

Category	Normal score	International %ile	low	mid	high
Comprehensive Exam	82	89			
Preliminary Oral Presentation	91	80			
Final Oral Presentation	81	44			
Overall	173	86			



**Student:** Gurmehak Turna  
**School:** Turner Fenton HS  
**Association:** Ontario  
**Competitive Event:** Financial Consulting

Comprehensive Exam Finance Career Cluster Exam					
	Raw Score	ON %ile	Intl %ile	low	mid high
Business Law	87	75	83		
Communications	100	100	100		
Customer Relations	80	66	80		
Economics	60	75	66		
Emotional Intelligence	87	75	85		
Financial Analysis	78	100	84		
Financial-Information Management	70	75	66		
Information Management	100	100	100		
Marketing	100	100	100		
Operations	80	100	80		
Professional Development	85	75	80		
Risk Management	85	66	85		

Preliminary Oral Presentation					
	Met Prof	Intl %ile	NV	BE	ME EE
1. Presented an effective and engaging opening	✓	90			
2. Established relationship with customer/client	✓	100			
3. Communicated understanding of customer/client needs	✓	100			
4. Facilitated customer/client buying decisions	✓	100			
5. Recommended specific product(s)/service(s)/action(s)	✓	92			
6. Demonstrated or explained product(s)/service(s)/action(s)	✓	87			
7. Properly stated features and benefits of product(s)/service(s)/action(s)	✓	58			
8. Prescribed solution to customer/client needs	✓	65			
9. Effectively answered customer/client questions and concerns	✓	77			
10. Effectively closed the sale or ended the consultation	✓	100			
11. The presentation was well-organized and clearly presented; used professional grammar and vocabulary; voice conveyed proper volume, enthusiasm, enunciation and pronunciation	✓	88			
12. Professional appearance, poise and confidence	✓	93			
13. Overall general impression	✓	100			

Final Oral Presentation					
	Met Prof	Intl %ile	NV	BE	ME EE
1. Presented an effective and engaging opening	✓	80			
2. Established relationship with customer/client	✓	66			
3. Communicated understanding of customer/client needs	✓	60			
4. Facilitated customer/client buying decisions	✓	80			
5. Recommended specific product(s)/service(s)/action(s)		25			
6. Demonstrated or explained product(s)/service(s)/action(s)	✓	80			
7. Properly stated features and benefits of product(s)/service(s)/action(s)	✓	60			
8. Prescribed solution to customer/client needs	✓	60			
9. Effectively answered customer/client questions and concerns	✓	80			
10. Effectively closed the sale or ended the consultation	✓	57			
11. The presentation was well-organized and clearly presented; used professional grammar and vocabulary; voice conveyed proper volume, enthusiasm, enunciation and pronunciation	✓	100			
12. Professional appearance, poise and confidence	✓	100			
13. Overall general impression	✓	66			

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.