# Competitive Events Rating Sheets FBLA

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# NOTE:

This documents contains the rating sheets for all FBLA competitive events. To see complete competitive event guidelines, please visit www.fbla-pbl.org and click on FBLA Competitive Events.

The following rating sheets were updated on 10-5-2020: Introduction to Social Media Strategies, Marketing, Network Design, Public Service Announcement, Social Media Strategies





		ot	Be	low	M	eets		ceeds	Points	Tie
Project Usability	Demor	nstrated	1	tations	Expec	tations	Expe	ctations	Earned	Breake
Video plays successfully	Media n	ot usable	submitted a	ble but not according to uidelines	Media usable and	e but not clic play		le on multiple /browsers		
	0	0	7	0	14	0	20	0		
Project Concept & D	esign Evalı	uation								
Fully address the concept and/or topic		d/or topic is llowed		l/or topic not eveloped		lresses the nd/or topic	of the con topic can ide	no knowledge cept and/or entify based on deo		
	0	0	7	0	14	0	20	0		
Color, backgrounds, font, and sounds are appropriate for the		principals blied		ont, sound or e is distracting	appropri	nt, sound, ar hoice are ate for the pt/topic	design choic	nt, sound, and e enhance the for the user		
concept/topic	0	0	7	0	14	0	20	0		
Graphics appropriate for concept and/or topic and consistent throughout the	No grapl principal	No graphic design principals applied     0		Graphics are distracting		Graphics are appropriate for the concept/topic		enhance the for the user consistent ut the video		
video	0	0	7	0	14	0	20	0		
Information related to the topic is accurate	incorporate information b		incorporates but there are	Animation video incorporates information but there are no sources or evidence of validity		Animation video incorporates information and backs it up with sources		Animation video incorporates information in an entertaining way that is backed up with sources		
	0	0	7	0	14	0	20	0		
Project Evaluation										•
Overall Quality of 3-D elements and animation		loes not 3-D elements		porates basic ements		rporates 3-E s that are tional	elements the been design	rporates 3-D at clearly have ed in multiple rays		
	0	0	14	0	21	0	30	0		
Quality of editing and transition	evidence of	transitions or video editing oorated	rough and	exist but are do not flow sily	seamlessly a logical comp		a transitions a	e types of re used and all eamlessly		
	0	0	14	0	21	0	30	0		
Logical flow of thoughts		eo does not logical		not connect t of the video	Flow is logic sequ	al and appea enced	clear begin	cal including a ning, middle, l end		
0	0	0	7	0	14	0	20	0	1	
Video concludes with proper credits and acknowledgement of		not include dits		les credits but e limited	contribu acknowled	es credits th the creator, itors, and dgement of als used	recognize contributors written ackr	les credits that the creator, s, and includes nowledgement pyright		
copyright	0	0	7	0	14	0	20	0		
Penalty Points										
•	ts for each insta	nce of project §	guidelines not b	eing followed		0	Total	Penalty		
							Grand Tota	al (200 Max)		

School:

State:

Judge's Signature:



# FBLA 3-D ANIMATION Performance Rating Sheet

formance Rating Sheet Preliminary Round Final Round (Mark one score per row AND write score in the Points Earned column. Use Tie Breaker column to add or subtract points to break ties.)

			D write score is	n the Points Ea	rned column.	∪se Tie Breake:	r column to add	l or subtract po		
		ot		low		eets		eeds	Points	Tie
Expectation Item	Demor	nstrated	Expec	tations	Expec	tations	Expec	tations	Earned	Breaker
Demonstrates understanding of the event topic	event topic (	standing of OR incorrect used	Understanding of topic inconsistent from video to performance		through pres	tes the topic sentation and ation	the topic	es expertise of through ttion and ation		
×	0	0	3	0	7	0	10	0		
Describes the development process		evelopment process do		Explains the pre- production process but does not share tangible planning documents		Explains the development process and shares tangible planning documents		evelopment ng industry and displays planning ments		
	0	0	5	0	10	0	15	0		
Describes the production process				Explains the production process but does not share tangible planning documents		Explains the production process and shares tangible planning documents		e production ng industry and displays planning ments		
	0	0	5	0	10	0	15	0		
Describes software and equipment used		nation of d equipment ed		oftware OR ent used	Explains software AND equipment used		equipment u alternative	oftware and sed as well as options and r final choice		
	0	0	7	0	14	0	20	0		
Describes animation techniques used		nation of chniques used		animation ues used	techniques	animation s used with erminology	animation tee	nd explains chniques used z terminology		
	0	0	3	0	7	0	10	0		
Provides proper copyright documentation (pictures		No document	ation provided				o copyright reg ompliance was			
used, audio used, etc.)	(	)	(	C	1	0	(	C		

### **Delivery Skills**

Statements are well- organized and clearly	Presenter appear p	(s) did not prepared	Presenter(s) were prepared, but flow was not logical		Presentation flowed in logical sequence		logical se statements	n flowed in a equence, s were well nized	
stated	0	0	1	0	3	0	5	0	
Demonstrates self- confidence, poise, assertiveness, and good	demonst	confidence se		Presenter(s) demonstrated self-confidence and poise		demonstrated ce, poise, and e projection	self-confide good voice	demonstrated ence, poise, projection, rtiveness	
voice projection	0	0 O		1 O		0	5	0	
Demonstrates the ability to effectively answer questions	Unable t ques	o answer tions		Does not completely answer questions		Completely answers questions		ith the judges cocess of answering tions	
questions	0	0 O		3 O		0	10	0	
						Performa	ance Subtota	1 (100 max)	

#### **Penalty Points** (Mark all that apply)

Over allowed time (7 minutes)	-5	0	Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
							Р	erformance Total	
							Projec	t Total (200 max)	
								Grand Total	
Name(s):									

School:

Judge's Signature:

Date:

State:

_	Mark one sco	Rating S	D write score in		rned column.		r column to add		ints to brea	
Expectation Item		ot istrated	-	low tations		eets etations	Exceeds Expectations		Points Earned	Tie Breaker
Describes project development and strategies used to implement project	developmen prese	e of project t or strategies ented	explained l limited str util	elopment is priefly; very ategies are ized	clearly out than one out	relopment is lined. More strategy is lined	clearly outlin are chrono clearly e	elopment is ed. Strategies logical and xplained		
* * '	0	0	7 O		14 O		20	0		
Describes research into school or community	and/or co	ce of school ommunity arch	Research was completed but not clearly outlined		Research clearly completed and clearly outlined		Research w executed, an	ras planned, nd evaluated		
needs	0	0	5	5 O		10 O		0		
Appropriate level of chapter member involvement in project		rolvement is plained	to a small	n was limited number of nbers	The project was clearly a chapter project and participated in by multiple members		Entire chapter participated in the event and clear evidence is provided of the impact			
involvement in project	0	0	3	0	7	0	10	0		
Degree of impact on the community and its citizens		or community ot addressed		s completed l a purpose	results that b	ated tangible benefitted the br community	school and/o to a level tha has dynamic and the pro	pacted the or community at something ally changed, oject should tinue		
	0	0	7	0	14	0	20	0		
Evidence of publicity received	No evidence rece	e of publicity ived	with the me evidence of	n was shared edia, but no f publicity is irred	within the se	s recognized shool. and/or nunity	more than or	recognized in ne way by the or community		
	0	0	1	0	3	0	5	0		
Student evaluation of project effectiveness	No evidence of project evaluation is provided		Project wa	Project was evaluated		evaluated and aation was essed	recommen	nas created dations for ld the project		
	0	0	1	0	3	0	5	0		

