Category	Normal score	International %ile low mid high			
Comprehensive Exam	88	95			
Preliminary Oral Presentation	83	68			
Overall	171	81			



Student: Shivam Aggarwal

School: Bell HS Association: Ontario

Competitive Event: Professional Selling Event

Raw Score Business Law 10 Channel Management 6 Communications 5 Customer Relations 10 Conomics 10 Cono	100 100 33 100 100 100 100	100 71 33 100 100	low mid high	Presented arengaging operations Established restrictions Communicate
Business Law Channel Management Communications Customer Relations Conomics	100 100 33 100 100 100 100	100 71 33 100 100	low mid nigr	Presented arengaging operations Established restrictions Communicate
Channel Management 6 Communications 5 Customer Relations 10 Economics 10 Emotional Intelligence 10 Information Management 5 Market Planning 10 Marketing 10 Marketing-Information Management 7 Deparations 10 Product/Service Management 9	33 100 100 100 100	71 33 100 100		engaging ope 2. Established r customer/clie 3. Communicate
Communications 5 Customer Relations 10 Economics 10 Emotional Intelligence 10 Inancial Analysis 10 Information Management 5 Market Planning 10 Marketing 10 Marketing-Information Management 7 Deparations 10 Product/Service Management 9	33 100 100 100	33 100 100		Established r customer/clie Communicate
Customer Relations 10 Conomics	100 100 100 100	100		customer/clie 3. Communicate
Economics 10 Emotional Intelligence 10 Financial Analysis 10 Information Management 5 Market Planning 10 Marketing 10 Marketing-Information Management 7 Deparations 10 Product/Service Management 9	100	100		Communicate customer/clie
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Financial Analysis 10 Information Management Information Management Information Management Information Management Information Management Information Management Information Informa		100		
Information Management 5 Market Planning 10 Marketing 10 Marketing-Information Management 7 Departions 10 Product/Service Management 9	_			4. Facilitated cu
Market Planning 10 Marketing 10 Marketing 10 Marketing-Information Management 7 Departions 10 Pricing 10 Product/Service Management 9	100	100		5. Recommend product(s)/s
Marketing 10 Marketing-Information Management 7 Department 10 Pricing 10 Product/Service Management 9	50	50		
Marketing-Information Management 7 Departions 10 Pricing 10 Product/Service Management 9	100	100		6. Demonstrate
Operations 10 Pricing 10 Product/Service Management 9	100	100		product(s)/se
Pricing 10 Product/Service Management 9	100	72		7. Properly stat
Product/Service Management 9	100	100		product(s)/s
	100	100		8. Prescribed s
Professional Development 10	66	90		customer/cli
	100	100		Effectively as customer/clie
Promotion 8	66	80		concerns
Selling 10	00	100		10.Effectively c
·	+			ended the co

Preliminary Oral Presentation							
	Met Prof	Intl %ile	NV BE ME EE				
Presented an effective and engaging opening	1	86					
Established relationship w ith customer/client	1	85					
Communicated understanding of customer/client needs	1	84					
Facilitated customer/client buying decisions	1	72					
Recommended specific product(s)/service(s)/action(s)	1	77					
Demonstrated or explained product(s)/service(s)/action(s)	1	97					
7. Properly stated features and benefits of product(s)/service(s)/action(s)	1	85					
Prescribed solution to customer/client needs	1	74					
Effectively answered customer/client questions and concerns	1	75					
10.Effectively closed the sale or ended the consultation	1	81					
11. The presentation w as w ell- organized and clearly presented; used professional grammar and vocabulary; voice conveyed proper volume, enthusiasm, enunciation and pronunciation	1	68					
12.Professional appearance, poise and confidence	1	94					
13.Overall general impression	1	62					

Key: NED = Not enough data, NV = No value, BE = Below Expectiations, 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.