

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	87	59	<div></div>	<div></div>	<div></div>
Preliminary Case Study	94	91	<div></div>	<div></div>	<div></div>
Final Case Study	77	47	<div></div>	<div></div>	<div></div>
Overall	181	58	<div></div>	<div></div>	<div></div>



**Student:** YanLing Chen  
**School:** Don Mills CI  
**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	100	100	100	<div></div>	<div></div>
Communications	83	66	83	<div></div>	<div></div>
Customer Relations	100	100	100	<div></div>	<div></div>
Economics	80	75	83	<div></div>	<div></div>
Emotional Intelligence	100	100	100	<div></div>	<div></div>
Financial Analysis	83	66	83	<div></div>	<div></div>
Information Management	83	66	83	<div></div>	<div></div>
Knowledge Management	57	50	62	<div></div>	<div></div>
Marketing	100	100	100	<div></div>	<div></div>
Operations	92	100	94	<div></div>	<div></div>
Professional Development	80	50	83	<div></div>	<div></div>
Project Management	100	100	100	<div></div>	<div></div>
Quality Management	100	100	100	<div></div>	<div></div>
Risk Management	100	100	100	<div></div>	<div></div>
Strategic Management	66	40	66	<div></div>	<div></div>

Preliminary Case Study Economics					
	Met Prof	Intl %ile	NV	BE	ME EE
1. Explain the types of economic systems?	✓	90	<div></div>	<div></div>	<div></div>
2. Determine factors affecting business risk?	✓	100	<div></div>	<div></div>	<div></div>
3. Explain the principles of supply and demand?	✓	90	<div></div>	<div></div>	<div></div>
4. Explain the nature of business ethics?	✓	90	<div></div>	<div></div>	<div></div>
5. Recognize and respond to ethical dilemmas?	✓	90	<div></div>	<div></div>	<div></div>
6. Explain ethical considerations in providing information?	✓	100	<div></div>	<div></div>	<div></div>
7. Explain information privacy, security, and confidentiality considerations in business?	✓	100	<div></div>	<div></div>	<div></div>
8. Reason effectively and use systems thinking?	✓	100	<div></div>	<div></div>	<div></div>
9. Make judgments and decisions, and solve problems?	✓	85	<div></div>	<div></div>	<div></div>
10. Communicate clearly and show evidence of collaboration?	✓	100	<div></div>	<div></div>	<div></div>
11. Show evidence of creativity?	✓	85	<div></div>	<div></div>	<div></div>
12. Overall impression and responses to the judge's questions	✓	100	<div></div>	<div></div>	<div></div>

Final Case Study Customer Relations					
	Met Prof	Intl %ile	NV	BE	ME EE
1. Demonstrate a customer service mindset?		33	<div></div>	<div></div>	<div></div>
2. Build and maintain relationships with customers?	✓	83	<div></div>	<div></div>	<div></div>
3. Interpret business policies to customers/clients?	✓	71	<div></div>	<div></div>	<div></div>
4. Explain the role of ethics in customer relationship management?		42	<div></div>	<div></div>	<div></div>
5. Explain the nature of effective communications?	✓	80	<div></div>	<div></div>	<div></div>
6. Describe marketing functions and related activities?	✓	85	<div></div>	<div></div>	<div></div>
7. Explain factors that influence customer/client/business buying behavior?		28	<div></div>	<div></div>	<div></div>
8. Reason effectively and use systems thinking?		33	<div></div>	<div></div>	<div></div>
9. Make judgments and decisions, and solve problems?		50	<div></div>	<div></div>	<div></div>
10. Communicate clearly and show evidence of collaboration?	✓	100	<div></div>	<div></div>	<div></div>
11. Show evidence of creativity?	✓	100	<div></div>	<div></div>	<div></div>
12. Overall impression and responses to the judge's questions		50	<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.