## **Delivery Skills**

Statements are well- organized and clearly	Presenter appear p	(s) did not prepared	prepared, b	er(s) were out flow was ogical	Presentation flowed in logical sequence		logical se statements	n flowed in a equence; 5 were well nized	
stated	0	0	3	0	7	0	10	0	
Demonstrates self- confidence, poise, assertiveness, and good	demonst			demonstrated nee and poise	self-confiden	demonstrated ce, poise, and e projection	self-confide	projection,	
voice projection	0	0	1	0	3	0	5	0	
Demonstrates the ability to effectively answer questions		Unable to answer questions		Does not completely answer questions		Completely answers questions		ith the judges cocess of answering tions	
queetiono	0	0	3 O		7	0	10	0	
		· · · · ·			Performa	ance Subtota	1 (100 max)		

Penalty Points (Mark all that apply)

Over allowed time (7 minutes)	-5	0	Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
							Р	erformance Total	
							Repor	rt Total (100 max)	
								Grand Total	

School:

State:

Judge's Signature:



	(Mark one sco	re per row AN	<b>D</b> write score is	n the Points Ea	rned column.	Use Tie Br	eaker column to add		ints to brea	k ties.)
Expectation Item	N Demor	ot		low tations	Mee Expecta		Excee Expecta		Points Earned	Tie Breaker
Project specifically promotes local understanding of and support for the American	Project is not		Project pro understand shows how t American	motes local ding of OR o support the Enterprise at not both	Project pr local underst and suppor American E syste	omotes tanding of tt for the Enterprise	Project indica activities or steps taken to furthe starte	tes future that could be r the work	Lamed	Dicarci
Enterprise system	0	0	O 3 O 7 O 1				10	0		
Describe research into school and/or community	No evidence and/or co rese			as completed arly outlined	Research completed a outlin	nd clearly	Research was executed, and			
needs	0	0	5	0	10	0	15	0		
Describe planning, development, and implementation of project	develop	No evidence of planning, development, or implementation of project		evelopment, ementation n is missing	Planni developme implemer activities/s clearly des	ent, and ntation steps are	Planning, develo implemen activities/steps a and rationale fo activities is	tation are described or types of		
	0	0	7	0	14	0	20	0		
Show evidence of publicity received	No evidence rece		publicity was the report but	Information about publicity was written in the report but no evidence of publicity is available		Project was recognized within the school and/or community		cognized in way by the community		
	0	0	3	0	7	0	10	0		
Report benefits to and degree of impact on the school and/or community	School and/o impact is no			s completed l a purpose	Project c tangible res benefitted tl and/or cor	sults that he school	Project impacted and/or commun- that someth dynamically chan project should	ity to a level ning has nged and the		
	0	0	3	0	7	0	10	0		
Evaluate the project	No evidence evaluation	e of project is provided	Project wa	s evaluated	Project was and the even was asso	aluation	Project was eva recommendation were gi	is for change		
	0	0	3	0	7	0	10	0		
Report Format					1	•	1	1		

Donalty Dointo	enalty Points						Report Subtota	1 (100 max)		
	0	0 O		0	3	0	5	0		
Include correct grammar, punctuation, and spelling	More than punctuation err	, or spelling	3–4 grammar, punctuation, or spelling errors		No spelling errors, and not more than 2 grammar or punctuation errors		No spelling erro more than 1 gr punctuation	rammar or		
	0	0 O		3 O		0	10	0		
Format and design a business report	Does no docu	t fo <del>r</del> mat ment	excessive v and/or unrel	Inconsistent formatting, excessive white space, and/or unrelated graphics and/or photos		Consistent formatting throughout the report		Utilizes full bleed, effective use of space, related defined graphics, and consistent formatting		
Items)	0	0	3	0	7	0	10	0		
Arrange information according to rating sheet (See above Expectation	sections and	sections and/or does not follow rating sheet		All information presented, but order inconsistent with rating sheet		Information arranged according to rating sheet		Presented in the correct order and includes written transitions between sections		

Deduct 5 points for each instance of report/project guidelines not being followed	 0	Total Penalty	
		Grand Total (100 max)	

School:	State:
Judge's Signature:	Date:

# FBLA BANKING AND FINANCIAL SYSTEMS Performance Rating Sheet

Expectation Item	De	No	ot strated	-	low tations		leets ectations		-	eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	No des study sy	script nops	ion or case is provided; ns defined	Describes a case study s	and provides synopsis OR problem(s)	Describes case study	and prov	١ND	Demonstrate case study sy	es expertise of mopsis AND on of the	Earned	Dicake
problem(s) to be solved	0		0	5	0	10	C	)	15	0		
Identifies alternatives and the pro(s) and con(s) of	No alter	nativ	es identified	pro(s) and/	(s) given but or con(s) are nalyzed	0	vo alternat d pro(s) an re analyze	nd	and multip	rnatives given le pros and red for each		
each	0		0	7	0	14	C	)	20	0		
Identifies logical solution and aspects of implementation		lutior	n identified	implementa deve	covided, but tion plan not loped	Logical solution and implementation plan provided and developed		Feasible solution and implementation plan developed and necessary resources identified				
*	0		0	7	0	14	C	)	20	0		
Demonstrates knowledge and understanding of the event competencies: Concepts and practices/ basic terminology/ government regulations/ financial services/ technology/types of	No competencies demonstrated				competencies onstrated	Three cor demo	opetencies	s are	compete	or more encies are astrated		
institutions/ethics/ financial careers/taxation	0		0	7	0	14	C	)	20	0		
Delivery Skills									I			
Statements are well- organized and clearly		Presenter(s) did not appear prepared		Presenter(s) were prepared, but flow was not logical			ion flowed sequence		logical s statements	n flowed in a equence; s were well nized		
stated	0		0	3 O		7 O		)	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	dem	onsti	s) did not rate self- lence		demonstrated nee and poise	Presenter(s) demonstrated self-confidence, poise, and good voice projection		self-confid good voice	demonstrated ence, poise, projection, rtiveness			
voice projection	0		0	1	0	3	C	)	5	0		
Demonstrates the ability to effectively answer questions		ble to quest	o answer ions		completely questions		tely answe estions	ers	in the pr	ith the judges rocess of answering tions		
1	0		0	3	0	7	C	)	10	0		
							Per	rform	ance Subtota	1 (100 max)		
Penalty Points (Mark	all that a	pply	V)									
Dress Code not follow	wed		-5 C	)	5 points for ea lelines not bein			0	Total	Penalty		
									G	Grand Total		
					O	ojective Te	st Score	(to be	used in the ev			
Nama(s):											•	•
Name(s):												
School:								Sta	te:			
Judge's Signature:								Da	te:			
School: Judge's Signature:												

