

CTE Skill Certificate Test Performance Documentation

This document must be submitted to the test coordinator at the end of testing each trimester/semester.

Instructor's Name: _____ Course: Marketing - Semester
School: _____ Test Number: 400
Students in course: _____ Date: _____
Students tested: _____
Students who passed performance objectives at or above 80%: _____

This is to *verify* that the students marked **YES** on performance accomplished the following performance objectives at or above the 80% (moderately to highly skilled) level.

1. Understand the sales process by completing "The Sales Presentation."

Complete **ONE** of the following:

- A. Understand the importance of marketing functions by completing "The Marketing Research Project."

OR

- B. Understand the importance of marketing functions by completing "Marketing a Product."

Each performance is documented and kept on file by the teacher for two years.
(Check the documentation method used)

- Class period summary score sheet
- Recorded and identified in the class grade book

Instructor's Signature: _____ Date: _____