Category	Normal score	International %ile low mid high		
Preliminary Written Entry	44	59		
Preliminary Oral Presentation	30	54		
Overall	74	48		

DECA

2018 International Career Development Conference

Student: Aditi Venkatraman
School: Waterloo CI
Association: Ontario
Competitive Event: Buying and Merchandising Operations Research

Preliminary Written Entry

	Met Prof	Intl %ile	NV BE ME EE
1. Executive Summary: One- to three-page description of the project	✓	75	
2. Description of the business or organization		66	
3. Description of the community (economic, geographic, demographic and socioeconomic factors)		66	
4. Overview of the business or organization's current customer experience		66	
5. Description and rationale of research methodologies selected to conduct the research study	✓	75	
6. Process used to conduct the selected research methods	✓	75	
7. Findings of the research study	✓	75	
8. Conclusions based on the findings	✓	75	
9. Objectives and rationale of the proposed strategic plan		60	
10. Proposed activities and timelines		66	
11. Proposed metrics or key performance indicators to measure plan effectiveness	✓	85	
12. Costs associated with proposed strategies	✓	75	
13. Professional layout, neatness, proper grammar, spelling and word usage		75	

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 Oral Presentation

	Met Prof	Intl %ile	NV BE ME EE
1. Opening presentation: description of the plan; organization, clarity and effectiveness of the presentation	✓	66	
2. Describe methods used to design research study?	✓	80	
3. Interpret the research data into information for decision-making?	✓	80	
4. Describe strategies and approaches for leading change?		40	
5. Describe the nature of budgets?	✓	80	
6. Professional standards (appearance, poise, confidence), presentation technique, effective use of visuals and participation of all		66	

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