# FBLA BROADCAST JOURNALISM

Performance Rating Sheet

## Preliminary Round Final Round

Expectation Item	-	lot nstrated	= •	low tations	Me Expec	eets tations	-	eeds tations	Points Earned	Tie Breaker
Presentation represents a LIVE BROADCAST		tion is 100 re-recorded	Presentation is pre- recorded with less than 10 percent LIVE		Presentation LIVE broa supportin		LIVE bro creative tec	n represents a adcast with hniques and ng features		
	0	0	5	0	10	0	15	0		
Demonstrates understanding of the event topic	as it relates	nding of topic to the event r wrong topic	Identifies event topic, but does not demonstrate understanding		Identifies and demonstrates understanding of event topic		to demoi understandin	y terminology Istrate the g of the event pic		
1	0	0	5	0	10	0	15	0		
Researches quality and related information to the	No research done with 3 or more inaccurate statements		Research is unrelated to the topic and 1-2 inaccurate statements		All research	n is accurate	All research is accurate with supporting evidence			
topic	0	0	5	0	10	0	15	0		
Quality writing related to the topic	Writing lacks a clear voice and original style. Lead is neither original nor catchy, is overused or boring.		and original style. Lead is neither original nor catchy, is adequate but not		not extremely	or voice is Lead is to story and	effective with and active v original and	strong and n a clear voice erbs. Lead is l catchy and lers to piece.		
	0	0	5	0	10	0	15	0		
Quality of news broadcast	Broadcast was not complete. No graphics used, no creativity in production/product.		Does not fully resemble a news broadcast. Little to no creativity in production/product. Limited graphics and support.		resemble broadcast. So	ce/product es a news ome creativity phics present	broadcast. of creativi Production done. Bal	ve overall Clear balance ty/realism. graphics well anced team ort.		
	0	0	3	0	7	0	10	0		
Delivery Skills	•	•	-	·	•	•	-	•		
Statements are well-		r(s) did not prepared		er(s) were out flow was	Presentatio logical s		logical s	n flowed in a equence, s were well		

Statements are well- organized and clearly stated with use of industry		(s) did not prepared	prepared, b	er(s) were out flow was ogical	Presentatio logical s		logical s statements	n flowed in a equence, s were well nized		
language	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demons	Presenter(s) did not demonstrate self- confidence		Presenter(s) demonstrated self- confidence and poise		Presenter(s) demonstrated self-confidence, poise, and good voice projection		Presenter(s) demonstrated self-confidence, poise, good voice projection, and assertiveness		
voice projection	0 O		3 O		7	0	10	0		
Demonstrates the ability to effectively answer questions		Unable to answer questions		Does not completely answer questions		ly answers tions	in the pr completely	ith the judges rocess of answering tions		
1	0	0	3	0	7	0	10	0		
						Perform	ance Subtota	ıl (100 max)		

Penalty Points (Mark all that apply)

Over allowed time     -5     O     Dress Code not followed     -5     O     Deduct 5 points for each instance of guidelines not being followed     O     Total Penalty
--

Performance Grand Total

Name(s):

School:

State:

Judge's Signature:



# FBLA BUSINESS ETHICS

Performance Rating Sheet Dereliminary Round Definal Round

(Mark one score per row AND write score in the Points Earned column. Use Tie Breaker column to add or subtract points to break ties.) Not Below Meets Exceeds Points Tie **Expectation Item** Expectations Expectations Expectations Earned Breaker Demonstrated Identification and No identification of the Identifies OR defines the Identifies and defines the definition of the ethical ethical topic as it relates to Identifies and defines the ethical topic ethical topic topic is stated using the event guidelines ethical topic industry terminology 0 Ο 3 Ο 7 Ο 10 Ο Ethical dimensions of the Ethical dimensions are Ethical dimensions of No ethical dimensions are analyzed with multiple topic are given and topic given but they are Ethical dimensions of the defined analyzed with supporting supporting evidence not analyzed topic are analyzed evidence analyzed Ο Ο Ο 0 5 10 15  $\cap$ One feasible ethical Ethical solution provided No ethical solution One ethical solution solution recommended with supporting evidence identified with a plan and necessary Identifies and offers an provided with no plan and a plan developed effective ethical solution resources identified 0 Ο 7 Ο 14 Ο 20 Ο No research done with 3 Research is unrelated to Research is accurate with Researches quality and the ethical topic and 1-2 Research is accurate or more inaccurate supporting evidence related information to the statements inaccurate statements ethical topic 0 Ο  $\cap$ 15 Ο 5 Ο 10 Substantiates and cites No substantiation provided Substantiates and cites sources sources used while conducting research 0 Ο 10 Ο

### **Delivery Skills**

Statements are well- organized and clearly stated with use of industry		(s) did not prepared	prepared, b	er(s) were out flow was ogical	Presentatio logical s	n flowed in equence	logical s	n flowed in a equence; s were well nized		
language	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	Presenter(s) did not demonstrate self- confidence		Presenter(s) demonstrated self-confidence and poise		Presenter(s) demonstrated self-confidence, poise, and good voice projection		Presenter(s) demonstrated self-confidence, poise, good voice projection, and assertiveness		
voice projection	0	0 O		1 O		0	10	0		
Demonstrates the ability to effectively answer questions	Unable to answer questions		Does not completely answer questions		Completely answers questions		Interacted with the judges in the process of completely answering questions			
questions	0	0	3	0	7	0	10	0		

#### **Penalty Points** (Mark all that apply)

Over allowed time (7 minutes)	-5	0	Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
							Perform	ance Grand Total	

Name(s):

School:

State:

Performance Subtotal (100 max)

Judge's Signature:



## □ Preliminary Round □ Final Round

Expectation Item		lot nstrated		low tations	Me Expec	eets tations	Expec	eeds tations	Points Earned	Tie Breaker
Describes company, operations, and management (current and projected)	company, o	ription of perations, or gement	Company is explained briefly; very limited description of operations or management		Company clearly described. Description of operations and management included		Company is clearly described. Detailed description of operations and management with plan for future growth			
r ))	0	0	5	0	10	0	15	0		
Describes the financial plan and strategies to obtain loan		ription of 1 or strategies	Financial plan is explained briefly; very limited strategies are utilized		described. M	Financial plan is clearly described. More than one strategy is outlined		lan is clearly strategies are al and clearly ained		
	0	0	5	0	10	0	15	0		
Explains underlying assumptions and provides supporting information	assump	No explanation of assumptions or supporting information		One assumption is given with no supporting information		nptions are at least one statement of umption	assumption with at l supporting s	or more ns are given least two statements of umption		
	0 O		5	0	10	0	15	0		
Identifies and analyzes risks and adverse results and provides plan to avoid adverse results		No of risks or adverse results identified		One risk OR adverse result is given; no evidence of planning		Two risks and at least one adverse result identified; includes a plan with at least one step to avoid adverse results		and at least erse result cludes a plan two steps to erse results		
	0	0	5	0	10	0	15	0		
Explains purpose of loan amount requested and projections for company	request or	tion of loan company ctions	request expl least one pr	of the loan lained OR at rojection for tability given	Purpose of loan request explained; at least one projection for the company's stability given		Purpose of loan request explained; at least two projections for the company's stability given			
stability	0	0	3	0	7	0	10	0		
Delivery Skills									•	
Statements are well- organized and clearly stated (See above		(s) did not prepared	prepared, b	er(s) were out flow was ogical		n flowed in equence	logical s statements	n flowed in a equence; s were well nized		
Expectation Items)	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not trate self- dence		demonstrated nce and poise	self-confiden	demonstrated ce, poise, and e projection	self-confid good voice	demonstrated ence, poise, projection, rtiveness		

