

## Assessments: All Assessments

### Standard Set: Academic

#### Filters:

- All Standards
- Accumulating results

Number tested: 27071

#### Academic

1) AA SPEAKING AND LISTENING	86.86%
1) AA 1 Utilize effective verbal and non-verbal communication skills	90.88%
2) AA 2 Participate in conversation, discussion, and group presentations	81.5%
3) AA 3 Communicate and follow directions/procedures	89.44%
4) AA 4 Communicate effectively with customers and co-workers	83.07%
2) AB READING AND WRITING	74.37%
2) AB 2 Read and interpret workplace documents	82.51%
5) AB 5 Demonstrate competence in organizing, writing, and editing using correct vocabulary, spelling, grammar, and punctuation	75.77%
6) AB 6 Demonstrate the ability to write clearly and concisely using industry specific terminology	64.83%
3) AC CRITICAL THINKING AND PROBLEM SOLVING	52.44%
2) AC2 Utilize innovation and problem-solving skills to arrive at the best solution for current situation	52.44%
4) AD MATHEMATICS	72.77%
1) AD 1 Perform basic and higher level math operations (e.g., addition, subtraction, multiplication, division, decimals, fractions, units of conversion, averaging, percentage, proportion, ratios)	69.2%
2) AD 2 Solve problems using measurement skills (e.g., distance, weight, area, volume)	65.74%
4) AD 4 Use tables, graphs, diagrams, and charts to obtain or convey information	79.27%
5) AD 5 Use deductive reasoning and problem-solving in mathematics	67.51%
6) AF INTERNET USE AND SECURITY	67.77%
3) AF 3 Practice safe, legal, and responsible use of technology in the workplace	67.77%
7) AG INFORMATION TECHNOLOGY	94.32%
1) AG 1 Use technology appropriately to enhance professional presentations	94.32%
8) AH TELECOMMUNICATIONS	90.55%

1) AH 1 Select and use appropriate devices, services, and applications to complete workplace tasks



## Assessments: All Assessments

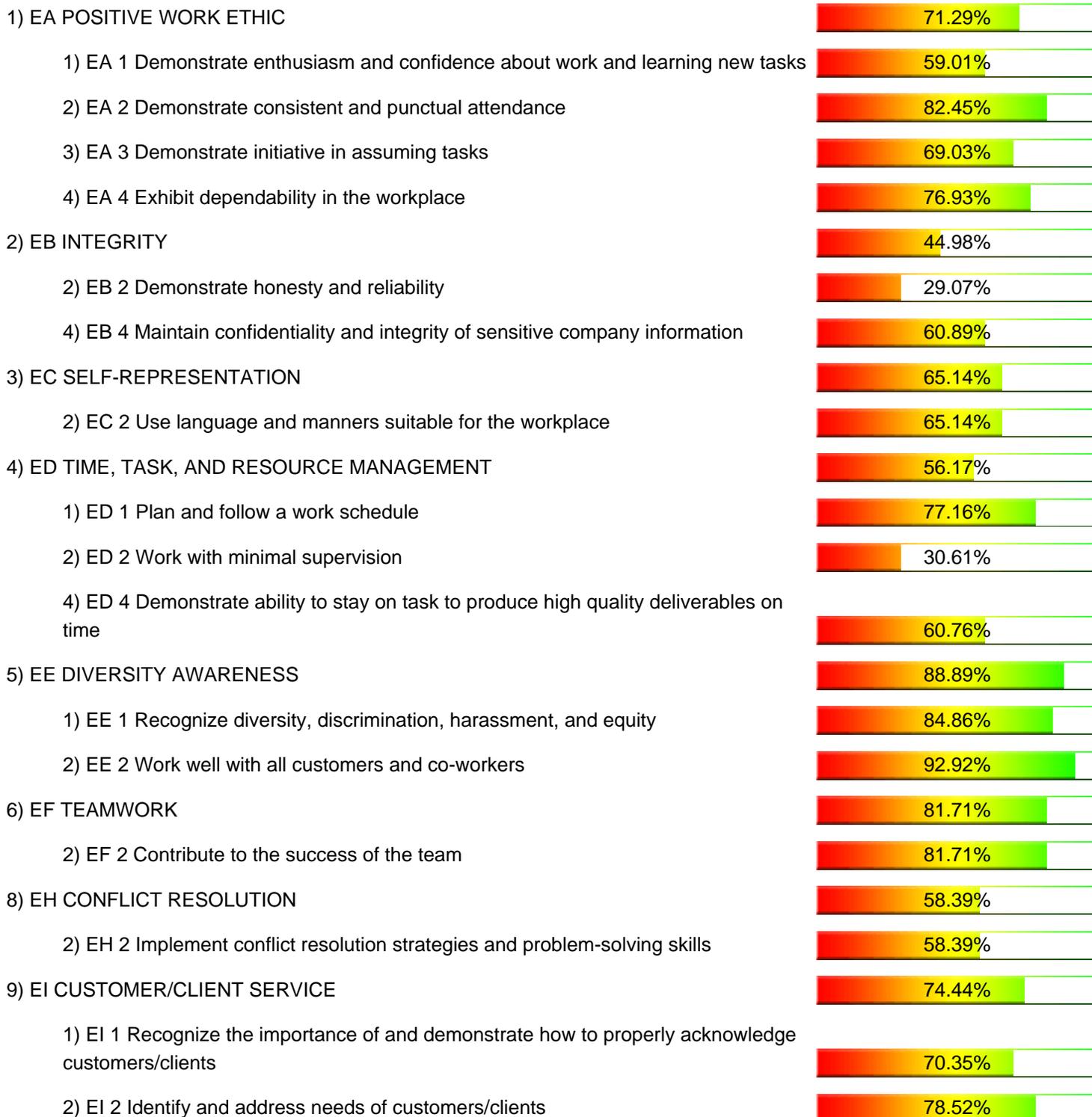
### Standard Set: Employability

#### Filters:

- All Standards
- Accumulating results

Number tested: 27071

#### Employability



10) EJ ORGANIZATIONS, SYSTEMS, AND CLIMATES	82.5%
1) EJ 1 Define profit and evaluate the cost of conducting business	82.5%
11) EK JOB ACQUISITION AND ADVANCEMENT	74.69%
4) EK 4 Prepare a resume, letter of application, and job application	50.7%
5) EK 5 Prepare for a job interview (e.g., research company, highlight personal strengths, prepare questions, set-up a mock interview, dress appropriately)	74.33%
6) EK 6 Participate in a job interview	80.87%
12) EL LIFELONG LEARNING	88.51%
7) EL 7 Accept and provide constructive criticism	88.51%
14) EN HEALTH AND SAFETY	82.3%
1) EN 1 Assume responsibility for safety of self and others	85.34%
2) EN 2 Follow safety guidelines in the workplace	76.22%

## Assessment: Accounting

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 484

#### KOSSA Program Areas

##### – Accounting

##### 1) OA FINANCIAL DECISION MAKING

3) OA 3 Calculate net sales, cost of goods sold, gross profit, operating expenses, and net profit before taxes for the income statement

57.04%

48.21%

43.39%

6) OA 6 Explain the governments role in the economy

71.07%

8) OA 8 Analyze credit transactions and laws governing these functions

27.89%

9) OA 9 Calculate the time value of money (i.e., present and future)

40.29%

10) OA 10 Identify the characteristics of money

44.83%

12) OA 12 Reconcile the bank statement with the check register

61.78%

##### 2) OB ACCOUNTING PRINCIPLES

1) OB 1 Identify and describe the purpose of generally accepted accounting principles (GAAP)

57.02%

2) OB 2 Describe and explain accounting concepts/models (e.g., debit, credit, double-entry accounting)

61.16%

3) OB 3 Utilize the accounting equation in several mathematical forms

43.08%

4) OB 4 Distinguish between and explain the different accounting methods (e.g., inventory methods, depreciation, cash or accrual)

45.35%

5) OB 5 Analyze and record business transactions

58.06%

6) OB 6 Explain and apply the accounting process including the accounting cycle, journalizing, accounting records, posting, and adjustments

77.89%

##### 3) OC ACCOUNTING PROFESSION

1) OC 1 Describe how current events impact the accounting profession

77.69%

3) OC 3 Explain the need for the code of ethics in accounting and the ethical responsibilities required of accountants

36.98%

5) OC 5 Identify and describe the educational requirements for various careers, professional designations, and certifications in the accounting profession

74.79%

##### 4) OD BUSINESS KNOWLEDGE

1) OD 1 Identify student and professional business organizations

78.03%

95.04%

3) OD 3 Describe how business relates to accounting	83.47%
4) OD 4 Compare and contrast the different types of ownership and business structures	55.58%
5) OE FINANCIAL AND MANAGERIAL REPORTING	53.22%
2) OE 2 Identify sources for obtaining financial reports	65.08%
5) OE 5 Identify the sections of an annual report and their purposes	66.32%
6) OE 6 Describe the relationship among assets, liabilities, and owners equity	62.19%
7) OE 7 Explain the classifications within assets, liabilities, and owners equity (e.g., current versus long term, fixed assets, tangible/ intangibles)	88.84%
8) OE 8 Identify the sections (e.g., revenue, cost of goods sold, expense) in an income statement and explain their relationships	35.95%
9) OE 9 Discuss information that can be obtained from analyzing financial statements	58.68%
10) OE 10 Understand the correlation among financial statements including balance sheet, profit/loss, net worth, statement of cash flow	38.64%
12) OE 12 Calculate the cost per unit	31.61%
14) OE 14 Calculate break-even analysis and ratios and calculate measures of productivity; cost benefit	48.35%
15) OE 15 Recognize the primary areas of analysis (e.g., trend analysis, profitability, liquidity) and explain the information obtained from each analysis	67.36%
16) OE 16 Perform a horizontal and vertical analysis of the income statement and balance sheet	39.67%
6) OF PAYROLL AND TAXES	59.09%
1) OF 1 Explain and analyze local, state, and federal tax structures	76.45%
3) OF 3 Explain the steps to journalize and calculate payroll	36.36%
5) OF 5 Complete federal tax forms (e.g., W2, W4, 1040EZ)	64.46%
7) OG TECHNOLOGY AND INFORMATION MANAGEMENT	62.81%
1) OG 1 Demonstrate the ability to use automated accounting systems	55.37%
4) OG 4 Apply information technology to conduct financial analysis	70.25%

**Assessment:** Administrative Support  
**Standard Set:** KOSSA Program Areas

**Filters:**

- All Standards
- Accumulating results

**Number tested:** 1896

**KOSSA Program Areas**

– Administrative Support

1) OA ACCOUNTING PROCEDURES

4) OA 4 Process invoices for payment

5) OA 5 Prepare bank deposits

6) OA 6 Prepare purchase requisitions

7) OA 7 Complete travel vouchers

8) OA 8 Document and process receipt of payment

2) OB BUSINESS COMMUNICATION

2) OB 2 Proofread for all content, format, and keying errors

4) OB 4 Prepare agenda and compile materials for meetings

5) OB 5 Communicate with liaisons outside the company (e.g., business partners, business professional organizations)

3) OC ADMINISTRATIVE SUPPORT FUNCTIONS

1) OC 1 Gather and compile data for supervisor

2) OC 2 Demonstrate the ability to maintain supervisors appointment calendar

3) OC 3 Order and maintain inventory of supplies

5) OC 5 Prepare materials for copying

6) OC 6 Obtain document notarization

8) OC 8 Maintain multiple types of filing systems

10) OC 10 Set up personal record management system (e.g., telephone numbers, addresses, salaries, employee/customer profiles)

12) OC 12 Identify policy and procedure for purging records and/or files

13) OC 13 Receive visitors and clients

14) OC 14 Retrieve and process voice mail messages

15) OC 15 Process fax documents

4) OD MAIL PROCEDURES



1) OD 1 Process mail and packages	75.65%
2) OD 2 Utilize mail services (e.g., courier, standard, express mail)	66.37%
5) OE OFFICE SYSTEMS TECHNOLOGY AND EQUIPMENT	62.79%
1) OE 1 Photocopy a document using multiple features (e.g., collating, stapling, simplexing, duplexing) of a copier	24.72%
3) OE 3 Prepare and print documents in appropriate software	56.07%
4) OE 4 Insert a graphic	68.49%
5) OE 5 Design a table	41.8%
6) OE 6 Complete preprinted and electronic forms	71.41%
7) OE 7 Scan data or graphics for document use	62.6%
8) OE 8 Revise existing documents	78.57%
9) OE 9 Access the Help function	81.96%
11) OE 11 Develop, revise, and create queries and reports using database software	59.2%
12) OE 12 Prepare mail merge	57.14%
13) OE 13 Create and organize electronic files using folders and subfolders	89.81%
14) OE 14 Create high-quality visual aids	54.69%
15) OE 15 Locate and use templates	39.26%
17) OE 17 Design and create desktop-publishing documents	82.07%
18) OE 18 Create charts and graphs	85.04%
19) OE 19 Maintain operating system integrity (e.g., virus scan, defragmentation, updates)	55.33%

## Assessment: Ag Ed/Communications & Leadership

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 37

#### KOSSA Program Areas

– Ag Education, Communication, and Leadership

##### 1) OA RESOURCE MANAGEMENT

63.78%

7) OA 7 Set personal goals using the SMART goals method (e.g., Specific, Measurable, Approved By You, Realistic, Time-Stamped)

