

Category	Normal score	International %ile	low	mid	high
Preliminary Written Entry	50	75	<div></div>	<div></div>	<div></div>
Preliminary Oral Presentation	40	100	<div></div>	<div></div>	<div></div>
Final Written Entry	44	38	<div></div>	<div></div>	<div></div>
Final Oral Presentation	23	18	<div></div>	<div></div>	
Overall	90	85	<div></div>	<div></div>	<div></div>



**Student:** Yusuf Bhatti  
**School:** Town Centre PHS  
**Association:** Ontario  
**Competitive Event:** Independent Business Plan

Preliminary Written Entry							Final Written Entry						
	Met Prof	Intl %ile	NV	BE	ME	EE		Met Prof	Intl %ile	NV	BE	ME	EE
1. Executive Summary: One- to three-page summary of the business model	✓	90	<div><div></div><div></div><div></div><div></div></div>				1. Executive Summary: One- to three-page summary of the business model		25	<div><div></div><div></div><div></div><div></div></div>			
2. Problem: List of the top three problems the product/service is addressing	✓	80	<div><div></div><div></div><div></div><div></div></div>				2. Problem: List of the top three problems the product/service is addressing	✓	66	<div><div></div><div></div><div></div><div></div><div></div></div>			
3. Customer Segments: Description of target customers	✓	80	<div><div></div><div></div><div></div><div></div><div></div></div>				3. Customer Segments: Description of target customers	✓	66	<div><div></div><div></div><div></div><div></div><div></div></div>			
4. Unique Value Proposition: Description of the single, clear, compelling message that states why the product/service is different and worth buying	✓	100	<div><div></div><div></div><div></div><div></div><div></div></div>				4. Unique Value Proposition: Description of the single, clear, compelling message that states why the product/service is different and worth buying	✓	66	<div><div></div><div></div><div></div><div></div><div></div></div>			
5. Solution: Description of the top three features of the product/service	✓	83	<div><div></div><div></div><div></div><div></div><div></div></div>				5. Solution: Description of the top three features of the product/service	✓	66	<div><div></div><div></div><div></div><div></div><div></div></div>			
6. Channels: Descriptions of the pathways to customers	✓	83	<div><div></div><div></div><div></div><div></div><div></div></div>				6. Channels: Descriptions of the pathways to customers	✓	75	<div><div></div><div></div><div></div><div></div><div></div></div>			
7. Revenue Streams: Description of the revenue model and life time values	✓	80	<div><div></div><div></div><div></div><div></div><div></div></div>				7. Revenue Streams: Description of the revenue model and life time values		33	<div><div></div><div></div><div></div><div></div></div>			
8. Cost Structure: Explanations of customer acquisition costs, distribution costs, human resources costs and any additional costs	✓	80	<div><div></div><div></div><div></div><div></div><div></div></div>				8. Cost Structure: Explanations of customer acquisition costs, distribution costs, human resources costs and any additional costs		50	<div><div></div><div></div><div></div><div></div></div>			
9. Detailed Financials: Projected income and expenses and proposed plan to meet capital needs	✓	100	<div><div></div><div></div><div></div><div></div><div></div></div>				9. Detailed Financials: Projected income and expenses and proposed plan to meet capital needs	✓	66	<div><div></div><div></div><div></div><div></div><div></div></div>			
10.Key Metrics: Explanation of the key activities that must be measured	✓	75	<div><div></div><div></div><div></div><div></div><div></div></div>				10.Key Metrics: Explanation of the key activities that must be measured	✓	66	<div><div></div><div></div><div></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 Written Entry					
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11. Competitive Advantage: Explanation of why the product/service cannot be easily copied or bought	✓	80	<div></div>	<div></div>	<div></div>
12. Conclusion: Specific request for financing, summary of key points supporting the financial request	✓	80	<div></div>	<div></div>	<div></div>

Final Written Entry					
	Met Prof	Intl %ile	NV	BE	ME EE
11. Competitive Advantage: Explanation of why the product/service cannot be easily copied or bought	✓	100	<div></div>	<div></div>	<div></div>
12. Conclusion: Specific request for financing, summary of key points supporting the financial request	✓	66	<div></div>	<div></div>	<div></div>

Preliminary Oral Presentation					
	Met Prof	Intl %ile	NV	BE	ME EE
1. Opening presentation and request: description of the project; organization, clarity and effectiveness of the presentation	✓	100	<div></div>	<div></div>	<div></div>
2. Assess opportunities for venture creation	✓	100	<div></div>	<div></div>	<div></div>
3. Determine feasibility of venture ideas	✓	100	<div></div>	<div></div>	<div></div>
4. Assess start-up requirements	✓	100	<div></div>	<div></div>	<div></div>
5. Evaluate risk-taking opportunities	✓	100	<div></div>	<div></div>	<div></div>
6. Explain the complexity of business operations	✓	100	<div></div>	<div></div>	<div></div>
7. Determine relationships among total revenue, marginal revenue, output and profit	✓	100	<div></div>	<div></div>	<div></div>
8. Describe marketing functions and related activities	✓	100	<div></div>	<div></div>	<div></div>

Final Oral Presentation					
	Met Prof	Intl %ile	NV	BE	ME EE
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