assertiveness, and good								and assertiveness		
voice projection	0	0	3	0	7	0	10	0		
Demonstrates the ability to effectively answer questions		o answer tions		completely juestions	1	ly answers tions	in the pr completely	ith the judges rocess of answering stions		
1	0	0	3	0	7	0	10	0		

### **Penalty Points** (Mark all that apply)

2	(		11 1/						
Over allowed time (7 minutes)	-5	0	Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
							Repor	rt Total (200 max)	
								Grand Total	
Nama(s)									

Name(s):

School:

State:

Performance Subtotal (100 max)

Judge's Signature:



Expectation Item	No Demons	t	Be	in the Points I elow ctations	Mee Expect	ets	Exce Expect	eds	Points Earned	Tie Breaker
Description of business, assumptions, and strategies to obtain loan	No descrip business, assur strategies to loan is g	nptions OR obtain the	Description of the business, assumptions, and strategies to obtain a loan are given, but one or more descriptions are vague		Description of business, assumptions, and strategies to obtain the loan are provided and well written		Description of business, assumptions, and strategies to obtain loan serves as a strong introduction and transitions into the remainder of the report			
	0	0	10	0	20	0	30	Ô		
Describe Company: • Legal form of business • Company governance • Company location(s)	More than c components l addres	isted is not	more cor limited ( more cor	on of one or nponents is OR one or nponents is escribed	All compo described a		All compo described a with sup docume	idequately porting		
• Long- and short-term goals	0	0	10	0	20	0	30	0		
Discuss Operations and Management • Business facilities described • Management personnel identified	More than o components l addres	isted is not	more cor limited ( more cor	on of one or nponents is OR one or nponents is escribed	All compo described a		All compo described a with sup docume	idequately porting		
<ul> <li>Workforce described (current and projected)</li> </ul>	0	0	10	0	20	0	30	0		
Present Target Market: • Target market defined (size, growth potential, needs) • Risks and potential adverse results identified, analyzed,	More than one of the components listed is not addressed		Description of one or more components is limited OR one component is not described		All compo described a		All compo described a with sup docume	idequately porting		
and planned for	0	0	10	0	20	0	30	0		
<ul> <li>Include Financial Institution Information:</li> <li>Name and type of financial institution for loan needs</li> <li>Discuss Loan Request</li> <li>Purpose of loan &amp; amount requested</li> <li>Itemized planned</li> </ul>	0 O More than one of the components listed is not addressed		more cor limited ( more cor	Description of one or more components is limited OR one or more components is not described		All components are described adequately		onents are idequately porting ntation		
<ul><li>expenditures</li><li>Projections for future financial stability</li></ul>	0	0	10	0	20	0	30	0		
Include supporting documentation	No Work Ci included in t		formatted page b supp docume	work Cited Work Cited out other porting entation is or limited	Project has formatted W page and suppo documen provi	Vork Cited d other rting tation is	Project has formatted V page and suppo documentat sect:	Vork Cited d other rting ion in each		
	0	0	8	0	18	0	25	0	1	



#### **Report Format**

Arrange information according to rating sheet (See above Expectation Items)	Missing 1 or me and/or does r rating sl	not follow	presented	ormation l, but order at with rating neet	Information according to shee	the rating	Presente correct or includes transitions secti	rder and written between	
	0	0	3	0	7	0	10	0	
Format and design a business report	Does not : docum		formattin white spa unrelate	nsistent g, excessive ice, and/or d graphics r photos	Consistent f throughout		Utilizes fu effective us related o graphic consistent f	e of space, lefined s, and	
	0	0	3	0	7	0	10	0	
Include correct grammar, punctuation, and spelling	More than 5 punctuation, o error	or spelling	punctuation	rammar, n, or spelling rors	No spelling o not more grammar or p erro	than 2 punctuation	No spelling not more gramm punctuati	than one har or	
	0	0	1	0	3	0	5	0	
						Repo	rt Subtotal (	(200 max)	
Penalty Points									
Deduct 5 points for each insta	ance of report/pr	oject guidelin	es not being f	followed		0	Total P	enalty	
							Gra	and Total	
Name(s):									
School:					State:				
Judge's Signature:					Date:				



# Preliminary Round Final Round

Expectation Item		ot nstrated		low ctations		eets ctations		eeds tations	Points Earned	Tie Breaker
Describes business concept and company profile	concept o	e of business r company ofile		concept OR ofile described	Business concept AND company profile explained		Business concept and company profile explained including how the concept matches the profile			
	0	0	5	0	10	0	15	0		
Explains marketing aspects of business	No market	No marketing evident				of marketing ained	marketing company p	ore aspects of to increase performance ained		
	0	0	5	0	10	0	15	0		
Describes operations and management plans	No evidence of company, operations plan, or management plan		Description of operations OR management plan		Description of operations and management plan		operati management	escription of ons and with plan for growth		
	0	0	5	0	10	0	15	0		
Provides information on financial documents and projections	No evidence of financial documents or company projections received		Provides information on at least one financial document OR one projection		Provides information on two financial documents and at least one projection		at least thr documents	formation on ee financial and at least ojections		
projections	0	0	3	0	7	0	10	0		
Identifies and analyzes risks and adverse results and provides plan to avoid adverse results		e of risks or e results	result is	OR adverse given; no of planning	Two risks and at least one adverse result identified; includes a plan with at least one step to avoid adverse results		one adve identified; in with at least	and at least erse result icludes a plan two steps to erse results		
adverse results	0	0	3	0	7	0	10	0		
Identifies long-term goals	No goals	identified	Only one g	oal identified	Two goal	s identified	identified v	more goals vith specific eve the goals		
	0	0	3	0	7	0	10	Ő		
Delivery Skills										
Statements are well-		(s) did not		er(s) were out flow was		on flowed in	logical s	n flowed in a equence, s were well		

