**MARK SHEET - Using quantitative methods to solve management problems**

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| **Centre Number :** |  | **Centre Name :** |  |
| **Learner Registration No :** |  | **Learner Name:** |  |
| **INSTRUCTIONS FOR ASSESSMENT AND USE OF MARK SHEET** Assessment must be conducted with reference to the assessment criteria (AC). In order to pass the unit, every AC must be met.Assessors will normally award marks for every AC and then total them into a percentage. However, for greater simplicity, there is the option to not use marks at all and merely indicate with a ‘Pass’ or ‘Referral’ in the box (below right). In order to pass the unit every AC must receive a ‘Pass’ **Where marks are awarded according to the degree to which the learner’s evidence in the submission meets each AC, every AC must be met, i.e. receive at least half marks (e.g. min 10/20). Any AC awarded less than the minimum produces an automatic referral for the submission (regardless of the overall mark achieved).** Sufficiency descriptors are provided as guidance. If 20 marks are available for an AC and the evidence in the submission approximates to the ‘pass’ descriptor, that indicates it should attract 10 marks out of 20, if a ‘good pass’ then ca. 15 out of 20. The descriptors are not comprehensive, and cannot be, as there are many ways in which a submission can exceed or fall short of the requirements. | 1. **Learner named above confirms authenticity of submission.**
2. **ILM uses learners’ submissions – on an anonymous basis – for assessment standardisation.  By submitting, I agree that ILM may use this script on condition that all information which may identify me is removed.**

**However, if you are unwilling to allow ILM use your script, please refuse by ticking the box: □** |
| **Learning Outcome / Section 1:** Be able to collect data relevant to a management problem  |
| **Assessment Criteria (AC)** | **Sufficiency Descriptors***[Typical standard that , if replicated across the whole submission, would produce a referral, borderline pass or good pass result]* | **Assessor feedback on AC** *[comments not necessary in every box]* |
| AC 1.1Identify a management problem that would benefit from quantitative analysis | **Referral [*4/16*]** | **Pass [*8/16*]** | **Good Pass [*12/16*]** |  |
| * A management problem that would benefit from quantitative analysis is not identified, or the problem is inappropriate, or the problem is not of sufficient depth or complexity to benefit from quantitative analysis
 | * An appropriate management problem of sufficient depth or complexity to benefit from quantitative analysis has been identified, although the benefits of undertaking quantitative analysis are not explicit
 | * An appropriate management problem of sufficient depth or complexity to benefit from quantitative analysis has been identified and the benefits of undertaking quantitative analysis are made explicit
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| / 16(min. of 8) | Pass or Referral |
| AC 1.2Research the management problem using relevant method(s) to collect quantitative data | **Referral [*8/32*]** | **Pass [*16/32*]** | **Good Pass [*24/32*]** |  |
| * The management problem has not been researched, or the research method(s) is incorrect or inappropriate, or the research and/or quantitative data collected is insufficient in relation to the scope of the management problem
 | * The management problem has been researched correctly using an appropriate research method(s), although the data collected is from a narrow range of sources in relation to the scope of the management problem
 | * The management problem has been researched correctly using an appropriate research method(s) and the data collected is from a wide range of sources that fully address the scope of the management problem
 |
| / 32(min. of 16) | Pass or Referral |
| **Section comments** (optional): | **Verification comments** (optional): |
| **Learning Outcome / Section 2:** Be able to analyse data using quantitative methods to make recommendations  |
| **Assessment Criteria (AC)** | **Sufficiency Descriptors***[Typical standard that , if replicated across the whole submission, would produce a referral, borderline pass or good pass result]* | **Assessor feedback on AC** *[comments not necessary in every box]* |
| AC 2.1Analyse data using quantitative methods | **Referral [*8/32*]** | **Pass [*16/32*]** | **Good Pass [*24/32*]** |  |
| * Data has not been analysed using quantitative methods, or the methods and/or analysis are incorrect or inappropriate, or the data has merely been described or presented with no appropriate analysis using quantitative methods to identify possible causation, meaning or essential features and to draw conclusions
 | * Data has been correctly and appropriately analysed using quantitative methods to identify possible causation, meaning or essential features and to draw conclusions, although the conclusions are limited in comparison to the scope of the management problem
 | * Data has been correctly and appropriately analysed using quantitative methods to identify possible causation, meaning or essential features and to draw conclusions that fully address the scope of the management problem
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| / 32(min. of 16) | Pass or Referral |
| AC 2.2Recommend solutions to the management problem based on conclusions from the quantitative evaluation | **Referral [*5/20*]** | **Pass [*10/20*]** | **Good Pass [*15/20*]** |  |
| * Solutions to the management problem are not recommended, or the recommended solutions are incorrect or inappropriate, or the recommended solutions are incompatible with the conclusions drawn from the analysed data
 | * Recommended solutions to the management problem are accurately based on the analysis, appropriate and compatible with the conclusions drawn from the analysed data, although the recommended solutions do not take full account of any resource and implementation requirements
 | * Recommended solutions to the management problem are accurately based on the analysis, appropriate and compatible with the conclusions drawn from the analysed data and take full account of any resource and implementation requirements
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| / 20(min. of 10) | Pass or Referral |
| **Section comments** (optional): | **Verification comments** (optional): |
|  | **/ 100** | **TOTAL MARKS** |

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| **Assessor’s Decision** | **Quality Assurance Use** |
| **Outcome** (*delete as applicable*): **PASS / REFERRAL** | **Signature of Assessor:****Date of QA Check:** | **Outcome** (*delete as applicable*): **PASS / REFERRAL** | **Signature of QA:****Date of QA check:** |