79.73%

##### 2) OB TASK EVALUATION

45.95%

3) OB 3 Conduct a self-evaluation for personal reactions to new experiences

45.95%

##### 3) OC INTERACTIONS

97.3%

3) OC 3 Demonstrate respect for others

97.3%

##### 4) OD COMMUNITY AND CITIZENSHIP

75.68%

1) OD 1 Discuss trends and issues important to the community

81.08%

4) OD 4 Identify civic leadership role opportunities

72.97%

##### 7) OG AGRICULTURE EDUCATION

60.81%

1) OG 1 Develop a basic lesson plan and assessment using strategies/methods taught in an agriculture class

81.08%

4) OG 4 Trace through time the history of Agricultural Education

45.95%

5) OG 5 Describe the basic requirements to become an agriculture teacher

72.97%

6) OG 6 Identify the qualities of teacher professionalism and leadership

37.84%

7) OG 7 Explore diversity and its implications in the classroom, including diverse teaching methods

45.95%

8) OG 8 Observe, interact, and reflect on teaching and learning in classrooms

48.65%

9) OG 9 Describe how education systems are organized

61.49%

11) OG 11 Identify career opportunities for educators

59.46%

12) OG 12 Develop a four-year post-secondary plan

75.68%

13) OG 13 Utilize activities of the FFA as an integral component of course content and leadership development

59.46%

14) OG 14 Explore the role of an organization (e.g., FFA, 4-H)

60.81%

8) OH Agricultural Communications	61.8%
2) OH 2 Develop basic skills to produce print quality newspaper and magazine articles	56.76%
3) OH 3 Develop basic skills to produce brochures and sale ads	94.59%
5) OH 5 Interview a resource person to gather information	94.59%
6) OH 6 Utilize skills developed to write and produce radio and television ads/promotions	61.26%
7) OH 7 Develop basic skills to write a press release	72.97%
8) OH 8 Conduct meetings by using parliamentary procedure	45.95%
9) OH 9 Demonstrate the ability to do market research and organization for presentations	54.05%
10) OH 10 Plan, organize, and deliver a sales presentation	67.57%

## Assessment: Ag Power Structured Tech Systems

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 1167

#### KOSSA Program Areas

##### 29) Ag Power

###### 1) OA APPLY PHYSICAL SCIENCE PRINCIPLES AND ENGINEERING APPLICATIONS TO SOLVE PROBLEMS AND IMPROVE PERFORMANCE IN AFNR POWER, STRUCTURAL, AND TECHNICAL SYSTEMS

1) OA1 Discuss types of renewable and non-renewable energy (e.g., solar, wind, hydro, fossil fuels)

3) OA3 Compare the energy efficiency of various fuel sources (e.g., gas, diesel, natural gas, biofuels)

4) OA4 Differentiate between the operation of gasoline and diesel engines

5) OA5 Identify principles of hydraulic and pneumatic system operation

6) OA6 Apply the meaning of electrical measurements (e.g., amperage, voltage, wattage, resistance)

7) OA7 Differentiate between alternating and direct current

8) OA8 Calculate measurements of electricity (e.g., watts, amps, volts, Ohms Law)

###### 2) OB OPERATE AND MAINTAIN AFNR MECHANICAL EQUIPMENT AND TECHNICAL SYSTEMS

1) OB1 Discuss the importance and function of safety systems on tools and equipment

2) OB2 Demonstrate safe practices in the operation of power units and equipment

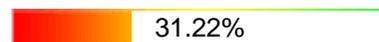
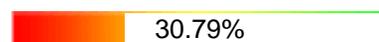
4) OB4 Outline power unit and equipment controls, startup and shut down procedures, and pre operation inspections using owners/service manuals

5) OB5 Identify components and systems of internal combustion engines

6) OB6 Select lubricants based on viscosity, source, and equipment compatibility

8) OB8 Establish a preventative maintenance schedule for power units and equipment (e.g., lubricants, fluids, filters)

###### 3) OC SERVICE AND REPAIR AFNR MECHANICAL EQUIPMENT AND POWER SYSTEMS



3) OC3 Interpret basic electrical components, symbols, and diagrams (e.g., wiring, switches, receptacles, duplexes)	63.42%
5) OC5 Evaluate the importance of adjusting equipment including belts, drives, chains, and sprockets and maintenance of fluid conveyance components (e.g., hoses, lines, nozzles)	16.21%
8) OC8 Assess an internal combustion engines to determine service and repair of basic ignition, fuel, and compression	37.01%
4) OD PLAN, BUILD, AND MAINTAIN AFNR STRUCTURE	61.99%
1) OD1 Demonstrate proper use of measurement and layout tools	52.36%
3) OD3 Develop plans using scale and legends	81.05%
6) OD6 Develop criteria for selecting materials based on cost, quantities, and characteristics for a specific project plan	59.69%
7) OD7 Prepare bills of materials to accompany plans and sketches	42.54%
8) OD8 Apply basic principles of design, fabrication, and installation of agricultural structures	63.04%
9) OD9 Select, maintain, and use hand/power tools in service, construction, and fabrication	53.34%
10) OD10 Describe the steps in basic repair of a metal object (e.g., welding, brazing, riveting)	40.14%
12) OD12 Distinguish welding processes, positions, materials preparation, and equipment work piece setup (e.g., beveling/grinding)	62.99%
13) OD13 Construct and/or repair metal structures and equipment using welding procedures, including those associated with SMAW, GMAW, GTAW, fuel-oxygen, and plasma arc torch methods	63.89%
16) OD16 Determine proper paint/coating material and method for various tasks.	82.33%
17) OD17 Determine proper insulation material and use for a given task.	64.58%
18) OD18 Calculate materials for concrete, brick, stone, or masonry units in agricultural construction	19.21%
21) OD21 Identify hazards and safety practices in planning, installing, and using components to complete and electrical circuit	90.99%
22) OD22 Identify materials and tools used in electrical installation (e.g., wiring, fixtures, breakers, fuses, conduit)	85.46%

## Assessment: Agribiotechnology

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 74

#### KOSSA Program Areas

– Agribiotechnology

##### 1) OA DEVELOPMENT OF BIOTECHNOLOGY IN AGRICULTURE

1) OA 1 Define biotechnology and explore the historical impact it has had on agriculture

2) OA 2 Create a timeline and use it to explain the developmental progression of biotechnology

4) OA 4 Investigate current applications of biotechnology in agriculture

##### 2) OB REGULATION

1) OB 1 Describe the role of agencies that regulate biotechnology

2) OB 2 Interpret the major regulatory issues related to biotechnology

##### 3) OC ETHICS OF BIOTECHNOLOGY

1) OC 1 Explore ethical, legal, and social biotechnology issues

2) OC 2 Evaluate the benefits and risks associated with biotechnology.

7) OC 7 Explain the meaning of intellectual properties as related to biotechnology

10) OC 10 Describe how agribiotechnology impacts the global economy

11) OC 11 Compare conventional fossil fuel production to biotechnological alternative fuel production (e.g., ethanol, biodiesel)

##### 4) OD LABORATORY RECORDS

1) OD 1 Maintain a biotechnology laboratory notebook

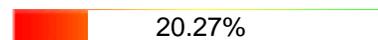
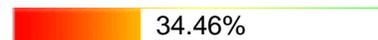
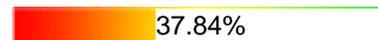
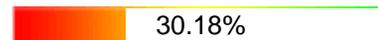
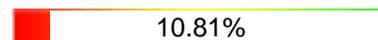
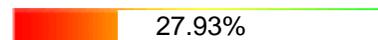
2) OD 2 Analyze strengths of the research based on data, procedures, and propose future investigation

##### 5) OE LABORATORY EQUIPMENT

1) OE 1 Operate basic laboratory equipment and measurement devices (e.g., microscope, micropipet, autoclave, centrifuge)

2) OE 2 Operate advanced laboratory equipment and measurement devices (e.g., thermalcycler, electrophoresis equipment, microarray, spectrometer)

##### 6) OF LABORATORY PROCEDURES



1) OF 1 Demonstrate basic aseptic techniques in the biotechnology laboratory		31.08%
2) OF 2 Demonstrate advanced aseptic techniques in the biotechnology laboratory		9.46%
7) OG MATERIAL MANAGEMENT		47.97%
1) OG 1 Prepare simple chemical solutions using standard operating procedures		20.27%
4) OG 4 Identify and describe hazards associated with biological and chemical materials		40.54%
7) OG 7 Maintain a safe environment by properly identifying and disposing of laboratory waste		65.54%
8) OH MICROBIOLOGY/MOLECULAR/ENZYMولوجY/IMMUNOLOGYY		42.08%
3) OH 3 Characterize the physical, chemical, and biological properties of microbes		62.16%
4) OH 4 Explain the structures of DNA and RNA and how genotype influences phenotype		21.62%
5) OH 5 Explain the molecular basis for heredity and the tools and techniques used in DNA and RNA manipulations		56.76%
7) OH 7 Extract and purify DNA and RNA		18.92%
9) OH 9 Perform DNA and RNA recombinations such as basic cloning/subcloning, blotting, sequencing, and amplification		52.7%
13) OH 13 Describe how antibodies are formed and how they can be used in biotechnology applications		60.81%
9) OI GENETIC ENGINEERING		29.73%
2) OI 2 Diagram the processes and describe the techniques used to produce transgenic eukaryote		48.65%
4) OI 4 Describe enzymes, the changes they cause in foods and the physical/chemical parameters that affect enzymatic reactions		10.81%
10) OJ BIOTECHNOLOGY PROCESSES IN AGRICULTURE		44.59%
1) OJ 1 Explain the functions of hormones in animals		4.05%
4) OJ 4 Identify foods produced through fermentation		78.38%
7) OJ 7 Explain the process of fermentation		46.62%
8) OJ 8 Describe the process used in producing alcohol from biomass		52.7%
13) OJ 13 Explain the process of methanogenesis		39.19%
11) OK BIOTECHNOLOGY TO MONITOR PROCEDURES IN AGRICULTURE		40.2%
7) OK 7 Give examples of instances in which bioremediation can be applied to clean up environmental contaminant		33.78%

8) OK 8 Describe the use of biotechnology in bioremediation



16) OK 16 Explain the global importance of biodiversity



22) OK 22 Explain biomass and sources of biomass



## Assessment: Agribusiness

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 320

#### KOSSA Program Areas

– Agribusiness

##### 1) OA BUSINESS MANAGEMENT PRINCIPLES

1) OA 1 Demonstrate basic record keeping methods

3) OA 3 Choose appropriate financing for the agribusiness

4) OA 4 Employ the use of budgets for decision making

5) OA 5 Examine the impact of cash flow on the agribusiness

8) OA 8 Use correct agribusiness terminology

9) OA 9 Evaluate compliance with governmental and industry regulations

##### 2) OB ECONOMIC PRINCIPLES

1) OB 1 Interpret the laws of supply and demand

4) OB 4 Describe the components of the American Private Enterprise System

5) OB 5 Differentiate between basic business structures (e.g., corporations, cooperatives, partnerships, sole proprietorships)

##### 3) OC LABOR MANAGEMENT AND HUMAN RESOURCES

1) OC 1 Analyze employee benefits and how they can be used as motivational tools

3) OC 3 Plan and manage work schedules

4) OC 4 Determine reasons jobs are terminated

##### 4) OD SALES AND MARKETING STRATEGIES

1) OD 1 Understand the sales process

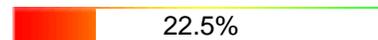
2) OD 2 Compare factors that influence buyer motivation

3) OD 3 Evaluate methods to determine a customers wants and needs

5) OD 5 Analyze a marketing plan for an agricultural product

6) OD 6 Explain the process to conduct market analysis

8) OD 8 Analyze an advertisement for an agricultural product, service, or agribusiness



9) OD 9 Develop an advertisement for an agricultural product, service, or agribusiness	42.19%
10) OD 10 Determine the impact of transportation on the agribusiness	60.78%
5) OE AGRICULTURAL POLICY	48.69%
2) OE 2 Determine how animal rights groups influence U.S. agricultural policy	60.94%
4) OE 4 Determine how proactive farm groups influence agricultural policy	46.56%
5) OE 5 Analyze the effect of foreign policy on agricultural economics	23.13%
6) OE 6 Analyze the effect of technology on agricultural policy	33.44%
7) OE 7 Identify how agricultural labor helps determine immigration policy	79.38%
6) OF IMPORTANCE OF ENTREPRENEURSHIP	63.75%
5) OF 5 Evaluate the purposes of taxes	74.06%
9) OF 9 Develop a marketing plan for an agricultural product, service, or agribusiness	53.44%
7) OG RISK MANAGEMENT	69.25%
1) OG 1 Determine how enterprise diversification can curtail production risks	65%
4) OG 4 Determine how personal strengths in marketing can alleviate some risk	58.44%
5) OG 5 Assess and manage risks (e.g., financial, environmental, workplace) to reduce liability	88.75%
7) OG 7 Determine how business structure can affect the risk in the agricultural business	70.94%
8) OG 8 Analyze how the uses of state and federal programs can reduce risk	63.13%
8) OH INDUSTRY TECHNOLOGIES	84.53%
1) OH 1 Apply appropriate software applications (e.g., spreadsheets, word processing, databases)	79.69%
2) OH 2 Integrate web applications and Internet sales applications in agribusiness	89.38%
9) OI SAFE WORKPLACE ENVIRONMENT	54.9%
3) OI 3 Recognize hazardous substances in the workplace	61.72%
5) OI 5 Identify local, state, and federal regulations for employees	41.25%