Statements are well- organized and clearly	Presenter appear p		prepared, b	er(s) were out flow was ogical		on flowed in sequence	logical set	equence, s were well nized		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	Presenter(s) did not demonstrate self- confidence		Presenter(s) demonstrated self-confidence and poise		Presenter(s) demonstrated self-confidence, poise, and good voice projection		Presenter(s) demonstrated self-confidence, poise, good voice projection, and assertiveness		
voice projection	0 O		1 O		3	0	5	0		
Demonstrates the ability to effectively answer questions		Unable to answer questions		Does not completely answer questions		Completely answers questions		ith the judges rocess of answering tions		
1	0	0	3	0	7	0	10	0		
						Performa	ance Subtota	1 (100 max)		

Penalty Pe	oints (M	ark all that	t apply)						
Over allowed time (7 minutes)	-5	0	Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
							Р	erformance Total	
							Repor	rt Total (200 max)	
								Grand Total	

Name(s):	
School:	State:
Judge's Signature:	Date:



(Mark one score per row AND write score in the Points Earned column. Use Tie Breaker column to add or subtract points to break ties.)

	break ties.)									
Expectation Item	No Demons		Belo Expecta		Mee Expect		Exce Expect		Points Earned	Tie Breaker
Provide brief and concise Executive Summary Convince reader that business concept is sound and has a reasonable chance of success	No Exec Summary i		Executive S is provided not show ev sound by concep reasonable succe	but does ridence of isiness t OR chance of	Executive S provided Al evidence o business con reasonable succ	ND shows of sound neepts and chance of	Executive serves as introduct transitions remainde repo	a strong ion and into the er of the		
	0	0	5	0	10	0	15	0		
Develop Company Profile Legal form of business Effective date of business Company mission statement/vision Company governance Company location(s) Immediate development goals	More than o components not addr	s listed is	Description more comp limited OI more comp not desc	onents is R one or onents is	All compo described a		All compo described a with sup docume:	dequately porting		
Overview of company's financial status	0	0	5	0	10	0	15	0		
Present Industry Analysis Description of industry (size, growth rates, nature of competition, history) Trends and strategic opportunities within industry	More than one of the components listed is not addressed		Description of one or more components is limited OR one or more components is not described		All compo described a		All compo described a with sup docume	dequately porting		
industry	0	0	5	0	10	0	15	0		
Present Target Market Target market defined (size, growth potential, needs) Effective analysis of market's potential, current patterns, and sensitivities	More than o components not addr	s listed is	Description of one or more components is limited OR one component is not described		All components are described adequately		All components are described adequately with supporting documentation			
	0	0	5	0	10	0	15	0		
Discuss Competition Key competitors identified Effective analysis of competitors' strengths and weaknesses Potential future competitors Barriers to entry for new competitors identified	More than o components not addr	s listed is	Description more comp limited C componer descri	onents is DR one nt is not	All compo described a		All compo described a with sup docume	dequately porting		
	0	0	5	0	10	0	15	0		
Share Marketing Plan and Sales Strategy Key message to be communicated identified Options for message delivery identified and analyzed including Web process Sales procedures and methods defined	More than o components not addr	s listed is	Description more comp limited C componen descri	OR one nt is not	All compo described a		All compo described a with sup docume	dequately porting		
	0	0	5	0	10	0	15	0	]	
Describe Operations Business facilities described Production plan defined and analyzed Workforce plan defined and analyzed Impact of technology	More than o components not addr	s listed is	Description more comp limited C componen descri	OR one nt is not	All compo described a		All compo described a with sup docume	dequately porting		
	0	0	5	0	10	0	15	0	1	

Include supporting documentation including a Work Cited page	componer	one of the nts listed is dressed	more comp limited C componer	more components is limited OR one component is not			described adequately with supporting documentation			
	componer	nts listed is	component is not described		All components are described adequately		with supporting			
	not add	dressed					with supporting documentation			
	not add	dressed			10 O					
neurung a work ofted page	0 O		descri		10	0		1		
Demont Former (	0	0	5	0	10	0	15	0		
Report Format			r		r		r		1	r
Arrange information according to rating sheet (See above Expectation Items)	Missing or sections ar not follow		All inform presented, inconsiste rating s	but order ent with	Information according to shee	the rating	Presented correct ord includes w transitions b section	ler and vritten between		
	0	0	3	0	7	0	10	0	-	
Format and design a business report	Does no	et format ment	Inconsi formatting, white space unrelated	stent excessive e, and/or graphics	Consistent f throughout	formatting	Utilizes ful effective use related de graphics,	l bleed, of space, efined , and		
	0	0	3	0	7	0	10	O		
Include correct grammar, punctuation, and spelling	More than	5 grammar, ition, or	3–4 grai punctuat spelling	nmar, ion, or	No spellin and not mo gramm	g errors, ore than 2 ar or	No spelling and not mo one gramm	errors, ore than mar or		
······································	0	0	1	0					1	
	U	0	1	0	3	-	-	_		
		0		Ū	-	-	-	_		
					L	Repor	t Subtotal (20	00 max)		
						Repor	t Subtotal (20	00 max)		
						Repor	t Subtotal (20	00 max)		
						Repor	t Subtotal (20	00 max)		
Penalty Points						repor	i Subiotal (20	50 max)	1	<u> </u>
Penalty Points										
Penalty Points										
	report/proie	t guidelines r	not being follo	wed	-	0	Total Pe	naltv	-	
	report/projec	et guidelines i	not being follo	wed		0	Total Pe	nalty		
•	report/proje	et guidelines r	not being follo	wed		0	Total Pe	nalty		
· · · · · · · · · · · · · · · · · · ·	report/proje	et guidelines r	not being follo	wed		0	Total Pe	nalty		
	report/proje	et guidelines r	not being follo	wed		0	Total Pe	nalty		
	report/proje	ct guidelines r	not being follo	wed		0	Total Pe	nalty		
	report / proise	t midelines :	tot being falls	wed		0	Total Da	nalty		
					<u>г</u>					
Penalty Points						•	<b>```</b>	,		•
						Repor	t Subtotal (20	00 max)		
		I	I	1	1	Renor	t Subtotal (2)	)() may)		
	0	0	1	0	3	0	5	0		
	spelling	g errors	spelling	errors	punctuatio		punctuatio			
nclude correct grammar, punctuation,	punctua	ation, or	punctuat	ion, or						
	More than	5 grammar,	3–4 grai	nmar,						
	0	0	3	0	7	0	10	0		
ormat and design a business report			unrelated and/or p			p	graphics, consistent fo			
			white space	e, and/or	Consistent f throughout	ormatting the report	related de	fined		
	Door	t format			Consistent	o una attina				
	0	0		-	/	U		_		
· • • /	0	$\cap$	~	1	7	0		1	-	
	sections an	nd/or does	presented, inconsiste	but order ent with	according to	the rating	correct ord includes w transitions b	ler and vritten between		
							D I	in al		[
Report Format				1	I	1		1	1	I
	0	0			10	0	15	0	-	
	*		component is not		All components are described adequately		with supporting			
	More than	one of the	Description more comp		A 11	nonto -:	All components are			
3, and 5	0	0	7 Decemientiere	0	14	0	20	0		
reasonable •Year 1 monthly cash flow •Year 1 monthly income statement •Yearly income statements for Years 1,			limited OR one component is not described		described a	dequately	with supp document	orting tation		
Show Financials Type of accounting system to be used is identified Financial projections are included and			Description more comp	onents is	All compo	nents are	All compon described ad			
long-term goals	0	0	7	0	14	0	20	0		
identified and analyzed Strategy in place to take business toward		[	descri			1	<u> </u>		-	
Goals for three, five, or more years are identified and documented Risks and potential adverse results	componer	one of the nts listed is dressed	more comp limited C componer	OR one nt is not	All compo described a		described ad with supp document	equately orting		
Provide Long-term Development			Description				All compon	ents are		
Compensation and incentives plan	0	0	5	0	10	0	15	0	-	
resources identified and described Plan for identifying, recruiting, and securing key participants described	not ad	llessed	descri				document	tation		
described Board of directors, advisory committee, consultants, and other human	componer	one of the its listed is dressed	more comp limited C componer	OR one	All compo described a		described ad with supp	equately		
			Description of one or more components is		All components are		All components are			

