

Event Categories	PBM, PFN, PHT, PMK		BLTDM, HRM			FTDM, ACT, BFS, FCE			AAM, ASM, BSM, FMS, MCS, RMS, SEM, BTDM, STDM, ADC, FMP, PSE, SEPP			HTDM, TTDM, HLM, QSRM, RFSM, HTPS			ENT, ETDM			PFL		
	Cluster Exams		Business Management & Administration Cluster Core			Finance Cluster			Marketing Cluster			Hospitality Cluster			Entrepreneurship Cluster			Financial Literacy		
Level of Cluster Exam	Regional and Provincial	ICDC	Regional	Provincial	ICDC	Regional	Provincial	ICDC	Regional	Provincial	ICDC	Regional	Provincial	ICDC	Regional	Provincial	ICDC	Regional	Provincial	ICDC
Performance Indicators	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
§ Business Law (BL)	1	4	4	5	5	6	7	8	2	2	2	3	3	3	4	4	3			
§ Channel Management (CM)									4	5	6				3	3	3			
§ Communications (CO)	15	11	9	8	6	7	6	4	7	6	4	8	7	5	1	0	1			
§ Compliance (CC)																				
§ Customer Relations (CR)	5	4	2	2	2	4	4	5	2	2	2	9	11	12	1	1	1			
§ Distribution (DS)																				
§ Economics (EC)	7	13	8	6	5	8	6	5	8	6	5	8	6	6	3	3	2			
§ Emotional Intelligence (EI)	22	19	11	9	8	11	9	8	11	9	8	12	10	9	6	6	4			
§ Entrepreneurship		1	1	0	0	1	0	0	1			1			14	13	14			
§ Financial Analysis (FI)	16	13	8	7	6	22	25	28	7	6	5	9	8	8	10	9	11			
§ Financial-Information Management (FM)						7	9	10												
§ Human Resources Management (HR)	1	1	1	1	0	1	1	0	1	1	0	2	3	2	5	4	4			
§ Information Management (NF)	11	11	8	8	6	8	7	5	7	6	4	14	15	15	4	3	2			
§ Knowledge Management (KM)			4	5	7															
§ Market Planning (MP)									3	4	4	1	1	1	5	6	6			
§ Marketing (MK)	1	2	1	1	1	1	1	1	1	1	1	1	2	2	1	1	1			
§ Marketing-Information Management (IM)									9	11	14				2	3	2			
§ Operations (OP)	10	11	21	24	26	7	6	5	7	6	5	13	13	14	13	13	14			
§ Pricing (PI)									2	3	3	1	1	1	2	3	2			
§ Product/Service Management (PM)									9	11	13	5	6	8	4	4	4			
§ Professional Development (PD)	11	9	6	6	5	11	13	14	6	6	5	7	8	7	5	5	4			
§ Project Management (PJ)			4	5	7															
§ Promotion (PR)									7	9	11	1	1	1	6	7	8			
§ Quality Management (QM)			2	3	3							1	1	1	1	1	1			
§ Risk Management (RM)			3	3	4	5	6	7				1	1	1	2	3	4			
§ Selling (SE)									5	6	8	2	3	4	1	1	1			
§ Strategic Management (SM)	0	1	7	7	9	1	0	0	1	0	0	1	0	0	7	7	8			
§ Spending and Saving																		15	15	15
§ Credit and Debt																		11	11	11
§ Financial Decision Making																		28	28	28
§ Investing																		17	17	17
§ Employment and Income																		19	19	19