## Assessment: Allied Health

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 3045

#### KOSSA Program Areas

– Allied Health

##### 1) OA COMMUNICATION SKILLS

2) OA 2 Apply active listening skills using reflection, restatement, and clarification techniques

4) OA 4 Interpret technical materials used for health care practices and procedures

##### 4) OD CAREER DECISION MAKING

1) OD 1 Explore a potential health science career path in at least one of the following health care services: diagnostic, therapeutic, informational, or environmental

##### 6) OF LEGAL PRACTICES

5) OF 5 Follow mandated standards for workplace safety (i.e. OSHA, CDC, CLIA)

##### 12) OL ENVIRONMENTAL SAFETY

2) OL 2 Demonstrate methods of fire prevention in the health care setting

##### 16) OP HUMAN STRUCTURE & FUNCTION

1) OP 1 Describe the basic structures and functions of cells, tissues, organs, and systems as they relate to homeostasis

2) OP 2 Compare relationships among cells, tissues, organs, and systems

3) OP 3 Explain body planes, directional terms, quadrants, and cavities

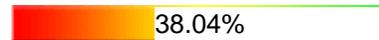
4) OP 4 Analyze the interdependence of the body systems as they relate to wellness, disease, disorders, therapies and care/rehabilitation

##### 17) OQ DISEASES AND DISORDERS

1) OQ 1 Compare selected diseases/disorders including respective classification(s), causes, diagnoses, therapies, and care/rehabilitation to include biotechnological applications

2) OQ 2 Analyze methods to control the spread of pathogenic microorganisms

3) OQ 3 Contrast various types of immunities



4) OQ 4 Analyze body system changes in light of diseases, disorders, and wellness	76.77%
5) OQ 5 Compare the aging process among the body systems	18.4%
18) OR SYSTEMS THEORY	55.58%
1) OR 1 Describe systems theory and its components	55.58%
19) OS HEALTH CARE DELIVERY SYSTEMS	70.22%
2) OS 2 Predict where and how factors such as: cost, managed care, technology, an aging population, access to care, alternative therapies, and lifestyle/behavior changes may affect various health care delivery system models	77.3%
4) OS 4 Calculate the cost effectiveness of two separate health care delivery systems	65.49%
20) OT HEALTH CARE DELIVERY SYSTEM RESULTS	75.07%
1) OT 1 Diagram the interdependence of health care professions within a given health care delivery system, pertaining to the delivery of quality health care	70.04%
3) OT 3 Evaluate the impact of enhanced technology on the health care delivery system	80.09%
22) OV HEALTH MAINTENANCE PRACTICES	76.35%
2) OV 2 Use practices that promote the prevention of disease and injury	76.35%
23) OW TECHNICAL SKILLS	69.25%
2) OW 2 Apply safety procedures to protect clients, co-workers and self	69.25%

**Assessment:** Animal Science

**Standard Set:** KOSSA Program Areas

**Filters:**

- All Standards
- Accumulating results

**Number tested:** 2151

**KOSSA Program Areas**

29) Animal Science

1) OA ANALYZE HISTORIC AND CURRENT TRENDS IMPACTING THE ANIMAL SYSTEMS INDUSTRY



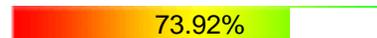
1) OA1 Discuss the interrelationships between agriculture commodities based on economic, geographic, and production factors



6) OA6 Discuss the benefits of utilizing best practice production systems in animal science



7) OA7 Evaluate the impact of world trade issues (e.g., diseases, imports/exports, drought, trade agreements) on animal science



9) OA9 Identify related government agencies, their functions and programs, as they relate to animal science



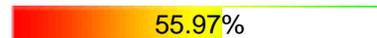
11) OA11 Compare and contrast marketing opportunities for animal commodities (e.g., terminal, direct, niche, local)



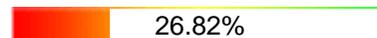
12) OA12 Analyze the benefits of risk management practices (futures, forward contracts, diversification, insurance)



13) OA13 Summarize the benefits of electronic technology in animal science (e.g., electronic record keeping, ultrasound, electronic identification, computer feeding)



2) OB UTILIZE BEST-PRACTICE PROTOCOLS BASED ON ANIMAL BEHAVIORS FOR ANIMAL HUSBANDRY AND WELFARE



1) OB1 Describe characteristics of effective animal care facilities



3) OB3 Differentiate between animal welfare and animal rights



3) OC DESIGN AND PROVIDE PROPER ANIMAL NUTRITION TO ACHIEVE DESIRED OUTCOMES FOR PERFORMANCE DEVELOPMENT, REPRODUCTION, AND/OR ECONOMIC PRODUCTION



1) OC1 Describe the anatomy and physiology of digestive systems (monogastric, ruminant, hind gut fermenters, avian)



2) OC2 Discuss the function of the six classes of nutrients in regards to animal nutrition



3) OC3 Compare common types of feedstuffs and the role they play in the diets of animals



5) OC5 Formulate animal feeds based on nutritional requirements using feed ingredients for maximum nutrition and optimal economic production	81.22%
4) OD APPLY PRINCIPLES OF ANIMAL REPRODUCTION TO ACHIEVE DESIRED OUTCOMES FOR PERFORMANCE, DEVELOPMENT, AND ECONOMIC PRODUCTION	55.45%
1) OD1 Describe the functions of major reproductive organs and hormones in the male and female reproductive systems	80.57%
2) OD2 Contrast the processes of natural and artificial breeding methods	65.27%
3) OD3 Infer how age, size, life cycle, maturity level, gestation, and health status affect the reproductive efficiency of male and female animals	36.96%
4) OD4 Evaluate the use of quantitative breeding values in the selection of genetically superior breeding stock (e.g., EPD's)	50.02%
5) OD5 Discuss the importance of efficient and economic reproduction in animals	45%
6) OD6 Differentiate principles of animal genetics and heredity (e.g., homozygous, heterozygous, phenotype, genotype, dominance, recessive)	44.26%
7) OD7 Appraise the advantages of reproductive management practices, including estrous synchronization, superovulation, flushing, and embryo transfer	66.06%
5) OE EVALUATE ENVIRONMENTAL FACTORS AFFECTING ANIMAL PERFORMANCE AND IMPLEMENT PROCEDURES FOR ENHANCING PERFORMANCE AND ANIMAL HEALTH	54.44%
4) OE4 Evaluate measures to maintain the quality of the environment in areas used to raise and house animals	54.44%
6) OF CLASSIFY, EVALUATE AND SELECT ANIMALS BASED ON ANATOMICAL AND PHYSIOLOGICAL CHARACTERISTICS	46.74%
1) OF1 Classify animals according to the taxonomical classification system and species-specific terminology related to age and gender	43.51%
2) OF2 Differentiate major animal breeds within the industry and their production strengths	56.16%
3) OF3 Identify the major skeletal and external parts of production and companion species	30.92%
4) OF4 Identify wholesale and retail cuts of production species	67.09%
5) OF5 Evaluate desirable anatomical and physiological characteristics of animals within and between species	29.85%
7) OG APPLY PRINCIPLES OF EFFECTIVE ANIMAL HEALTH CARE	42%
1) OG1 Characterize common disorders, parasites, and vaccinated diseases of both production and companion animal species	43.4%

2) OG2 Discuss the health risks of zoonotic diseases to humans and their historical significance	15.53%
3) OG3 Select proper medical dosages and delivery methods	60.86%
4) OG4 Evaluate preventative measures for controlling and limiting the spread of diseases, parasites, and disorders among animals	39.47%
5) OG5 Explain common surgical and nonsurgical procedures in animal healthcare	49.37%
8) OH PRACTICE SOUND AGRICULTURAL FINANCE IN ANIMAL SCIENCE	78.03%
1) OH1 Identify requirements for and sources of credit	92.33%
4) OH4 Calculate break-even prices in an animal science business to maximize profit	63.74%

**Assessment:** Business Management  
**Standard Set:** KOSSA Program Areas

**Filters:**

- All Standards
- Accumulating results

**Number tested:** 1474

**KOSSA Program Areas**

– Business Management

1) OA FINANCIAL DECISION MAKING

6) OA 6 Describe the purpose of financial statements

7) OA 7 Interpret the data shown on financial statements (e.g., income statements, balance sheet, cash flow statement, and statement of net worth)

8) OA 8 Develop short-term and long-term financial needs of a business

9) OA 9 Identify financial risks to business

2) OB BUSINESS ORGANIZATIONS

1) OB 1 Compare forms of business ownership

2) OB 2 Describe types of organizational structures and management levels

3) OB 3 Identify the factors that influence an organizations structure

3) OC BUSINESS FUNCTIONS

1) OC 1 Discuss the importance of vision, mission, goals, and objectives within the context of the business environment

2) OC 2 Discuss characteristics of effective and ineffective leaders

3) OC 3 Differentiate between leading and managing

4) OC 4 Compare and contrast leadership styles

5) OC 5 Demonstrate an understanding of the four functions of management: planning, organizing, leading, and controlling

4) OD BUSINESS MANAGEMENT SKILLS

7) OD 7 Describe why different managerial styles can be equally successful

5) OE HUMAN RESOURCE MANAGEMENT

1) OE 1 Analyze how the impact of human resource activities help organizations to achieve their goals

2) OE 2 Analyze the impact of outsourcing on businesses

3) OE 3 Explain why orientation and training are necessary for successful employee performance



5) OE 5 Identify legislation (e.g., civil rights, right to privacy, ADA) affecting personnel practices (e.g., compensation, promotion, recruitment, selection, termination, training / development)	22.18%
6) OE 6 Describe criteria of an employee evaluation	22.93%
8) OE 8 Compare compensation plans, benefit packages, and incentive programs available to employees	91.04%
10) OE 10 Develop awareness of employee assistance programs (e.g., substance abuse, wellness, financial assistance, legal, referrals, counseling)	66.55%
12) OE 12 Develop an understanding of a business responsibility to know, abide by, and enforce laws and regulations that affect business operations and transactions (anti-trust laws, organized labor, regulatory agencies)	71.71%
<b>6) OF INDUSTRY ANALYSIS</b>	<b>55.82%</b>
1) OF 1 Analyze a business organizations competitive position within the industry	78.43%
3) OF 3 Compare various forms of competition (i.e., pure competition, monopolistic competition, oligopoly, monopoly)	27%
5) OF 5 Utilize SWOT (Strengths, Weaknesses, Opportunities, and Threats) analysis with case studies/business plan	64.79%
6) OF 6 Identify internal and external data sources and explain how businesses use them	46.54%
7) OF 7 Recognize the impact of economics	46.54%
8) OF 8 Understand the economic principles and concepts fundamental to business operations (e.g., entrepreneurship, scarcity, cost of inputs, opportunity costs)	60.11%
9) OF 9 Discuss and compare various types of economies (i.e., traditional, command, market, mixed)	67.3%
<b>7) OG OPERATIONS MANAGEMENT</b>	<b>47.6%</b>
1) OG 1 Explain the coordination/allocation of the factors of production	45.59%
3) OG 3 Evaluate a product design (i.e., product development)	58.82%
5) OG 5 Recognize factors considered when selecting suppliers (e.g., quality, price, reliable delivery)	38.4%
<b>8) OH GLOBAL PERSPECTIVES</b>	<b>55.74%</b>
2) OH 2 Describe global economic factors	58.14%
3) OH 3 Examine issues of corporate culture and managing in the global environment	71.23%
4) OH 4 Define examples of global involvement (e.g., licensing, joint ventures, exporting, importing, franchising, direct investment, global outsourcing)	37.86%

9) OI PUBLIC POLICY	62.65%
1) OI 1 Explain the relationship between ethics and governmental regulations	70.9%
2) OI 2 Recognize types of taxation assessed to businesses	54.41%
10) OJ MARKETING TECHNIQUES	58.77%
2) OJ 2 Develop a marketing mix plan (i.e., product, price, place, promotion) for a business	42.54%
3) OJ 3 Analyze a target market for business/case studies	67.64%
4) OJ 4 Describe the nine functions of marketing (i.e., purchasing, selling, pricing, product planning, marketing information management, promotion, financing, distribution, risk management)	66.15%
11) OK BUSINESS PLANNING	70.9%
2) OK 2 Create a business plan (e.g., executive summary, industry analysis, company description, products and services description, market description, marketing strategy, operations description, staffing description, financial projection, capital needs, milestones)	70.9%

## Assessment: Communications

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 1641

#### KOSSA Program Areas

##### – Communications

##### 1) OA WORKFORCE ISSUES MEASURABLE

1) OA 001 Demonstrate safe, careful use, treatments, and maintenance of tools, equipment, and machines

84.15%

80.19%

88.36%

2) OA 002 Analyze, organize, and develop concepts into practical applications

69.29%

3) OA 003 Demonstrate an understanding of the accountability of company materials and equipment