Date:

Judge's Signature:



□ Preliminary Round □ Final

								add or subtract po		
Expectation Item		ot istrated		low tations		eets stations		xceeds ectations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	No descrip	tion or case sis provided	Describes a case study s	and provides synopsis OR problem(s)	Describes a case study sy	ind provides mopsis AND problem(s)	Demonstr case study defin	ates expertise of synopsis AND ition of the oblem(s)	Lancu	Dicarci
problem(s) to be solved	0	0	3	0	7	0	10	0		
Communicates position on problem of case study	No position communicated			ates position to problem	on problem	ates position of the case ady	profess position	unicates in a ional manner on problem of se study		
	0	0	7	0	14	0	20	0		
Identifies logical solution and aspects of implementation	No solutio	No solution identified Solution provided, but implementation plan not developed provided and developed Feasible solution and implementation plan provided and developed Feasible solution and implementation plan developed resources identified								
implementation	0	0	7	0	14	0	20	0		
Displays empathy/diplomacy when responding to case study	No empathy displ	or diplomacy layed	displayed in	r diplomacy response to y problem	displayed in	nd diplomacy a response to y problem	diplomae resolutio	of empathy and cy skills add to n of case study roblem		
problem	0	0	7	0	14	0	20	0		
Delivery Skills										
Statements are well- organized and clearly		(s) did not prepared	prepared, b	er(s) were out flow was ogical		on flowed in sequence	logica stateme	ion flowed in a ll sequence; ents were well ganized		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not rrate self- dence		demonstrated nce and poise	self-confiden	demonstrated ace, poise, and e projection	self-cont good vo	s) demonstrated fidence, poise, ice projection, ssertiveness		
voice projection	0	0	3	0	7	0	10	0		
Demonstrates ability to effectively ask and answer questions		sk or answer tions	answered an	ions were d at least one was asked	answered	s were clearly l, and two were asked	answered, three qu	ons were clearly and more than aestions were asked		
questions	0	0	3	0	7	0	10	0		
	•	•	•	•	•	Perform	ance Subto	tal (100 max)		
Penalty Points (Mark	all that appl	y)								
Dress Code not follow	11	-5 C		5 points for ea lelines not bein			0 7	Total Penalty		
	·	•			<u>v</u> 1	•		Grand Total		
Name:										

 School:
 State:

 Judge's Signature:
 Date:

# FBLA CODING & PROGRAMMING Demonstration Rating Sheet

**D** Preliminary Round Ginal Round

sequences

Ο

20

(	Mark one score	e per row AND	write score in	the Points Earr	ned column. U	se Tie Breaker o	column to add	or subtract poir	nts to break t	ies.)
Program Readability		lot nstrated		low tations		eets etations		eeds tations	Points Earned	Tie Breake
Appropriate identifiers used for variables, constants, arrays, objects,	Identifier	s not used	programmi	are used for ng elements rrectly placed	are accu	are used and rate in all ances	Identifiers exhibit an advanced knowledge of programming			
etc.	0	0	7	0	14	0	20	0		
Commentary provided is readable, useful, and	No commen	tary provided	Commentary provided but is not logical		Commentary provided assists the user throughout the demonstration		Commentary provided is logical, useful, and complete			
complete	0	0	7	0	14	0	20	0		
Program documentation is readable, useful, and		cumentation ovided	0	cumentation as errors		cumentation is r free	invites use	cumentation of advanced ures		
complete	0	0	3	0	7	0	10	0		
Program Structure an	nd Content									
Program is concise and does not contain	unnecessary	contains steps and is plex	unnecessar	r contains y steps or is aplex	unnecessa	es not contain iry steps or plexity	least one if-t	corporates at hen sequence ne user steps		
unnecessary complexity	0	0	7	0	14	0	20	0		
Data storage is		is stored is clear		is stored may secure		e is clear, and is secure		ge includes ckup feature		
appropriate	0	0	7	0	14	0	20	0		
Program use follows a	0	sequence is clear	contains o	sequence ne or more ors		sequence is l error free	logical, err	sequence is or free, and tes if-then		

# Usability & Results

0

Ο

logical sequence

Program use and navigation	navigatic	menu or on system porated	Includes basic help menu and usable navigation		spelling e interactive he	Interface contains no spelling errors, has interactive help menu, and has no navigation errors		also includes t feature such active Q&A	
	0	0	7	0	14	0	20	0	
Program results		produces te results		sults contain errors	0	ults are error ee	dynamically	sults update and are error ee	
0	0	0	7	0	14	0	20	0	
Output reports		orts are not not available		orts are not analyze data	free and p necessary in	orts are error provide all formation to se data	to customize	rts allow user e and analyze nation	
	0	0	7	0	14	0	20	0	

Ο

14

Ο

7

Delivery Skills											
Statements are well- organized and clearly stated		or(s) did not prepared	prepared,	titor(s) was but flow w logical		Demonstrat logical s	ion flowed sequence		a logical statement	tion flowed in sequence; as were well unized	
stated	0	0	3	0	)	7	0		10	0	
Self-confidence, poise, assertiveness, and good voice projection	Competitor did not demonstrate self- confidence		Competitor demonstrated self-confidence and poise		Competitor demonstrated self-confidence, poise, an good voice projection		and	self-confid 300d voice	demonstrated lence, poise, e projection, ertiveness		
voice projection	0 O 3 O		)	7	0		10	0			
Ability to effectively answer questions	0	to answer stions		t complete questions		Complete ques	ly answers tions	s	in the p completel	vith the judges rocess of y answering stions	
	0	0	3	0	)	7	0		10	0	
	1	•					Demo	nstration	Subtota	d (200 max)	
Penalty Points (Mark	all that app	ly)									
Over allowed time (7 minutes)	0	Dress Code ot followed	-5		for each of guide	5 points n instance elines not followed		0	То	tal Penalty	
	Grand								Grand Total		

