

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	87	84	<div></div>	<div></div>	<div></div>
Preliminary Role-play #1	99	98	<div></div>	<div></div>	<div></div>
Preliminary Role-play #2	79	63	<div></div>	<div></div>	<div></div>
Overall	265	88	<div></div>	<div></div>	<div></div>



Student: Adrian Yip
School: PE Trudeau HS
Association: Ontario
Competitive Event: Quick Serve Restaurant Management Series

Comprehensive Exam Hospitality and Tourism Career Cluster Exam					
	Raw Score	ON %ile	Intl %ile	low	mid high
Business Law	66	50	66	<div></div>	<div></div>
Communication Skills	60	66	60	<div></div>	<div></div>
Customer Relations	75	33	66	<div></div>	<div></div>
Economics	100	100	100	<div></div>	<div></div>
Emotional Intelligence	88	66	83	<div></div>	<div></div>
Financial Analysis	87	100	83	<div></div>	<div></div>
Human Resources Management	100	100	100	<div></div>	<div></div>
Information Management	86	100	84	<div></div>	<div></div>
Market Planning	100	100	100	<div></div>	<div></div>
Marketing	100	100	100	<div></div>	<div></div>
Operations	100	100	100	<div></div>	<div></div>
Pricing	100	100	100	<div></div>	<div></div>
Product/Service Management	75	50	71	<div></div>	<div></div>
Professional Development	100	100	100	<div></div>	<div></div>
Promotion	100	100	100	<div></div>	<div></div>
Quality Management	100	100	100	<div></div>	<div></div>
Risk Management	100	100	100	<div></div>	<div></div>
Selling	75	100	80	<div></div>	<div></div>

Preliminary Role-play #1 Marketing					
	Met Prof	Intl %ile	NV	BE	ME EE
1. Determine menu pricing?	✓	100	<div></div>	<div></div>	<div></div>
2. Explain the role of promotion as a marketing function?	✓	100	<div></div>	<div></div>	<div></div>
3. Describe marketing functions and related activities?	✓	93	<div></div>	<div></div>	<div></div>
4. Explain factors that influence customer/client/business buying behavior?	✓	100	<div></div>	<div></div>	<div></div>
5. Demonstrate connections between company actions and results?	✓	95	<div></div>	<div></div>	<div></div>
6. Reason effectively and use systems thinking?	✓	100	<div></div>	<div></div>	<div></div>
7. Make judgments and decisions, and solve problems?	✓	94	<div></div>	<div></div>	<div></div>
8. Communicate clearly?	✓	100	<div></div>	<div></div>	<div></div>
9. Show evidence of creativity?	✓	97	<div></div>	<div></div>	<div></div>
10. Overall impression and responses to the judge's questions		66	<div></div>	<div></div>	<div></div>

Preliminary Role-play #2 Emotional Intelligence					
	Met Prof	Intl %ile	NV	BE	ME EE
1. Use social media to solicit new ideas and solutions?		37	<div></div>	<div></div>	<div></div>
2. Explain the nature of effective communications?	✓	59	<div></div>	<div></div>	<div></div>
3. Recognize/Reverend others for their efforts and contributions?		52	<div></div>	<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 knowledge and skill to be employed in an entry-level position in the career area.

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Preliminary Role-play #2 Emotional Intelligence					
	Met Prof	Intl %ile	NV	BE	ME EE
4. Explain promotional methods used by the hospitality and tourism industry?		45	<div></div>	<div></div>	<div></div>
5. Create methods to market materials?	✓	67	<div></div>	<div></div>	<div></div>
6. Reason effectively and use systems thinking?		74	<div></div>	<div></div>	<div></div>
7. Make judgments and decisions, and solve problems?	✓	96	<div></div>	<div></div>	<div></div>
8. Communicate clearly?	✓	76	<div></div>	<div></div>	<div></div>
9. Show evidence of creativity?		75	<div></div>	<div></div>	<div></div>
10. Overall impression and responses to the judge's questions	✓	72	<div></div>	<div></div>	<div></div>

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