communicated understanding of customer/client needs	✓	85			
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)	✓	86			
8. Prescribed solution to customer/client needs	✓	77			
9. Effectively answered customer/client questions and concerns	✓	82			
10. Effectively closed the sale or ended the consultation	✓	82			
11. The presentation was well-organized and clearly presented; used professional grammar and vocabulary; voice conveyed proper volume, enthusiasm, enunciation and pronunciation	✓	95			
12. Professional appearance, poise and confidence		57			
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	✓	66			
2. Established relationship with customer/client	✓	75			
3. Communicated understanding of customer/client needs	✓	66			
4. Facilitated customer/client buying decisions	✓	50			
5. Recommended specific product(s)/service(s)/action(s)	✓	33			
6. Demonstrated or explained product(s)/service(s)/action(s)	✓	75			
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	✓	80			
11. The presentation was well-organized and clearly presented; used professional grammar and vocabulary; voice conveyed proper volume, enthusiasm, enunciation and pronunciation	✓	80			
12. Professional appearance, poise and confidence	✓	66			
13. Overall general impression	✓	66			

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.