Name:		
School:	State:	
Judge's Signature:	Date:	

	(Mark one sco			n the Points Ea		<b>liminary Ro</b> Use Tie Breake	r column to add	Final Roun		k ties.)
Expectation Item	N	ot istrated		low	Me	eets etations	Exc	eeds tations	Points Earned	Tie Breaker
Describes project development and strategies used to implement project	development	e of product t or strategies ented	explained l limited str	elopment is oriefly; very ategies are ized	clearly out than one	relopment is lined. More strategy is lined	clearly outlin are chrono	elopment is ed. Strategies ological and xplained		
implement project	0	0	7	0	14	0	20	0		
Describes research into school or community		No evidence of community research		Research was completed but not clearly outlined		Research clearly completed and clearly outlined		vas planned, nd evaluated		
needs	0	0	5	0	10	0	15	0		
Appropriate level of chapter member involvement in project		rolvement is plained	to a small	n was limited number of abers	clearly a cha and partici	t effort was apter project pated in by chapter	additional participated and clear	Entire chapter, and additional individuals, participated in the event and clear evidence is provided of the impact		
	0	0	3	0	7	0	10	0		
Degree of impact on the community and its citizens		impact is not essed		s completed a purpose	results that b	ated tangible penefitted the nunity	community t someth dynamically the proje	pacted the to a level that ning has changed, and ect should tinue		
	0	0	7	0	14	0	20	0		
Evidence of publicity received	No evidence rece	e of publicity ived	with the me evidence of	n was shared edia, but no E publicity is red	within the so	s recognized chool and/or nunity	more than or	Project was recognized in more than one way by the school and/or community		
	0	0	1	0	3	0	5	0		
Student evaluation of project effectiveness		e of project is provided	Project wa	s evaluated	the evalu	evaluated and lation was essed	the team h recommen change shou	evaluated and has created dations for ld the project beated		
	0	0	1	0	3	0	5	0		

## Delivery Skills

questions	0	0	3	0	7	0	10 ance Subtota	0	
Demonstrates the ability to effectively answer questions		o answer tions		completely questions	*	ly answers tions	in the pr completely	ith the judges rocess of answering stions	
confidence, poise, assertiveness, and good voice projection		rate self- dence O		O		ce, poise, and e projection O	good voice	projection, rtiveness	
Demonstrates self-	Presenter(s) did not Presenter(s) demonstrat		domonstrated	Presenter(s) demonstrated		( )	demonstrated ence, poise,		
stated	0	0	3	0	7	0	10	0	
Statements are well- organized and clearly		(s) did not prepared	Presenter(s) were prepared, but flow was not logical		Presentation flowed in logical sequence		logical s statement	n flowed in a equence; s were well nized	

## **Penalty Points** (Mark all that apply)

Over allowed time (7 minutes)	-5	0	Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
							Р	erformance Total	
							Repor	rt Total (100 max)	
								Grand Total	
School:						State:			

Judge's Signature:



					rned column. U					
Expectation Item		ot istrated		low tations		ets tations		eeds tations	Points Earned	Tie Breaker
Project has specific goals and provides service to the community and its citizens	Project Commun	is not a ity Service ject	Project has specific goals OR provides service to the community and its citizens but not both		Project has s AND provid the commu	specific goals	Project has o defined indicates fut or steps th taken to furt	quantitatively goals and ure activities at could be her the work rted		Dicale
	0	0	3	0	7	0	10	0		
Describe research into school and/or community		lence of ty research		as completed arly outlined	completed	arch clearly ted and clearly outlined Research was planned, executed, and evaluated				
needs	0	0	5	0	10	0	15	0		
Describe planning, development, and implementation of project		of planning, ment, or ion of project	OR imple	evelopment, mentation n is missing	activities/ste	evelopment, mentation ps are clearly ribed	and imple activities described a for types of	evelopment, mentation /steps are nd rationale f activities is zen		
	0	0	7	0	14	0	20	0		
Show evidence of publicity received		e of publicity ived	publicity wa the report bu	ion about as written in it no evidence y is available		recognized community school	more than or	recognized in ne way by the nd/or school		
	0	0	3	0	7	0	10	0		
Report benefits to and degree of impact on the school and/or community		impact is not essed		s completed l a purpose	results that b	ted tangible enefitted the nunity	Project impacted the community to a level that something has dynamically changed and the project should continue			
	0	0	3	0	7	0	10	0		
Evaluate the project		e of project is provided	Project wa	s evaluated		evaluated and ation was ssed	recommen	evaluated and dations for vere given		
	0	0	3	0	7	0	10	0		
Report Format										
Arrange information according to rating sheet (See above Expectation	sections and	l or more /or does not ting sheet	but order i	on presented, nconsistent ing sheet	Informatio according to	n arranged rating sheet	order and ind	n the correct cludes written s between ions		
Items)	0	0	3	0	7	0	10	0		
Format and design a business report		ot format ment	excessive v and/or unrel	t formatting, vhite space, ated graphics photos		formatting out report	effective us related defir	full bleed, se of space, ned graphics, nt formatting		
	0	0	3	0	7	0	10	0		
Include correct grammar, punctuation, and spelling	punctuation	5 grammar, 1, or spelling ors	punctuation	ammar, 1, or spelling ors	No spelling not more that or punctua		not more that	g errors, and an 1 grammar ation error		
,	0	0	1	0	3	0	5	0		
						Re	port Subtota	l (100 max)		
Penalty Points										
Deduct 5 points for each	instance of rep	ort/project gui	delines not bein	g followed		0	Total	Penalty		

Grand Total (100 max)

School:

# FBLA COMPUTER GAME & SIMULATION PROGRAMMING Demonstration Rating Sheet Preliminary Round Final Ref

Ginal Round

Project Usability		ot nstrated	E		low tations	Me Expec	ets tatio	ons	Exceeds Expectations		Points Earned	Tie Breaker
Instructions are clear and executable launches from shortcut without	No instructi	ons provided			provided but or inaccurate	Instructions complete a			Instructions provided are complete and accurate and the use can execute without instructions			
modifications	0	0	7		0	14 O		0	20	0		
User interface and navigation	instructio	ace and/or ns are not lable	instruct	er interface and ctions are available but not clear		User interface a instructions are ava on the title screen a clear and fully fund		vailable and are	functional u available an	in one fully ser interface is d instructions clear		
	0	0	7 O		0	14 O		20 O				
Errors did not crash the	Errors prev	rented use of pr			out did not prevent of program			Error fre	e			
project or prevent use	0	(	0		10	0		2	0	0		
Program documentation is readable, useful, and	Program documentation not provided		Program documentation contains errors		Program doc error			invites use	ocumentation of advanced tures			
complete	0	0	3		0	7		0	10	0		

