Category	Normal score	International %ile low mid high		
Comprehensive Exam	73	37		
Preliminary Case Study	99	100		
Final Case Study	75	42		
Overall	172	53		

DECA™

2018 International Career Development Conference

Student:	Jasleen Sidhu
School:	The Woodlands School
Association:	Ontario
Competitive Event:	Business Law and Ethics Team Decision Making

Comprehensive Exam
Business Management and Administration Career Cluster Exam

	Raw Score	ON %ile	Intl %ile	low mid high
Business Law	60	33	66	
Communications	83	66	83	
Customer Relations	100	100	100	
Economics	60	50	66	
Emotional Intelligence	87	80	85	
Financial Analysis	66	33	66	
Information Management	83	66	83	
Knowledge Management	42	25	50	
Marketing	100	100	100	
Operations	69	14	61	
Professional Development	100	100	100	
Project Management	57	25	57	
Quality Management	66	66	75	
Risk Management	100	100	100	
Strategic Management	77	60	77	

Preliminary Case Study
Economics

	Met Prof	Intl %ile	NV BE ME EE
1. Explain the types of economic systems?	✓	100	
2. Determine factors affecting business risk?	✓	100	
3. Explain the principles of supply and demand?	✓	100	
4. Explain the nature of business ethics?	✓	100	
5. Recognize and respond to ethical dilemmas?	✓	100	
6. Explain ethical considerations in providing information?	✓	100	
7. Explain information privacy, security, and confidentiality considerations in business?	✓	90	
8. Reason effectively and use systems thinking?	✓	100	
9. Make judgments and decisions, and solve problems?	✓	100	
10. Communicate clearly and show evidence of collaboration?	✓	100	
11. Show evidence of creativity?	✓	100	
12. Overall impression and responses to the judge's questions	✓	100	

Final Case Study
Customer Relations

	Met Prof	Intl %ile	NV BE ME EE
1. Demonstrate a customer service mindset?	✓	50	
2. Build and maintain relationships with customers?		33	
3. Interpret business policies to customers/clients?		42	
4. Explain the role of ethics in customer relationship management?	✓	57	
5. Explain the nature of effective communications?	✓	40	
6. Describe marketing functions and related activities?	✓	71	
7. Explain factors that influence customer/client/business buying behavior?	✓	85	
8. Reason effectively and use systems thinking?	✓	66	
9. Make judgments and decisions, and solve problems?	✓	75	
10. Communicate clearly and show evidence of collaboration?	✓	75	
11. Show evidence of creativity?	✓	66	
12. Overall impression and responses to the judge's questions	✓	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.