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## Performance descriptors

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<b>Grade</b>	<b>Descriptor</b>
<b>Pass</b>	Candidates recall facts, theories, terms and definitions, showing an understanding of management concepts and techniques and their use in influencing organisational performance. They apply their knowledge and understanding to organisational practice, making comparisons and conducting basic analyses of management information. They interpret performance data in order to recognise some patterns and correlations and predict consequences, evaluating evidence in order to come to a conclusion and make recommendations.
<b>Distinction</b>	Candidates recall facts, theories, terms and definitions, communicating a thorough understanding of management concepts and techniques and their use in influencing organisational performance. They consistently apply their knowledge and understanding to organisational practice, making detailed comparisons and conducting thorough analyses of management information. They interpret sophisticated performance data in order to recognise patterns and correlations and predict consequences, thoroughly evaluating evidence in order to come to a balanced conclusion and make reasoned judgements.

Performance descriptors may be revised following first award.