

Normalized scores are reported here. Normalization is a statistical process allowing for the comparison of different datasets (i.e., sections) in a way that eliminates the effects of certain influences (i.e., different judges). Scores are reported as if participants were all evaluated by the same judge, when in fact they were not.

International percentile rank is reported here. The percentile rank of the normalized score is interpreted as the percentage of all participants who scored at or below the score of interest.



| Category | Normal Score | International %ile | low | mid | high |
|------------------------------------|--------------|--------------------|-----|-----|------|
| Preliminary Written | 62.00 | 99.00% | █ | █ | █ |
| Preliminary Role-Play/Presentation | 40.00 | 91.00% | █ | █ | █ |
| Final Written | 52.00 | 89.00% | █ | █ | █ |
| Final Role-Play/Presentation | 37.00 | 67.00% | █ | █ | █ |
| Overall | 191.00 | 99.00% | █ | █ | █ |

Student:
School:
Location:
Competitive Event: Business Services Operations Research

Performance on the preliminary and final (if applicable) is reported here. The specific evaluation criteria used by the judges is reported line by line.

| Preliminary Written Entry | | | | | | |
|--|----------|-----------|----|----|----|----|
| | Met Prof | Intl %ile | NV | BE | ME | EE |
| 1. Executive Summary: One- to three-page description of the project | ✓ | 99.00% | █ | █ | █ | █ |
| 2. Description of the business or organization | ✓ | 84.00% | █ | █ | █ | █ |
| 3. Description of the target market (demographics and psychographics) | ✓ | 82.00% | █ | █ | █ | █ |
| 4. Overview of the business or organizations current state of business as a result of interruption | ✓ | 86.00% | █ | █ | █ | █ |
| 5. Description and rationale of research methodologies selected to conduct the research study | ✓ | 84.00% | █ | █ | █ | █ |
| 6. Process used to conduct the selected research methods | ✓ | 86.00% | █ | █ | █ | █ |
| 7. Findings of the research study | ✓ | 80.00% | █ | █ | █ | █ |
| 8. Conclusions based on the findings | ✓ | 84.00% | █ | █ | █ | █ |
| 9. Objectives and rationale of the proposed strategic plan | ✓ | 87.00% | █ | █ | █ | █ |
| 10. Proposed activities and timelines | ✓ | 98.00% | █ | █ | █ | █ |
| 11. Proposed metrics or key performance indicators to measure plan effectiveness | ✓ | 89.00% | █ | █ | █ | █ |
| 12. Costs associated with proposed strategies | ✓ | 94.00% | █ | █ | █ | █ |
| 13. Professional layout, neatness, proper grammar, spelling and word usage | ✓ | 78.00% | █ | █ | █ | █ |

| Preliminary Presentation | | | | | | |
|--|----------|-----------|----|----|----|----|
| | Met Prof | Intl %ile | NV | BE | ME | EE |
| 1. Opening presentation; description of the plan; organization, clarity and effectiveness of the presentation | ✓ | 86.00% | █ | █ | █ | █ |
| 2. Describe methods used to design the research study? | ✓ | 77.00% | █ | █ | █ | █ |
| 3. Interpret the research data into information for decision-making? | ✓ | 86.00% | █ | █ | █ | █ |
| 4. Describe strategies and approaches for leading change? | ✓ | 82.00% | █ | █ | █ | █ |
| 5. Describe the nature of budgets? | ✓ | 85.00% | █ | █ | █ | █ |
| 6. Professional standards (appearance, poise, confidence), presentation technique, effective use of visuals and participation of all | ✓ | 78.00% | █ | █ | █ | █ |

| Final Written Entry | | | | | | |
|--|----------|-----------|----|----|----|----|
| | Met Prof | Intl %ile | NV | BE | ME | EE |
| 1. Executive Summary: One- to three-page description of the project | ✓ | 59.00% | █ | █ | █ | █ |
| 2. Description of the business or organization | ✓ | 66.00% | █ | █ | █ | █ |
| 3. Description of the target market (demographics and psychographics) | ✓ | 84.00% | █ | █ | █ | █ |
| 4. Overview of the business or organizations current state of business as a result of interruption | ✓ | 69.00% | █ | █ | █ | █ |
| 5. Description and rationale of research methodologies selected to conduct the research study | | 22.00% | █ | █ | █ | █ |
| 6. Process used to conduct the selected research methods | ✓ | 38.00% | █ | █ | █ | █ |
| 7. Findings of the research study | ✓ | 86.00% | █ | █ | █ | █ |
| 8. Conclusions based on the findings | ✓ | 78.00% | █ | █ | █ | █ |
| 9. Objectives and rationale of the proposed strategic plan | | 39.00% | █ | █ | █ | █ |
| 10. Proposed activities and timelines | ✓ | 73.00% | █ | █ | █ | █ |
| 11. Proposed metrics or key performance indicators to measure plan effectiveness | ✓ | 92.00% | █ | █ | █ | █ |
| 12. Costs associated with proposed strategies | ✓ | 91.00% | █ | █ | █ | █ |
| 13. Professional layout, neatness, proper grammar, spelling and word usage | ✓ | 80.00% | █ | █ | █ | █ |

| Final Presentation | | | | | | |
|--|----------|-----------|----|----|----|----|
| | Met Prof | Intl %ile | NV | BE | ME | EE |
| 1. Opening presentation; description of the plan; organization, clarity and effectiveness of the presentation | ✓ | 63.00% | █ | █ | █ | █ |
| 2. Describe methods used to design the research study? | ✓ | 73.00% | █ | █ | █ | █ |
| 3. Interpret the research data into information for decision-making? | ✓ | 70.00% | █ | █ | █ | █ |
| 4. Describe strategies and approaches for leading change? | ✓ | 41.00% | █ | █ | █ | █ |
| 5. Describe the nature of budgets? | ✓ | 77.00% | █ | █ | █ | █ |
| 6. Professional standards (appearance, poise, confidence), presentation technique, effective use of visuals and participation of all | ✓ | 56.00% | █ | █ | █ | █ |

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 know ledge and skill to be employed in an entry-level position in the career area.