88.06%

4) OA 004 Organize workflow information, materials, and procedures logically

78.98%

##### 2) OB WORKPLACE SAFETY AND HEALTH MEASURABLE

1) OB 001 Follow theft and security procedures

70.08%

2) OB 002 Identify emergency, safety, and health rules/procedures

89.34%

4) OB 004 Demonstrate an understanding of MSDS (Material Safety Data Sheets)

78.55%

5) OB 005 Identify immediate and real costs of an accident

80.87%

6) OB 006 Identify methods of preventing accidents in the workplace

86.96%

7) OB 007 Assume responsibility for the personal safety of self and others

85.53%

8) OB 008 Comply with established safety practices

77.51%

9) OB 009 Identify fire exits and fire-fighting equipment

94.39%

10) OB 010 Maintain a clean and safe work facility

86.9%

##### 3) OC COMPUTER USE - MEASURABLE

2) OC 002 Demonstrate keyboarding operations and care of computer equipment

88.97%

3) OC 003 Demonstrate the use of industry-accepted software applications (e.g., word processing, database, spreadsheet, presentation)

83.22%

##### 4) OD BUSINESS PLANNING AND OPERATIONS MEASURABLE

1) OD 001 Identify the components that lead to customer satisfaction

86.99%

3) OD 003 Identify possible actions that may be used to correct customer

93.8%

dissatisfaction



4) OD 004 Identify the ways that customer satisfaction influences a business reputation



**Assessment:** Construction

**Standard Set:** KOSSA Program Areas

**Filters:**

- All Standards
- Accumulating results

**Number tested:** 1194

**KOSSA Program Areas**

– Construction

1) OA BLUEPRINT READING

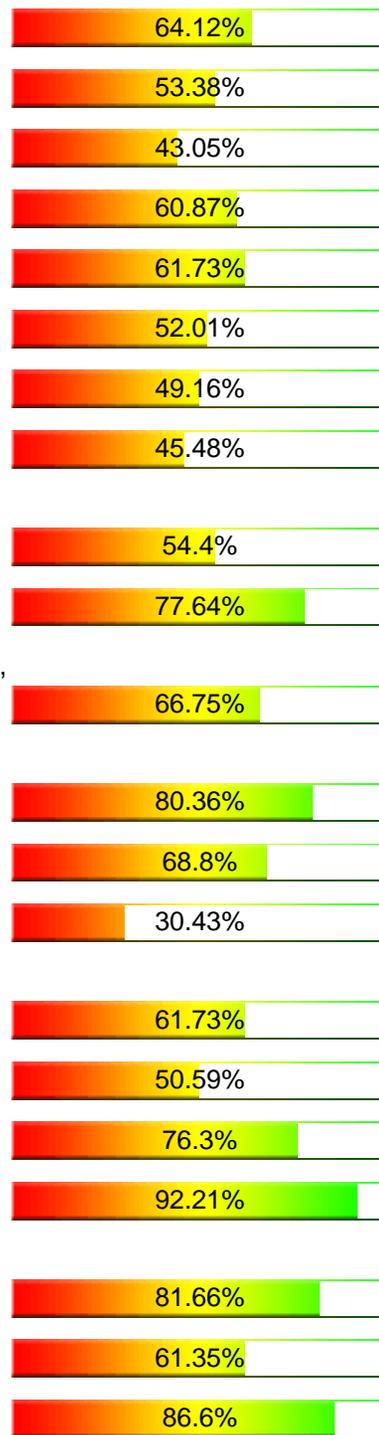
- 1) OA 001 Interpret a list of architectural terms associated with plan reading
- 2) OA 002 Identify different architectural line types
- 3) OA 003 Interpret specifications
- 4) OA 004 Determine overall dimensions
- 5) OA 005 Interpret various symbols
- 6) OA 006 Display an understanding of door and window schedules
- 7) OA 007 Identify mechanical, concrete, framing, and building procedures techniques as related to drawings

2) OB WORKFORCE ISSUES

- 1) OB 001 Demonstrate safe, careful use, treatment, and maintenance of tools, equipment, and machines
- 2) OB 002 Demonstrate knowledge of safety practices that relate to the construction industry

4) OD WORKPLACE SAFETY & HEALTH

- 1) OD 001 Demonstrate knowledge of first aid and CPR
- 2) OD 002 Demonstrate knowledge and understanding of bloodborne pathogens
- 3) OD 003 Apply appropriate first aid techniques
- 4) OD 004 Identify different types of chemical, biological, and physical hazards
- 5) OD 005 Identify the characteristics of a safe work site
- 6) OD 006 Identify OSHA's 1926.10 Construction Standards and who enforces OSHA Rules and Regulations in Kentucky
- 7) OD 007 Interpret MSDS sheets
- 8) OD 008 Identify the safe and proper use of the tools of the trade
- 9) OD 009 Demonstrate knowledge and understanding of OSHA 10-hour





## Assessment: Consumer and Family Management

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 2039

#### KOSSA Program Areas

– Consumer and Family Management

##### 1) OA MANAGEMENT OF INDIVIDUAL AND FAMILY RESOURCES



1) OA 1 Apply management, planning skills, and processes to organize tasks and responsibilities



2) OA 2 Examine how individuals and families make choices to satisfy needs and wants



##### 2) OB RELATIONSHIP OF THE ENVIRONMENT TO FAMILY AND CONSUMER RESOURCES



1) OB 1 Determine individual and family responsibility in relation to environmental trends and issues



##### 3) OC POLICIES THAT SUPPORT CONSUMER RIGHTS AND RESPONSIBILITIES



3) OC 3 Examine skills used in seeking information related to consumer rights



##### 5) OE INTERRELATIONSHIPS BETWEEN THE ECONOMIC SYSTEM AND CONSUMER ACTIONS



4) OE 4 Determine practices that allow families to maintain economic self-sufficiency



##### 6) OF MANAGEMENT OF FINANCIAL RESOURCES TO MEET THE GOALS OF INDIVIDUALS AND FAMILIES ACROSS THE LIFE SPAN



1) OF 1 Apply management principles to decisions about individuals and family insurance



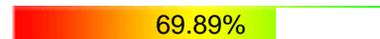
##### 7) OG FACTORS THAT IMPACT CONSUMER ADVOCACY



5) OG 5 Determine strategies to reduce the risk of consumer fraud



##### 8) OH FACTORS IN DEVELOPING A LONG-TERM FINANCIAL MANAGEMENT PLAN



1) OH 1 Explain the impact of the economic system on personal income, individual/family security, and consumer decisions



##### 9) OI RESOURCE CONSUMPTION FOR CONSERVATION AND WASTE MANAGEMENT PRACTICES



1) OI 1 Investigate sources and types of residential/commercial energy, waste

disposal, and pollution issues	26.92%
11) OK STRATEGIES TO MANAGE MULTIPLE, INDIVIDUAL, FAMILY, CAREER, COMMUNITY AND WORKPLACE SETTINGS	49.95%
3) OK 3 Analyze the potential impact of career path decisions on balancing work and family	62.68%
4) OK 4 Determine goals for life-long learning and leisure opportunities for all family members	37.22%
12) OL IMPACT OF INDIVIDUAL AND FAMILY PARTICIPATION IN COMMUNITY ACTIVITIES	60.74%
4) OL 4 Examine community resources and systems of formal/informal support available to individuals and families	73.22%
5) OL 5 Examine the impact of public policies, agencies, and institutions on the family	48.26%
13) OM IMPACT OF FAMILY AS A SYSTEM ON INDIVIDUALS AND SOCIETY	64.96%
3) OM 3 Examine global influences on today's families	70.23%
4) OM 4 Examine the role of family in teaching culture and traditions across the life span	59.34%
5) OM 5 Examine the role of family in developing independence, interdependence, and commitment of family members	35.41%
6) OM 6 Determine the impact of change and transitions over the life course	79.55%
7) OM 7 Explore the ways family and consumer sciences careers assist the works of the family	80.28%
14) ON APPRECIATION FOR DIVERSE PERSPECTIVES, NEEDS, AND CHARACTERISTICS OF INDIVIDUALS AND FAMILIES	47.52%
3) ON 3 Examine the impact of empathy for diversity on individuals in family and community settings	47.52%
15) OO FACTORS RELATED TO PROVIDING FAMILY AND COMMUNITY SERVICES	66.36%
1) OO 1 Examine local, state, and national agencies and informal support resources providing human services	59.39%
2) OO 2 Examine licensing laws and regulations that affect service providers and their participants	69.84%
16) OP CONDITIONS AFFECTING INDIVIDUALS AND FAMILIES WITH A VARIETY OF DISADVANTAGING CONDITIONS	96.17%
6) OP 6 Determine the appropriate support needed to address selected human service issues	96.17%
17) OQ SERVICES FOR INDIVIDUALS AND FAMILIES WITH A VARIETY OF	

DISADVANTAGING CONDITIONS



3) OQ 3 Cite coping, adjustment strategies, and stress management practices for the participant, caregiver, and family member



18) OR FUNCTIONS AND EXPECTATIONS OF VARIOUS TYPES OF RELATIONSHIPS



1) OR 1 Examine processes for building and maintaining interpersonal relationships



4) OR 4 Determine factors that contribute to healthy and unhealthy relationships



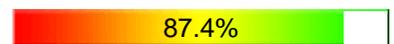
5) OR 5 Explore processes for handling unhealthy relationships



19) OS PERSONAL NEEDS AND CHARACTERISTICS AND THEIR IMPACT ON INTERPERSONAL RELATIONSHIPS



1) OS 1 Examine the impact of personal characteristics on relationships



3) OS 3 Examine the effect of self-esteem and self-image on relationships



4) OS 4 Determine the impact of life span events and conditions on relationships



5) OS 5 Explain the impact of personal standards and codes of conduct on interpersonal relationships



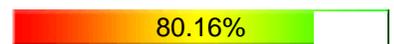
20) OT COMMUNICATION SKILLS THAT CONTRIBUTE TO POSITIVE RELATIONSHIPS



1) OT 1 Examine communication styles and their effects on relationships



2) OT 2 Examine barriers to communication in family and community settings



5) OT 5 Examine the roles and functions of communication in family and community settings



21) OU CONFLICT PREVENTION AND MANAGEMENT TECHNIQUES



3) OU 3 Assess community resources that support conflict prevention and management



## Assessment: Culinary and Food Services

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 1574

#### KOSSA Program Areas

##### – Culinary

##### 1) OA CAREER PATHS WITHIN FOOD PRODUCTION AND FOOD SERVICES INDUSTRIES



1) OA 1 Determine the roles and functions of individuals engaged in food production and services careers



3) OA 3 Examine education/training requirements and opportunities for career paths in food production and services



##### 2) OB FOOD SAFETY AND SANITATION PROCEDURES

2) OB 2 Employ food service management safety/sanitation program procedures



4) OB 4 Use Hazard Analysis Critical Control Point (HACCP) principles and procedures to minimize the risks of food-borne illness



8) OB 8 Examine current types and proper uses of cleaning materials and sanitizers



9) OB 9 Use Occupational Safety and Health Administrations (OSHA) Right to Know Law and Material Safety Data Sheets (MSDS) and explain their requirements in handling hazardous materials



11) OB 11 Demonstrate ability to maintain necessary records to document time and temperature control, maintenance of equipment, and other elements of food preparation, storage, and presentation



##### 3) OC SELECTING, USING, AND MAINTAINING FOOD PREPERATION EQUIPMENT

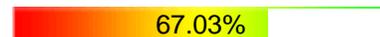
1) OC 1 Operate tools and equipment following procedures and OSHA requirements



2) OC 2 Maintain tools and equipment following safety procedures and OSHA requirements



3) OC 3 Demonstrate procedures for cleaning and sanitizing equipment



5) OC 5 Demonstrate procedures for storage of equipment and tools



##### 4) OD PLANNING MENU ITEMS BASED ON STANDARDIZED RECIPES TO MEET CUSTOMER NEEDS



2) OD 2 Apply menu planning principles to develop and modify menus	86.85%
5) OE COMMERCIAL PREPARATION FOR ALL MENU CATEGORIES TO PRODUCE A VARIETY OF FOOD PRODUCTS	58.51%
1) OE 1 Demonstrate skills in knife, tool, and equipment handling	78.27%
2) OE 2 Demonstrate a variety of cooking methods: roasting, baking, broiling, smoking, grilling, sauteing, frying, deep frying, braising, stewing, poaching, steaming, wokong, convection, microwaving, and other emerging technologies	54.26%
3) OE 3 Utilize weights and measures to demonstrate proper scaling and measurement technique	76.75%
6) OE 6 Prepare various stocks, soups, and sauces	46.89%
7) OE 7 Prepare various fruits, vegetables, starches, and farinaceous items	49.56%
10) OE 10 Prepare baked goods and desserts	45.36%
6) OF FOOD SERVICE PLANNING AND OPERATIONAL FUNCTIONS	58.39%
3) OF 3 Apply accounting principles in planning and forecasting profit and loss	58.39%
7) OG INTERNAL AND EXTERNAL CUSTOMER SERVICE	70.93%
3) OG 3 Examine the relationship between employees and customer satisfaction	78.91%
4) OG 4 Apply strategies for resolving complaints	62.96%
8) OH CAREER PATHS WITHIN FOOD SCIENCE, DIETETICS, AND NUTRITION INDUSTRIES	69.09%
1) OH 1 Determine the roles and functions of individuals engaged in food science, dietetics, and nutrition careers	61.75%
4) OH 4 Examine the impact of food science, dietetics, and nutrition occupations on local, state, national, and global economies	76.43%
9) OI NUTRITION PRINCIPLES, FOOD PLANS, PREPARATION TECHNIQUES, AND SPECIALIZED DIETARY PLANS	72.19%
3) OI 3 Assess principles to maximize nutrient retention in prepared foods	71.03%
5) OI 5 Critique the selection of foods to promote a healthy lifestyle	60.67%
6) OI 6 Categorize foods into exchange groups and plan menus, applying the exchange system to meet various nutrient needs	84.88%
10) OJ BASIC CONCEPTS OF NUTRITIONAL THERAPY	76.62%
4) OJ 4 Select appropriate nourishment based on nutritional needs	76.62%
11) OK USE OF TECHNOLOGY IN FOOD PRODUCT DEVELOPMENT AND MARKETING	88.25%
5) OK 5 Implement procedures that affect quality product performance	88.25%

