Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	89	83			
Preliminary Role-play #1	83	69			
Preliminary Role-play #2	99	98			
Final Role-play	99	95			
Overall	271	94			

DECA

2018 International Career Development Conference

Student:	Vyoma Fadia
School:	DECA Ontario
Association:	Ontario
Competitive Event:	Hotel and Lodging Management Series

Comprehensive Exam
Hospitality and Tourism Career Cluster Exam

	Raw Score	ON %ile	Intl %ile	low mid high
Business Law	100	100	100	
Communication Skills	60	50	50	
Customer Relations	91	75	87	
Economics	83	100	83	
Emotional Intelligence	100	100	100	
Financial Analysis	87	50	83	
Human Resources Management	100	100	100	
Information Management	86	80	90	
Market Planning	100	100	100	
Marketing	100	100	100	
Operations	85	33	66	
Pricing	100	100	100	
Product/Service Management	100	100	100	
Professional Development	100	100	100	
Promotion	100	100	100	
Quality Management	100	100	100	
Risk Management	100	100	100	
Selling	50	50	60	

Preliminary Role-play #1
Product/Service Management

	Met Prof	Intl %ile	NV BE ME EE
1. Explain the concept of product in the hospitality and tourism industry?	✓	98	
2. Explain the nature of product/service branding?	✓	100	
3. Identify a product/service's competitive advantage?	✓	100	
4. Identify ways to segment hospitality and tourism markets?	✓	88	
5. Specify a standard rate?	✓	90	
6. Reason effectively and use systems thinking?	✓	100	
7. Make judgments and decisions, and solve problems?		62	
8. Communicate clearly?	✓	97	
9. Show evidence of creativity?	✓	100	
10. Overall impression and responses to the judge's questions	✓	91	

Preliminary Role-play #2
Marketing

	Met Prof	Intl %ile	NV BE ME EE
1. Differentiate between service marketing and product marketing?	✓	87	
2. Explain factors that influence customer/client/business buying behavior?	✓	86	

Final Role-play
Operations

	Met Prof	Intl %ile	NV BE ME EE
1. Explain how frequency schedules are determined for guestroom cleaning?	✓	100	
2. Explain the role of ethics in operations?	✓	100	
3. Explain security considerations in the hospitality and tourism industry?	✓	100	
4. Interpret business policies to customers/clients?	✓	90	
5. Choose and use an appropriate channel for workplace communication?	✓	100	
6. Reason effectively and use systems thinking?	✓	100	
7. Make judgments and decisions, and solve problems?	✓	100	
8. Communicate clearly?	✓	100	
9. Show evidence of creativity?	✓	100	
10. Overall impression and responses to the judge's questions	✓	100	

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.

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	89	83			
Preliminary Role-play #1	83	69			
Preliminary Role-play #2	99	98			
Final Role-play	99	95			
Overall	271	94			

DECA™

Student: Vyoma Fadia
School: DECA Ontario
Association: Ontario
Competitive Event: Hotel and Lodging Management Series

Preliminary Role-play #2
Marketing

	Met Prof	Intl %ile	NV	BE	ME	EE
3. Demonstrate connections between company actions and results?	✓	95				
4. Explain promotional methods used by the hospitality and tourism industry?	✓	86				
5. Explain the use of referrals among independently owned facilities?	✓	87				
6. Reason effectively and use systems thinking?	✓	96				
7. Make judgments and decisions, and solve problems?		71				
8. Communicate clearly?	✓	76				
9. Show evidence of creativity?	✓	84				
10. Overall impression and responses to the judge's questions	✓	88				

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.