

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	86	81	<div></div>	<div></div>	<div></div>
Preliminary Role-play #1	75	52	<div></div>	<div></div>	<div></div>
Preliminary Role-play #2	85	73	<div></div>	<div></div>	<div></div>
Overall	246	69	<div></div>	<div></div>	<div></div>



**Student:** James Quinlan  
**School:** DECA Ontario  
**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	100	100	100	<div></div>	<div></div>
Communication Skills	80	100	80	<div></div>	<div></div>
Customer Relations	83	66	77	<div></div>	<div></div>
Economics	83	66	85	<div></div>	<div></div>
Emotional Intelligence	100	100	100	<div></div>	<div></div>
Financial Analysis	75	50	66	<div></div>	<div></div>
Human Resources Management	100	100	100	<div></div>	<div></div>
Information Management	80	50	76	<div></div>	<div></div>
Market Planning	100	100	100	<div></div>	<div></div>
Marketing	100	100	100	<div></div>	<div></div>
Operations	92	66	90	<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	0	50	50	<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?		33	<div></div>	<div></div>	<div></div>
2. Explain the role of promotion as a marketing function?		42	<div></div>	<div></div>	<div></div>
3. Describe marketing functions and related activities?		35	<div></div>	<div></div>	<div></div>
4. Explain factors that influence customer/client/business buying behavior?		33	<div></div>	<div></div>	<div></div>
5. Demonstrate connections between company actions and results?		35	<div></div>	<div></div>	<div></div>
6. Reason effectively and use systems thinking?	✓	84	<div></div>	<div></div>	<div></div>
7. Make judgments and decisions, and solve problems?	✓	74	<div></div>	<div></div>	<div></div>
8. Communicate clearly?	✓	84	<div></div>	<div></div>	<div></div>
9. Show evidence of creativity?	✓	94	<div></div>	<div></div>	<div></div>
10. Overall impression and responses to the judge's questions		70	<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?	✓	67	<div></div>	<div></div>	<div></div>
2. Explain the nature of effective communications?	✓	90	<div></div>	<div></div>	<div></div>
3. Recognize/Reward others for their efforts and contributions?	✓	75	<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?	✓	100	<div></div>	<div></div>	<div></div>
5. Create methods to market materials?	✓	82	<div></div>	<div></div>	<div></div>
6. Reason effectively and use systems thinking?	✓	80	<div></div>	<div></div>	<div></div>
7. Make judgments and decisions, and solve problems?	✓	100	<div></div>	<div></div>	<div></div>
8. Communicate clearly?	✓	85	<div></div>	<div></div>	<div></div>
9. Show evidence of creativity?	✓	100	<div></div>	<div></div>	<div></div>
10. Overall impression and responses to the judge's questions	✓	81	<div></div>	<div></div>	<div></div>

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