12) OL FOOD SCIENCE, DIETETICS, AND NUTRITION MANAGEMENT PRINCIPLES AND PRACTICES



1) OL 1 Build menus to customer/client preferences



7) OL 7 Implement procedures that provide cost effective products



13) OM FACTORS THAT INFLUENCE NUTRITION AND WELLNESS PRACTICES ACROSS THE LIFE SPAN



3) OM 3 Examine the governmental, economic, and technological influences on food choices and practices



14) ON NUTRITIONAL NEEDS OF INDIVIDUALS AND FAMILIES IN RELATION TO HEALTH AND WELLNESS ACROSS THE LIFE SPAN



1) ON 1 Assess the effect of nutrients on health, appearance, and peak performance



2) ON 2 Research the relationship of nutrition and wellness to individual and family health throughout the life span



15) OO ABILITY TO ACQUIRE, HANDLE, AND USE FOODS TO MEET NUTRITION AND WELLNESS NEEDS OF INDIVIDUALS AND FAMILIES ACROSS THE LIFE SPAN



1) OO 1 Apply various dietary guidelines in planning to meet nutrition and wellness needs



2) OO 2 Design strategies that meet the health, nutrition, and requirements of individuals and families with special needs



17) OQ IMPACT OF SCIENCE AND TECHNOLOGY ON FOOD CONSUMPTION, SAFETY, AND OTHER ISSUES



10) OQ 10 Describe and explain the energy conversion process



## Assessment: Early Childhood Education

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 1442

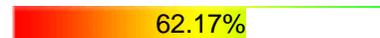
#### KOSSA Program Areas

##### – Early Childhood Education

##### 1) OA CAREER PATHS WITHIN EARLY CHILDHOOD EDUCATION AND SERVICES



##### 3) OA 3 Examine education/training requirements and opportunities for career paths in early childhood education and services



##### 4) OA 4 Examine the impact of early childhood education and service occupations on local, state, national, and global economies



##### 3) OC DEVELOPMENTALLY APPROPRIATE PRACTICES FOR EARLY CHILDHOOD EDUCATION AND SERVICES



##### 1) OC 1 Examine child development theories and their implications for educational and childcare practices



##### 2) OC 2 Determine a variety of assessment methods to observe and interpret children's growth and development



##### 3) OC 3 Consider cultural and environmental influences with assessing children's development



##### 4) OC 4 Determine special needs of children



##### 4) OD INTEGRATION OF CURRICULUM AND INSTRUCTION TO MEET CHILDREN'S DEVELOPMENTAL NEEDS AND INTERESTS



##### 2) OD 2 Implement learning activities in all curriculum areas that meet the developmental needs of children



##### 3) OD 3 Implement an integrated curriculum that incorporates a child's language, learning styles, home experiences, and cultural values



##### 4) OD 4 Demonstrate a variety of teaching methods to meet individual needs of children



##### 5) OD 5 Arrange learning centers that provide for children's exploration, discovery, and development



##### 6) OD 6 Establish activities, routines, and transitions

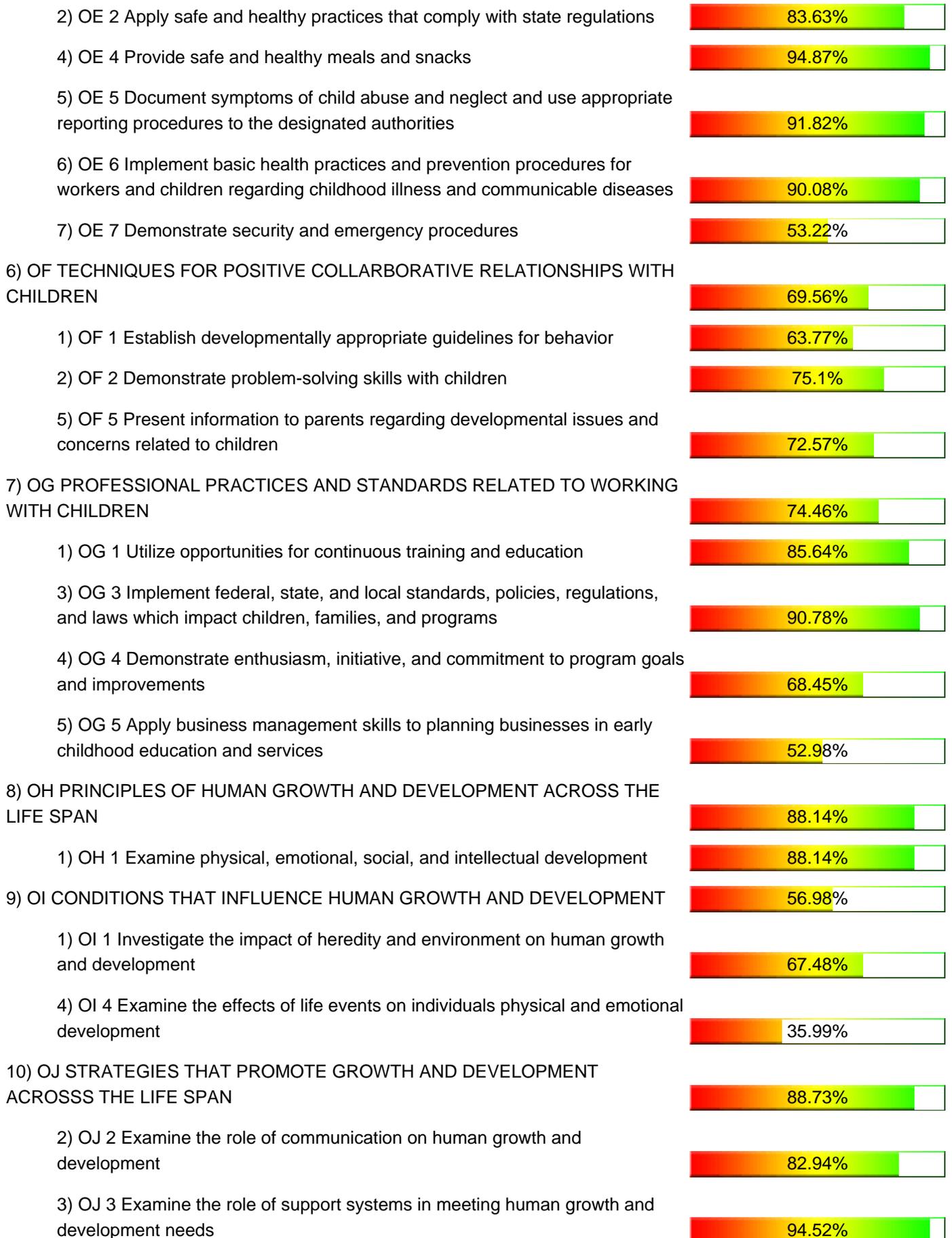


##### 5) OE SAFE AND HEALTHY LEARNING ENVIRONMENT FOR CHILDREN



##### 1) OE 1 Manage physical space to maintain a safe and healthy learning environment





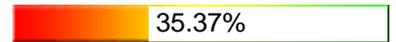
11) OK ROLES AND RESPONSIBILITIES OF PARENTING



1) OK 1 Examine parenting roles across the life span



3) OK 3 Determine consequences of parenting practices to the individual, family, and society



12) OL PARENTING PRACTICES THAT MAXIMIZE HUMAN GROWTH AND DEVELOPMENT



1) OL 1 Choose nurturing practices that support human growth and development



2) OL 2 Select communication strategies that promote positive self-esteem in family members



13) OM EXTERNAL SUPPORT SYSTEMS THAT PROVIDE SERVICES FOR PARENTS



1) OM 1 Assess community resources and services available to families



## Assessment: Engineering and Technology

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 1431

#### KOSSA Program Areas

– Engineering and Technology

##### 1) OA CHARACTERISTICS AND SCOPE OF TECHNOLOGY

1) OA 1 Nature of technology

2) OA 2 Rate of technological diffusion

##### 2) OB CORE CONCEPTS OF TECHNOLOGY

4) OB 4 Optimization and trade-offs

5) OB 5 Processes

##### 3) OC RELATIONSHIPS AMONG TECHNOLOGIES AND THE CONNECTIONS BETWEEN TECHNOLOGY AND OTHER FIELDS

2) OC 2 Innovation and invention

3) OC 3 Knowledge protection and patents

##### 4) OD CULTURAL, SOCIAL, ECONOMIC, AND POLITICAL EFFECTS OF TECHNOLOGY

3) OD 3 Ethical implications

##### 5) OE EFFECTS OF TECHNOLOGY ON THE ENVIRONMENT

1) OE 1 Conservation

3) OE 3 Monitor environment

4) OE 4 Alignment of natural and technological processes

5) OE 5 Reduce negative consequences of technology

##### 6) OF ROLE OF SOCIETY IN THE DEVELOPMENT AND USE OF TECHNOLOGY

3) OF 3 Factors affecting designs and demands of technologies

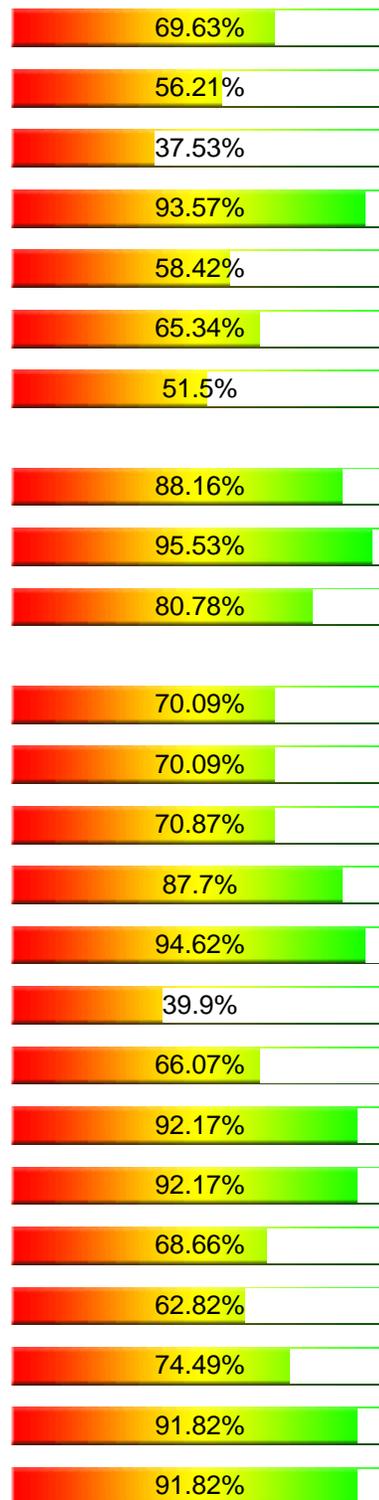
##### 7) OG INFLUENCE OF TECHNOLOGY ON HISTORY

2) OG 2 Dramatic changes in society

8) OG 8 The Industrial Revolution

##### 8) OH ATTRIBUTES OF DESIGN

4) OH 4 Requirements



9) OI ENGINEERING DESIGN	75.05%
1) OI 1 Design principles	73.31%
2) OI 2 Influence of personal characteristics	61.15%
3) OI 3 Prototypes	90.71%
10) OJ ROLE OF TROUBLESHOOTING, RESEARCH AND DEVELOPMENT, INVENTION, AND INNOVATIONS, AND EXPERIMENTING IN PROBLEM SOLVING	86.23%
1) OJ 1 Research and development	86.23%
11) OK APPLY DESIGN PROCESSES	75.35%
2) OK 2 Identify criteria and constraints	72.75%
3) OK 3 Refine the design	96.65%
4) OK 4 Evaluate the design	63.24%
6) OK 6 Reevaluate final solution(s)	68.76%
12) OL USE AND MAINTAIN TECHNOLOGICAL PRODUCTS AND SYSTEMS	64.68%
1) OL 1 Document and communicate processes and procedures	60.66%
5) OL 5 Use computers to communicate	68.69%
13) OM ASSESS THE IMPACT OF PRODUCTS AND SYSTEMS	85.36%
2) OM 2 Synthesize data to draw conclusions	89.66%
3) OM 3 Employ assessment techniques	81.06%
15) OO AGRICULTURAL AND RELATED BIOTECHNOLOGIES	71.91%
2) OO 2 Biotechnology	71.91%
16) OP ENERGY AND POWER TECHNOLOGIES	63.08%
1) OP 1 Law of Conservation of energy	55.97%
2) OP 2 Energy sources	48.43%
4) OP 4 Renewable and non-renewable forms of energy	84.84%
17) OQ INFORMATION AND COMMUNICATION	54.82%
2) OQ 2 Information and communication systems	60.03%
5) OQ 5 Many ways of communicating	49.62%
18) OR TRANSPORTATION TECHNOLOGIES	65.16%
4) OR 4 Positive and negative impacts of transportation systems	74.49%
5) OR 5 Transportation processes and efficiency	55.84%
19) OS MANUFACTURING TECHNOLOGIES	53.67%

