

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	80	75	<div></div>	<div></div>	<div></div>
Preliminary Role-play #1	73	55	<div></div>	<div></div>	<div></div>
Preliminary Role-play #2	70	48	<div></div>	<div></div>	<div></div>
Overall	223	52	<div></div>	<div></div>	<div></div>



Student: Alex Fullerton
School: Galt CVI
Association: Ontario
Competitive Event: Entrepreneurship Series

Comprehensive Exam Entrepreneurship and Small Business Management Exam					
	Raw Score	ON %ile	Intl %ile	low	mid high
Business Law	66	50	66	<div></div>	<div></div>
Channel Management	100	100	100	<div></div>	<div></div>
Communications	0	50	50	<div></div>	<div></div>
Customer Relations	100	100	100	<div></div>	<div></div>
Economics	50	50	50	<div></div>	<div></div>
Emotional Intelligence	100	100	100	<div></div>	<div></div>
Entrepreneurship	85	60	80	<div></div>	<div></div>
Financial Analysis	72	75	77	<div></div>	<div></div>
Human Resources Management	50	33	50	<div></div>	<div></div>
Information Management	0	33	33	<div></div>	<div></div>
Market Planning	100	100	100	<div></div>	<div></div>
Marketing	100	100	100	<div></div>	<div></div>
Marketing-Information Management	50	50	66	<div></div>	<div></div>
Operations	86	80	77	<div></div>	<div></div>
Pricing	100	100	100	<div></div>	<div></div>
Product/Service Management	100	100	100	<div></div>	<div></div>
Professional Development	75	66	80	<div></div>	<div></div>
Promotion	71	66	60	<div></div>	<div></div>
Quality Management	0	50	50	<div></div>	<div></div>
Risk Management	100	100	100	<div></div>	<div></div>
Selling	100	100	100	<div></div>	<div></div>
Strategic Management	87	100	87	<div></div>	<div></div>

Preliminary Role-play #1 Promotion				
	Met Prof	Intl %ile	NV	BE ME EE
1. Explain the role of promotion as a marketing function?	✓	56	<div></div>	<div></div>
2. Identify types of public relations activities?		40	<div></div>	<div></div>
3. Identify communications channels used in public relations activities?		31	<div></div>	<div></div>
4. Explain the concept of market and market identification?		27	<div></div>	<div></div>
5. Explain factors that influence customer/client/business buying behavior?		31	<div></div>	<div></div>
6. Reason effectively and use systems thinking?		69	<div></div>	<div></div>
7. Make judgments and decisions, and solve problems?		47	<div></div>	<div></div>
8. Communicate clearly?		46	<div></div>	<div></div>
9. Show evidence of creativity?	✓	75	<div></div>	<div></div>
10. Overall impression and responses to the judge's questions		34	<div></div>	<div></div>

Preliminary Role-play #2 Entrepreneurship				
	Met Prof	Intl %ile	NV	BE ME EE
1. Describe legal issues affecting business?		35	<div></div>	<div></div>
2. Determine feasibility of venture ideas?		41	<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 #1	73	55	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
Preliminary Role-play #2	70	48	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
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Preliminary Role-play #2 Entrepreneurship					
	Met Prof	Intl %ile	NV	BE	ME EE
3. Assess risks associated with venture?		43	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
4. Use creative problem solving in business activities/decisions?		27	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
5. Establish safety policies and procedures?	✓	50	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
6. Reason effectively and use systems thinking?		40	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
7. Make judgments and decisions, and solve problems?		48	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
8. Communicate clearly?		62	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
9. Show evidence of creativity?		33	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>
10. Overall impression and responses to the judge's questions		56	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div></div>

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