2) OS 2 Materials



20) OT CONSTRUCTION TECHNOLOGIES



3) OT 3 Requirements



## Assessment: Environmental Science/Natural Resources Systems

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 327

#### KOSSA Program Areas

– Environmental Science and Natural Resources

##### 2) OB LAWS AND REGULATIONS

- 1) OB 1 Identify laws associated with environmental service systems
- 2) OB 2 Identify the purposes of laws associated with environmental service systems

##### 4) OD SOIL SCIENCE

- 2) OD 2 Differentiate rock types and relate the chemical composition of mineral matter in soils to the parent material
- 4) OD 4 Describe the biodiversity found in soil and the contribution of biodiversity to the physical and chemical characteristics of soil
- 7) OD 7 Explain how the physical qualities of the soil influence the infiltration and percolation of water
- 9) OD 9 Conduct tests of soil to determine it's use for environmental service systems
- 13) OD 13 Explain sustainability of land uses

##### 5) OE HYDROLOGY

- 2) OE 2 Describe characteristics of water that influence the biosphere and sustain life

##### 15) OO MAPPING LAND AND FACILITIES

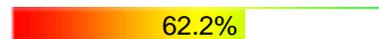
- 2) OO 2 Explain surveying/mapping principles and identify/explain the use of equipment for surveying and mapping

##### 16) OP EQUIPMENT MAINTENANCE

- 1) OP 1 Demonstrate proper use and maintenance of hand tools

##### 17) OQ NATURAL RESOURCE OVERVIEW

- 1) OQ 1 Identify natural resources
- 2) OQ 2 Differentiate between renewable and nonrenewable natural resources
- 4) OQ 4 Define ecosystem and related terms
- 5) OQ 5 Describe the interdependence of organisms within an ecosystem



18) OR NATURAL RESOURCE CLASSIFICATION	50%
1) OR 1 Describe morphological characteristics used to identify trees and other woody plants	32.42%
2) OR 2 Identify trees and other woody plants	48.22%
4) OR 4 Describe morphological characteristics used to identify herbaceous plants	88.99%
5) OR 5 Identify herbaceous plants	33.94%
20) OT CARTOGRAPHIC SKILLS	70.18%
1) OT 1 Demonstrate how to use maps to identify directions, features, calculate actual distance, and determine the elevations of points	47.4%
3) OT 3 Employ Global Positioning System and Geographic Information Systems technologies to inventory features in natural resource management	92.97%
21) OU EVALUATE RESOURCES	52.91%
3) OU 3 Conduct resource inventories and population studies to assess resource status	52.91%
22) OV NATURAL RESOURCE ENHANCEMENT	45.46%
4) OV 4 Identify characteristics of a healthy forest	51.99%
13) OV 13 Identify natural resource characteristics desirable for recreational purposes	32.42%
24) OX ECOLOGICAL CONCEPTS	69.24%
2) OX 2 Diagram biogeochemical cycles and explain the processes	67.89%
14) OX 14 Give examples of primary succession and secondary succession species in a community of organisms	93.58%
22) OX 22 Describe sources of pollution and define between point and nonpoint source pollution	77.68%
23) OX 23 Describe the impact of pollution on natural resources	53.52%
24) OX 24 Create and implement a plan to prevent or limit the effects of pollution on natural resources	53.52%
25) OY NATURAL RESOURCES PRODUCTION AND HARVEST	42.81%
1) OY 1 Describe forest harvesting methods	14.37%
3) OY 3 Harvest forest products according to principles of sustainable forest management	44.04%
8) OY 8 Describe techniques used in the harvesting of wildlife	68.81%
26) OZ FIRE MANAGEMENT	56.88%
1) OZ 1 Differentiate between desirable and undesirable fires and prepare a	

report on the role fire plays in an ecosystem



28) OAB INSECT INFESTATIONS



1) OAB 1 Identify harmful and beneficial insects and signs of insect damage to natural resources



## Assessment: Fashion and Interior Design

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 179

#### KOSSA Program Areas

– Fashion and Interior Design

##### 1) OA CAREER PATHS WITHIN THE FASHION AND INTERIORS DESIGN INDUSTRIES

1) OA 1 Determine the roles and functions of individuals engaged in fashion and interior design careers

58.66%

62.99%

58.94%

2) OA 2 Explore opportunities for employment and entrepreneurial endeavors

89.94%

3) OA 3 Examine education/training requirements and opportunities for career paths in fashion and interior design

44.13%

##### 2) OB PROCEDURES FOR BUSINESS PROFITABILITY AND CAREER SUCCESS

1) OB 1 Examine legislation, regulations, and public policy affecting the textiles/apparels and housing, interiors, and furnishings industry

20.67%

2) OB 2 Examine personal/employer responsibilities and liabilities regarding industry-related safety, security, and environmental factors

56.42%

4) OB 4 Demonstrate procedures for reporting and handling accidents, safety, and security incidents

55.87%

6) OB 6 Maintain receipts and disbursement records

79.33%

10) OB 10 Demonstrate knowledge of the arts, various resources, and cultural impact upon fashion and interior design industries

79.33%

##### 3) OC HOUSING DECISIONS IN RELATION TO AVAILABLE RESOURCES AND OPTIONS

1) OC 1 Determine the principles and elements of design

62.2%

51.96%

2) OC 2 Determine the psychological impact that the principles and elements of design have on the individual

63.69%

3) OC 3 Determine the effects that the principles and elements of design have on aesthetics and function

70.95%

##### 4) OD HOUSING, INTERIOR FURNISHINGS, AND PRODUCTS MEETING SPECIFIC DESIGN NEEDS

1) OD 1 Research product information, including but not limited to floor coverings, wall coverings, textiles, window treatments, furniture, lighting fixtures, kitchen/bath fixtures, equipment, accessories, and building materials

52.29%

51.12%

2) OD 2 Select manufacturers, products, and materials and consider care, maintenance, safety, and environmental issues	
3) OD 3 Review measuring, estimating, ordering, purchasing, and pricing skills	
5) OE REQUIRED COMPUTER-AIDED DRAFTING DESIGN, BLUEPRINT READING, AND SPACE PLANNING SKILLS	
1) OE 1 Read information provided on blueprints	
2) OE 2 Examine floor plans for efficiency and safety in areas including but not limited to zones, traffic patterns, storage, electrical, and mechanical systems	
3) OE 3 Draw an interior space to scale, using correct architecture symbols and drafting skills	
4) OE 4 Arrange furniture placement with reference to principles of design, traffic flow, activity, and existing architectural features	
5) OE 5 Utilize applicable building codes, universal guidelines, and regulations in space planning	
6) OF INFLUENCES ON ARCHITECTURAL AND FURNITURE DESIGN AND DEVELOPMENT	
2) OF 2 Consider how prosperity, mass production, and technology are related to the various periods	
3) OF 3 Examine the development of architectural styles throughout history	
7) OG CLIENTS NEEDS, GOALS, AND RESOURCES IN CREATING DESIGN PLANS	
1) OG 1 Assess human needs, safety, space, and technology as they relate to housing and interiors design goals	
2) OG 2 Assess community, family, and financial resources needed to achieve clients housing and interior goals	
3) OG 3 Assess a variety of available resources for housing and interior design	
8) OH DESIGN IDEAS THROUGH VISUAL PRESENTATION	
1) OH 1 Select appropriate studio tools	
3) OH 3 Prepare visual presentations including legends, keys, and schedules	
9) OI FIBER AND TEXTILES MATERIALS	
2) OI 2 Determine performance characteristics of fiber and textiles	
10) OJ APPAREL AND TEXTILES DESIGN SKILLS	
1) OJ 1 Examine ways in which fabric, texture, and pattern can affect visual appearance	
2) OJ 2 Apply basic and complex color schemes/color theory to develop and enhance visual effects	

5) OJ 5 Implement design that takes into consideration ecological, environmental, sociological, psychological, technical, and economic trends and issues



11) OK SKILLS NEEDED TO PRODUCE, ALTER, OR REPAIR TEXTILES PRODUCTS AND APPAREL



1) OK 1 Use a variety of equipment, tools, and supplies for apparel and textiles construction, alteration, and repair



12) OL ELEMENTS OF TEXTILES AND APPAREL MERCHANDISING



2) OL 2 Assess the cost of constructing, manufacturing, altering, or repairing textiles products



## Assessment: Financial Services

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 663

#### KOSSA Program Areas

##### – Financial Services

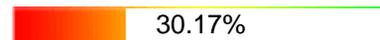
###### 1) OA GENERALLY ACCEPTED ACCOUNTING PRINCIPLES



###### 5) OA 5 Identify the components of a negotiable instrument



###### 2) OB BANK PRODUCTS AND SERVICES



###### 6) OB 6 Describe the check clearing system



###### 3) OC KEYBOARDING/DATA ENTRY SKILLS



###### 1) OC 1 Demonstrate proficient speed and accuracy in use of numeric keypad



###### 2) OC 2 Demonstrate proficient speed and accuracy in use of keyboard



###### 4) OD SOFTWARE APPLICATIONS



###### 1) OD 1 Produce documents integrating current word processing, database, and spreadsheet files



###### 2) OD 2 Create worksheets using spreadsheet commands, functions, and formulas



###### 5) OE MARKETING SKILLS



###### 1) OE 1 Develop and utilize cross-selling skills



###### 2) OE 2 Utilize resources available to answer customer questions in person or by telephone



###### 3) OE 3 Greet and assist customers



###### 6) OF SAFETY AND SECURITY PROCEDURES



###### 1) OF 1 Know the importance of securing cash and cash items



###### 2) OF 2 Identify valid currency



###### 4) OF 4 Understand the importance of audits and regulations



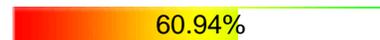
###### 7) OG BANKING OPERATIONS



###### 3) OG 3 Open, close, and reconcile teller stations



###### 4) OG 4 Understand debits and credits



###### 5) OG 5 Verify cash transactions



6) OG 6 Provide customers with their account information	65.31%
7) OG 7 Reconcile accounts with statements	46.3%
8) OG 8 Verify interest on accounts	35.9%
9) OG 9 Prepare customer deposit slips	53.19%
10) OG 10 Prepare cash in and cash out tickets	72.4%
11) OG 11 Process cash and checks for deposit	38.16%
12) OG 12 Process check with cash return for deposit	54.75%
13) OG 13 Recognize negotiable instruments	66.67%
15) OG 15 Receive loan application	91.25%
16) OG 16 Process loan requests	78.05%
17) OG 17 Accept loan payments	49.77%
18) OG 18 Understand the loan collection process	77.98%

## Assessment: Food Science & Processing System

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 71

#### KOSSA Program Areas

– Food Science & Processing System

##### 1) OA FOOD SCIENCE TRENDS



1) OA 1 Discuss the history and describe /explain the components (e.g., processing, distribution, byproducts) of the food products and processing industry



##### 2) OB REGULATORY GROUPS AND LAWS



1) OB 1 Explain the purpose of agencies (i.e. ,USDA, FDA, WHO) that are part of/or regulate the food products and processing industry



4) OB 4 Explain the importance and usage of industry standards in food products and processing



##### 4) OD HAZARD ANALYSIS AND CRITICAL POINT (HACCP)



1) OD 1 Describe contamination hazards and outline procedures to eliminate possible contamination hazards (e.g., physical, chemical, biological) associated with food products and processing



##### 5) OE SAFETY AND SANITATION



1) OE 1 Explain techniques and procedures for the safe handling of food products



2) OE 2 Evaluate food product handling procedures



5) OE 5 Perform quality assurance tests on food products



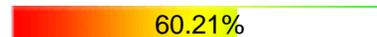
8) OE 8 Explain the importance of microbiological tests in food product preparation, listing common spoilage and pathogenic microorganisms



9) OE 9 Conduct and interpret microbiological tests for foodborne pathogens and implement corrective procedures



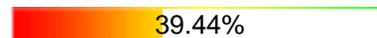
##### 7) OG SCIENCE APPLICATION



4) OG 4 Explain the application of chemistry to food science



5) OG 5 Explain how the chemical and physical properties of foods influence nutritional value and eating quality



6) OG 6 Determine the chemical and physical properties of food products



7) OG 7 Explain the Food Guide Pyramid in relation to essential nutrients for

the human diet	57.75%
11) OG 11 Compare and contrast food constituents and their relative value to product taste and appearance	52.11%
12) OG 12 Analyze food products to identify food constituents	69.01%
14) OG 14 Describe the purpose of common food additives	67.61%
17) OG 17 Explain the required components of a food label	36.62%
20) OG 20 Plan and create a new food product	64.79%
21) OG 21 Perform sensory testing and marketing functions to characterize and determine consumer preference and market potential	87.32%
8) OH HARVESTING, SELECTION, AND INSPECTION	79.58%
7) OH 7 Identify and describe accepted animal treatment and harvesting techniques	83.1%
10) OH 10 Describe the importance of pre-mortem and post-mortem inspections of animals for harvest	76.06%
9) OI EVALUATION OF FOOD PRODUCTS	61.03%
1) OI 1 Identify and describe foods derived from meat, egg, poultry, fish, and dairy products	74.65%
3) OI 3 Evaluate, grade, and classify processed meat, egg, poultry, fish, and dairy products	67.61%
5) OI 5 Discuss desirable qualities of fruit and vegetable products	40.85%
10) OJ FOOD PROCESSING	49.44%
4) OJ 4 Explain methods and materials for processing foods for sale as fresh food products	32.39%
7) OJ 7 Identify methods of food preservation and give examples of foods preserved by each method	42.25%
8) OJ 8 Explain the processes of food preservation methods	52.11%
10) OJ 10 Explain techniques for preparing ready-to-eat food products	35.21%
13) OJ 13 Explain materials and methods of food packaging and presentation	73.24%
16) OJ 16 Identify and explain storage conditions to preserve product quality	55.63%
18) OJ 18 Compare and contrast foods stored under varying conditions for quality, shelf life, and intended use	56.34%

**Assessment:** Horticulture

**Standard Set:** KOSSA Program Areas

**Filters:**

- All Standards
- Accumulating results

**Number tested:** 1834

**KOSSA Program Areas**

30) Hort	43.38%
1) OA DEVELOP AND IMPLEMENT A CROP MANAGEMENT PLAN FOR A GIVEN PRODUCTION GOAL THAT ACCOUNTS FOR ENVIRONMENTAL FACTORS	43.37%
1) OA1 Describe the proper methods to collect soil samples	80.75%
2) OA2 Analyze fertility and pH based on soil sample results	38.58%
4) OA4 Analyze site according to soil type, slope, and drainage	57.77%
5) OA5 Differentiate the function of various growing media components	34.57%
6) OA6 Determine the optimal air, temperature, and water conditions for plant growth	34.27%
7) OA7 Describe plant responses to light color, intensity and duration	32.99%
2) OB APPLY THE PRINCIPLES OF CLASSIFICATION, PLANT ANATOMY AND PLANT PHYSIOLOGY TO PLANT PRODUCTION AND MANAGEMENT	44.23%
4) OB4 Describe the components, types, and functions of plant leaves	56.82%
7) OB7 Analyze the life cycle of plant growth/development from seed to seed (e.g., annual, biannual, perennial)	40.57%
8) OB8 Explain requirements necessary for photosynthesis to occur and identify the products and byproducts of photosynthesis	28.03%
9) OB9 Explain factors that affect cellular respiration and identify the products and byproducts of cellular respiration	51.53%
3) OC PROPAGATE, CULTURE AND HARVEST PLANTS AND PLANT PRODUCTS BASED ON CURRENT INDUSTRY STANDARDS	39.86%
2) OC2 Describe processes for servicing equipment according to manufacturer's recommendations	70.67%
3) OC3 Compare and contrast methods of plant propagation (e.g., tissue culture, grafting, layering, cutting, stolonizing)	33.02%
4) OC4 Differentiate various watering technologies and methods	64.45%
5) OC5 Determine proper techniques to control and manage plant growth through mechanical, cultural, and chemical means	33.62%
7) OC7 Examine the importance of macronutrients and micronutrients to plant	

growth		26.44%
8) OC8 Identify major local weeds, insect pests and infectious and noninfectious plant diseases in horticultural crops		28.08%
9) OC9 Predict pest and diseases problems based on environmental conditions and life cycles		38.33%
10) OC10 Outline pest control strategies associated with integrated pest management		39.44%
11) OC11 Explain safe handling and application of chemicals		52.56%
5) OE EFFECTIVELY UTILIZE BUSINESS/MARKETING STRATEGIES TO DEVELOP A SUCCESSFUL OPERATION		50.48%
1) OE1 Discuss how imports and exports impact the horticulture markets in the US and abroad		23.06%
2) OE2 Interpret how horticulture crop production varies based on geographic location within Kentucky and the US, and economic impact therein		31.68%
3) OE3 Distinguish roles and responsibilities of state and federal government agencies as they impact horticulture businesses		74.59%
4) OE4 Examine the impact of environmental issues on horticulture production (e.g., surface or ground water, government regulations, chemical residue, runoff, water testing)		66.9%
5) OE5 Assess methods to determine target audience and products for a horticulture business		92.2%
6) OE6 Outline the types of fixed and variable costs in horticulture production		58.02%
7) OE7 Develop production, maintenance and harvest schedules for horticulture crops		28.68%

## Assessment: Hospitality Services

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 42

#### KOSSA Program Areas

– Hospitality Services

##### 1) OA CAREER PATHS WITHIN THE FACILITIES MANAGEMENT AND MAINTENANCE AREAS



1) OA 1 Determine the roles and functions of individuals engaged in facilities management and maintenance careers



3) OA 3 Examine education and training requirements and opportunities for career paths in facilities management and maintenance



##### 2) OB PLANNING, ORGANIZING, AND MAINTAINING AN EFFICIENT HOUSEKEEPING OPERATION



5) OB 5 Perform cleaning based on established standards



##### 3) OC SANITATION PROCEDURES FOR A CLEAN AND SAFE ENVIRONMENT



2) OC 2 Examine the various types of cleaning methods and their environmental effects



3) OC 3 Examine federal and state regulations regarding the handling, use, and storage of chemicals



5) OC 5 Execute a pest control system appropriate for the facility



7) OC 7 Apply the Americans with Disability Act (ADA) regulations



##### 4) OD HAZARDOUS MATERIALS AND WASTE MANAGEMENT PROCEDURES



4) OD 4 Record hazardous situations accurately and communicate to appropriate authorities



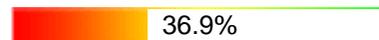
7) OD 7 Describe and explain chemical reactions related to contamination



##### 5) OE WORK ENVIRONMENT THAT PROVIDES SAFETY AND SECURITY



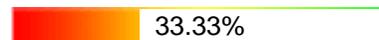
3) OE 3 Demonstrate safe procedures in the use, care, and storage of equipment



4) OE 4 Apply safety and security procedures as required by Occupational Safety and Health Administration (OSHA) and other agencies



##### 6) OF APPROPRIATE LAUNDERING PROCESSES



2) OF 2 Demonstrate laundry procedures



7) OG FACILITIES MANAGEMENT FUNCTIONS	38.1%
1) OG 1 Demonstrate quality customer service which exceeds expectations	64.29%
7) OG 7 Implement inventory procedures and maintain receipts and disbursement records	50%
8) OG 8 Apply accounting principles in planning and forecasting profit and loss	23.81%
9) OG 9 Implement a marketing plan	14.29%
8) OH CAREER PATH WITHIN THE HOSPITALITY, TOURISM, AND RECREATION INDUSTRIES	61.31%
1) OH 1 Determine the roles and functions of individuals engaged in hospitality, tourism, and recreation careers	59.52%
2) OH 2 Examine education and training requirements and opportunities for career paths in hospitality, tourism, and recreation	78.57%
3) OH 3 Examine the impact of hospitality, tourism, and recreation occupations on local, state, national, and global economies	47.62%
9) OI PROCEDURES APPLIED TO SAFETY, SECURITY, AND ENVIRONMENTAL ISSUES	66.67%
1) OI 1 Examine the importance of safety, security, and environmental issues related to the hospitality, tourism, and recreation industries	33.33%
2) OI 2 Demonstrate ability to ensure customer safety	100%
3) OI 3 Manage evacuation plans and emergency procedures	66.67%
10) OJ CONCEPTS OF SERVICE TO MEET CUSTOMER EXPECTATIONS	65.87%
1) OJ 1 Practice service methods which exceed the expectations of customers	71.43%
3) OJ 3 Employ strategies for resolving complaints	47.62%
5) OJ 5 Measure the impact customer relations have on the needs of special populations	78.57%
11) OK PRACTICES AND SKILLS INVOLVED IN LODGING OCCUPATIONS	58.5%
1) OK 1 Demonstrate front desk skills	61.9%
2) OK 2 Perform cash handling, accounting, and financial transactions	100%
3) OK 3 Manage convention, meeting, and banquet support functions	40.48%
4) OK 4 Apply basic skills in food and catering services	42.86%
5) OK 5 Manage use, care, maintenance, and storage of equipment, tools, and supplies	59.52%
7) OK 7 Apply time and work management to facility services tasks	50%
8) OK 8 Perform appropriate work roles within the sales and marketing division	54.76%

12) OL PRACTICES AND SKILLS FOR TRAVEL RELATED SERVICES



1) OL 1 Examine geography, climate, sites, and time zones of various regions and countries



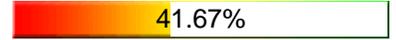
4) OL 4 Assemble information needed for domestic and international travel



5) OL 5 Produce travel documents and itineraries



13) OM MANAGEMENT OF RECREATION, LEISURE, AND OTHER PROGRAMS AND EVENTS



2) OM 2 Design themes, time lines, budgets, agendas, and itineraries



5) OM 5 Demonstrate skills related to promoting and publicizing events



## Assessment: Manufacturing

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 1632

#### KOSSA Program Areas

##### – Manufacturing

###### 1) OA MATH AND MEASUREMENT

2) OA 002 Match measurement activities to manufacturing processes

3) OA 003 Select and use appropriate measurement techniques and instruments

4) OA 004 Demonstrate proper general measurement techniques

###### 2) OB WORKPLACE SAFETY AND HEALTH

1) OB 001 Complete forms and paperwork as required

2) OB 002 Wear protective safety clothing as required

3) OB 003 Maintain and use protective guards and equipment on machinery

4) OB 004 Handle and store flammable materials appropriately

5) OB 005 Use electrical devices correctly and safely

6) OB 006 Prevent spontaneous ignition by practicing proper waste disposal habits

7) OB 007 Keep marked aisles clear of equipment and materials

8) OB 008 Interpret and display MSDS sheets as required

9) OB 009 Operate equipment in a safe, prescribed manner

###### 3) OC QUALITY ASSURANCE

3) OC 003 Apply problem-solving system

6) OC 006 Define international quality standards and systems such as ISO/QS 9000

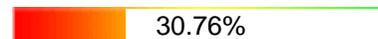
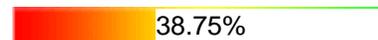
###### 4) OD BLUEPRINT READING

1) OD 001 Define basic blueprint terminology

2) OD 002 Interpret commonly used abbreviations and terminology

3) OD 003 Identify types of lines within a drawing

###### 5) OE WORKPLACE SKILLS



1) OE 001 Demonstrate safe, careful use, treatment and maintenance of tools, equipment, and machines



## Assessment: Marketing

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 1205

#### KOSSA Program Areas

##### – Marketing

##### 1) OA ECONOMIC PRINCIPLES AND FUNDAMENTAL MARKETING CONCEPTS

1) OA 1 Distinguish between economic goods and services

6) OA 6 Describe the concept of price

13) OA 13 Explain factors affecting pricing decisions (e.g., cost, competition, economic factors)

##### 2) OB BUSINESS, MANAGEMENT, AND ENTREPRENEURIAL CONCEPTS

1) OB 1 Explain the social responsibility (e.g., environmental issues, ethical decisions, community involvement) of business in society

2) OB 2 Describe types of business activities (e.g., market research, financial analysis, marketing, human resources)

3) OB 3 Explain the seven marketing functions (e.g., distribution, pricing, selling, promotion)

6) OB 6 Calculate net sales

7) OB 7 Explain the role of management (e.g., planning, organizing, controlling) in business

8) OB 8 Explain the use of various business records (i.e., income statement, balance sheet, sales records, employment records)

9) OB 9 Analyze the types of business ownership (e.g., sole proprietorship, partnership, corporation)

10) OB 10 Analyze the effect business trends have on decision making

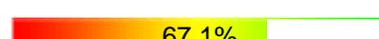
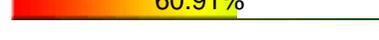
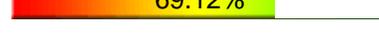
11) OB 11 Analyze the types of business risk (e.g. economic, human, and natural)

12) OB 12 Explain ways to handle business risk (i.e., risk prevention & control, risk transfer, risk retention, risk avoidance)

##### 3) OC LOGISTICS OF GOODS AND SERVICES

1) OC 1 Demonstrate a customer-service mindset as it relates to marketing activities (e.g., distribution, sales, management)

3) OC 3 Identify the channels of distribution members (e.g., manufacturer,



wholesaler, retailer)	59.29%
5) OC 5 Identify, prepare, and explain the use of invoices	83.24%
6) OC 6 Explain the receiving process (e.g., receiving, checking, marking)	80.08%
7) OC 7 Explain the transportation systems and services used in distribution (e.g., motor, rail, water, air)	59.67%
<b>4) OD MARKETING AND DATA ANALYSIS</b>	<b>52.32%</b>
1) OD 1 Describe how marketing information is used in business decisions	71.95%
3) OD 3 Explain the concept of target markets and market segmentation (e.g., demographics, psychographics, geographics)	32.7%
<b>5) OE CONSUMER RIGHTS</b>	<b>67.28%</b>
1) OE 1 Compare and contrast warranties and guarantees	53.44%
2) OE 2 Identify consumer protection agencies (e.g., Federal Trade Commission, Better Business Bureau, and Consumer Product Safety Commission) and explain their services	75.27%
3) OE 3 Explain the concept of product mix	67.22%
4) OE 4 Describe factors (e.g., features/benefits, price/quality, competition) used by marketers to position product/business	73.2%
<b>6) OF ADVERTISING AND PROMOTION</b>	<b>76.72%</b>
1) OF 1 Explain the concept of branding	80.25%
3) OF 3 Explain the role of promotion as a marketing function	73.2%
<b>7) OG IMPACT OF SALES AND MARKETING ON PURCHASING DECISIONS</b>	<b>68.28%</b>
2) OG 2 Explain the role of customer service as a component of selling relationships	56.51%
4) OG 4 Acquire product information (e.g., labels, manufacturer, product manuals) used in selling	87.3%
6) OG 6 Explain the steps of the selling process (e.g., approach, determine needs, wants, present product)	57.76%
8) OG 8 Identify customer buying motives used in selling	57.34%
10) OG 10 Explain techniques used to convert customer/client objections into selling points	72.03%
12) OG 12 Explain the benefits of suggestion selling	78.76%

## Assessment: Production Crop

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 36

#### KOSSA Program Areas

– Production Crop

##### 1) OA BASIC PLANT SCIENCE CONCEPTS AND SKILLS

7) OA 7 Utilize appropriate variety selection techniques

8) OA 8 Demonstrate ability to read and utilize seed tag information

9) OA 9 Demonstrate acceptable agronomic practices (e.g., seeding rates, plant spacing, planting dates)

10) OA 10 Identify appropriate seed bed preparation techniques (e.g., no-till, conventional-till, rotations)

11) OA 11 Identify appropriate techniques for harvesting and storage of crops

12) OA 12 Understand plant growth requirements

##### 2) OB INDUSTRY RESOURCES

1) OB 1 Apply use of related electronic technology (e.g., email, computer applications, GPS, precision farming)

2) OB 2 Interpret the input of local, state, national, and international economy to production agriculture

3) OB 3 Maintain awareness of current trends in production agriculture through industry associations, trade journals, and Internet resources

##### 3) OC FARM BUSINESS MANAGEMENT PRACTICES

1) OC 1 Apply effective record keeping skills including financial records

2) OC 2 Demonstrate knowledge of budgeting and cash flow

3) OC 3 Understand requirements and sources of credit

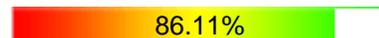
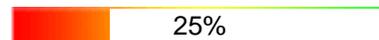
4) OC 4 Understand procedures related to buying, leasing, and renting land and/or equipment

5) OC 5 Understand issues related to tax records and filing taxes

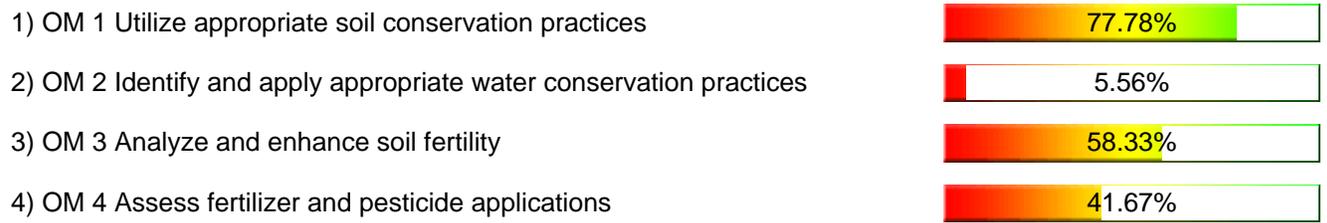
##### 4) OD MARKETING AND SALES STRATEGIES

1) OD 1 Maintain an awareness of world trade issues (e.g., GMOs, drought, trade agreements)

2) OD 2 Maintain an awareness of strategies relating to futures, forward cash



contracts, and storage	58.33%
4) OD 4 Explore marketing resources (e.g., marketing clubs, extension programs, brokers, consultants)	69.44%
6) OD 6 Develop and interpret marketing plans	58.33%
5) OE AGRICULTURAL MATHEMATICS SKILLS	50%
3) OE 3 Calculate area and volume measurements (e.g., acreage, storage, stocking)	63.89%
4) OE 4 Calculate fertilizer analysis	36.11%
6) OF EFFECTIVE LABOR MANAGEMENT TECHNIQUES	83.33%
1) OF 1 Demonstrate an understanding of the issues related to utilizing immigrant labor	83.33%
7) OG MONITOR AND CONTROL HEALTH, DISEASES, AND PESTS	61.11%
1) OG 1 Demonstrate effective pest management practices	86.11%
2) OG 2 Recognize common plant diseases	36.11%
3) OG 3 Apply appropriate prevention techniques and treatments of plant diseases	58.33%
4) OG 4 Utilize understanding of plant nutrition in the management and prevention of diseases	63.89%
8) OH APPROPRIATE PRODUCTION TECHNIQUES	61.11%
1) OH 1 Utilize appropriate production techniques for crops (e.g., corn, soybeans, tobacco, forage)	61.11%
9) OI MANAGEMENT SAFETY PRACTICES	75%
1) OI 1 Follow anti-theft and security procedures	97.22%
2) OI 2 Identify hazardous substances in the workplace	63.89%
3) OI 3 Identify immediate and real cost of an accident	52.78%
10) OJ GOVERNMENT AND LEGAL ISSUES	88.89%
2) OJ 2 Demonstrate an understanding of agricultural law (e.g., border disputes, incorporation, liability issues, injury claims, attractive nuisance, farming in populated areas)	88.89%
11) OK INDUSTRY-RELATED TERMINOLOGY AND IDENTIFICATION SYSTEMS	54.63%
1) OK 1 Identify common agronomic plants, grains, feeds, and seeds	66.67%
3) OK 3 Use appropriate agricultural terminology	48.61%
13) OM BEST MANAGEMENT PRACTICES AS RELATES TO AGRICULTURAL ENVIRONMENTAL ISSUES	52.22%



## Assessment: Retail Services

### Standard Set: KOSSA Program Areas

#### Filters:

- All Standards
- Accumulating results

Number tested: 237

#### KOSSA Program Areas

– Retail Services

##### 2) OB CUSTOMER SERVICE RELATIONS

- 1) OB 1 Honor manufacturers warranties/guarantees
- 2) OB 2 Adhere to company return policy
- 3) OB 3 Balance responsive phone service with in-store service
- 4) OB 4 Identify the purpose of using personalized business cards
- 5) OB 5 Explain the purpose of special orders

##### 3) OC SALES PROMOTION

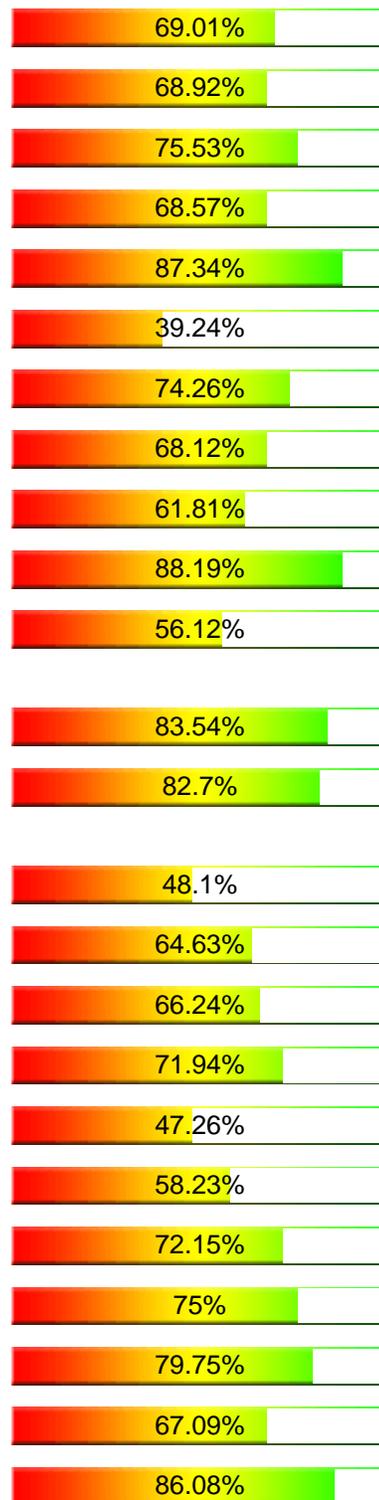
- 1) OC 1 Identify the impact of advertising and promotions on sales
- 2) OC 2 Handle customer returns; transform into new sales
- 4) OC 4 Convert phone calls into sales
- 5) OC 5 Encourage customer to open credit accounts and purchase gift certificates
- 6) OC 6 Acquire and apply product knowledge
- 7) OC 7 Handle customer objections (e.g., boomerang, superior point, demonstration)

##### 4) OD SALE CLOSURE

- 1) OD 1 Handle transactions and related paperwork
- 2) OD 2 Inform customer of return/exchange policy
- 3) OD 3 Open, maintain, and close cash register
- 4) OD 4 Package merchandise properly
- 5) OD 5 Assure that shipping/mailings/deliveries are handled properly

##### 5) OE STOCK HANDLING AND INVENTORY CONTROL

- 1) OE 1 Check in merchandise against paperwork
- 3) OE 3 Review stock and re-stock as appropriate
- 5) OE 5 Participate in periodic inventory process (i.e., physical or perpetual)





## Assessment: Transportation

### Standard Set: KOSSA Program Areas

#### Filters:

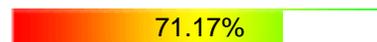
- All Standards
- Accumulating results

Number tested: 888

#### KOSSA Program Areas

– Transportation

##### 1) OA COMMUNICATION AND TEAMWORK



1) OA 001 Apply principles of interpersonal skills and team work to transportation situations



##### 2) OB MATH AND MEASUREMENT

3) OB 003 Demonstrate proper general measurement techniques



4) OB 004 Demonstrate competencies in technical mathematics and in the use of applicable measuring tools and techniques



##### 3) OC WORKPLACE SAFETY AND HEALTH

1) OC 001 Complete forms and paperwork as required



2) OC 002 Wear protective safety clothing as required



3) OC 003 Maintain and use protective guards and equipment on machinery



4) OC 004 Identify, handle, and store flammable and hazardous materials appropriately



5) OC 005 Use electrical devices correctly and safely



6) OC 006 Practice proper waste disposal habits



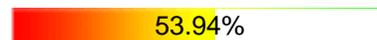
7) OC 007 Keep aisles clear of equipment and materials



8) OC 008 Read and apply MSDS sheets



9) OC 009 Operate equipment in a safe prescribed manner



10) OC 010 Follow established safety procedures when around machinery or equipment



12) OC 012 Operate hand tools in a safe prescribed manner



13) OC 013 Know location of power shut off controls for all machinery and equipment



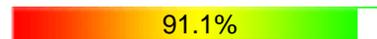
14) OC 014 Report safety malfunctions to appropriate personnel



15) OC 015 Inspect material, equipment, and fixtures to determine defects



16) OC 016 Determine weight and operating limits of equipment



17) OC 017 Perform periodic checks during operation to assure proper function	86.94%
20) OC 020 Demonstrate the ability to apply continuous quality improvement to transportation processes	69.48%
4) OD PROBLEM SOLVING	66.61%
2) OD 002 Determine causes of the problem	86.49%
3) OD 003 Apply problem-solving system	46.73%
5) OE QUALITY ASSURANCE	61.82%
1) OE 001 Demonstrate compliance with manufacturers required specifications and/or industry standards	84.57%
2) OE 002 Identify how quality control systems influence specific transportation activities	39.08%
6) OF OPERATION, MAINTENANCE, & SERVICE PUBLICATION	74.94%
1) OF 001 Read and interpret operation, maintenance, and service publications and drawings	74.21%
2) OF 002 Interpret commonly used abbreviations and terminology	75.68%
7) OG BUSINESS ENVIRONMENT AND OPERATION	61.23%
1) OG 001 Identify opportunities for profit in transportation processes	68.13%
2) OG 002 Identify possible barriers to profit in transportation process	92%
4) OG 004 Define the term value added related to transportation process	50%
5) OG 005 Identify steps within transportation processes that determine cost	34.8%
9) OI LEARNING SKILLS	79.28%
2) OI 002 Demonstrate ability to learn new process steps	79.84%
4) OI 004 Read process instructions and implement appropriate steps	78.72%
10) OJ TRANSPORTATION FUNDAMENTALS	55.44%
1) OJ 001 Identify a variety of common tools and/or equipment	63.29%
2) OJ 002 Describe the function of specific tools and/or equipment	58.22%
3) OJ 003 Interpret transportation resources to determine appropriate tool and/or equipment usage	44.82%
11) OK COMPUTER USE	46.4%
3) OK 003 Identify factors that determine inventory demand	46.4%
12) OL SCIENCE	61.4%
1) OL 001 Describe the internal combustion engine cycle	68.36%
2) OL 002 Apply Ohms law	29.84%

4) OL 004 Describe the principle of basic hydraulics and pneumatics



5) OL 005 Describe hand tools as simple machines