#### Project Concept & Design

Program fully addresses the concept and/or topic		l/or topic are dressed	Concept and/or topic not fully developed		Fully addresses the concept and/or topic		User with no knowledge of the concept and/or topic can identify it based on use of project		
	0	0	3	0	7	0	10	0	
Color, contrast, background, typography, sound, and design are appropriate for the		No design principles applied		Color, contrast, background, typography, sound, and design are distracting or busy		contrast, , typography, l design are tte for the or topic	Color, contrast, background, typography, sound, and design enhance the user experience		
concept or topic	0	0	1 O		3 O		5 O		
Graphics are appropriate	No graphic design opriate principles applied		Graphics are distracting/busy			e appropriate ncept/topic	1	nance the user rience	
for concept and/or topic	0	0	1	0	3	0	5	0	
Title screen functions and provides working	No title scre	een provided	instructio	n has limited ns and/or onality		functions and r instructions	allows user	provided, but to execute astructions	
instructions	0	0	3	0	7	0	10	0	
Code is written correctly		ns errors that e execution		ns errors that ent execution	Code is e	error free	to explain lo	commented ogic used and lock of code	
	0	0	7	0	14	0	20	0	

**Project Evaluation** 

Quality of rules and accuracy of code		n substantial ng game play	Rules contain errors that have minimal impact on game play		Rules are error free as discovered through basic game play			advanced rule available	
identifying rules	0	0	7	0	14	0	20	0	
Game is challenging but can be completed				e completed		llenging and ompleted	game with ru and several	havigate the les as defined outcomes are r completion	
L	0 O		7 O		14 O		20	0	
Player immersion and experience		intended for not defined	game but ex	avigate the perience and not defined	complete	avigate and the game g the rules	operating 1	cludes an nulti-player ction	
experience	0	0	7	0	14	0	20	0	

### **Delivery Skills**

Statements are well- organized and clearly		(s) did not prepared	prepared, b	er(s) were out flow was ogi <b>c</b> al		on flowed in sequence	Presentation flowed in a logical sequence; statements were well organized		
stated	0	0	1	0	3	0	5	0	
Self-confidence, poise, assertiveness, and good voice projection	demonst	(s) did not rrate self- dence		demonstrated nce and poise	self-confiden	demonstrated ace, poise, and e projection	self-confid good voice	demonstrated ence, poise, e projection, ertiveness	
voice projection	0	0	1	0	3	0	5	0	
Ability to effectively answer questions		o answer tions		completely questions	*	ly answers stions	in the p completely	ith the judges rocess of answering stions	
	0	0	3	0	7	0	10	0	
	<u> </u>	L			•	Demonstra	tion Subtota	l (200 max)	
Penalty Points (Mark	all that appl	y)							
Over allowed 5	O D	ress Code	5		ict 5 points ich instance			tal Penalty	

Fenany F	onne (ma	ark an that	appiy)						
Over allowed time (7 minutes)	-5	0	Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
								Grand Total	

Name(s):		
School:	State:	<u> </u>
Judge's Signature:	Date:	



Preliminary Round Final Round

Expectation Item	N Demon			low tations		eets tations		eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the	No unders event topic ( topic	OR incorrect	inconsistent	ling of topic from video to mance	through pres	tes the topic sentation and leo	the topic	es expertise of through n and video		
event topic	0	0	3	0	7	0	10	0		
Describes the use and implementation of innovative technology	No explanati implemen techn	ntation of	implemen	ation OR ntation of technology	demonstrati techniques,	ntation and ion of video equipment, oftware	demonstrati techniques,	cription and ion of video equipment, oftware		
0,	0	0	7	0	14	0	20	0		
Explains the design and development process	No expla description o and develops	of the design	design OR o	explains the levelopment cess	the desig	explains both n and the ent process	explanation design and c	industry on of both levelopment cess		
	0	0	7	0	14	0	20	0		
Incorporates video into presentation	Does not pr	resent video		any length ented	and transition	esented, but introduction on back into ntation	adequate i	esented, with ntroduction on back into ntation		
	0	0 O		0	7	0	10	0		
Copyright information is noted and documented, and video content is	addressed of incorrectly .	Copyright information not addressed or addressed incorrectly AND video content is not original Material violates copyright guidelines OR video content is not original Copyright information is documented, and video content is original Copyright compliance is documented, and video content is original								
original	0	0	7	0	14	0	20	0		
Delivery Skills	•									
Statements are well- organized and clearly	Presenter( appear p		prepared, b	er(s) were out flow was ogical		on flowed in sequence	logical se statements	n flowed in a equence, s were well nized		
stated	0	0	1	0	3	0	5	0		
Demonstrates self- confidence, poise, assertiveness, and good	Presenter( demonst confie	rate self-	( )	demonstrated nee and poise	self-confiden	demonstrated ce, poise, and e projection	self-confide good voice	demonstrated ence, poise, projection, rtiveness		
voice projection	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions	Unable t ques		Does not completely answer questions		*	ly answers tions	Interacted with the judges in the process of completely answering questions			
questions	0	0	3	0	7	0	10	0		
	1		1	1	1		ance Subtota		-	

Over allowed time (7 minutes)	-5	0	Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
							Р	erformance Total	
							Projec	t Total (200 max)	
								Grand Total	

Name(s):

School:

State:

Judge's Signature:



Project Usability         Demonstrat           Video plays successfully         Media not usa           0         0           Video Content           Fully address the concept and/or topic           0         No evidence of production si demonstrate demonstrate sproviding evidence of production si demonstrate shill           0         No evidence of production si demonstrate addressed or add incorrectly AND content is not or original           Copyright information is noted and documented, and video content is original         Copyright information is noted and documented, and video content is not original           Project Evaluation         Flow of video de seem logical flow of information is noted and documented, and video content is not original           Quality of editing and transitions         There are no trans evidence of video incorporate in	ated	Below Expectations		Meets Expectations		Exceeds Expectations			Tie
Video plays successfully       0         Video Content       Concept and/or to not followe and/or topic         Fully address the concept and/or topic       0         Video contains multiple elements providing evidence of production si demonstrate for spelling err       0         Grammar, spelling, and punctuation       Video contains gr or spelling err         O       0         Copyright information is noted and documented, and video content is original       Copyright information is not or original         Project Evaluation       Flow of video de seem logical flow of information         Quality of editing and transitions       There are no trans evidence of video incorporate         Audio and visual elements are coordinated       0         Audio and visual elements techniques       Video technology evident		•		Expect	tations	Expect	tations	Earned	Breake
Video Content         Fully address the concept and/or topic       Concept and/or ton to followe not followe of production sidemonstrate dements providing evidence of production sidemonstrate of production sidemonstrate of production sidemonstrate of the production of the producting and the production of the producting and t	isable	Media usal submitted a event gu		Media usable and	1 0	Media usable play	1		
Fully address the concept and/or topic       Concept and/or to not follower of lower lowe	0	7	0	14	0	20	0		
Fully address the concept and/or topic       not followe         0       0         Video contains multiple elements providing evidence of production si demonstrate skill       0         0       0         Grammar, spelling, and punctuation       Video contains gr or spelling err         0       0         Copyright information is noted and documented, and video content is original       Copyright information is not or original         Project Evaluation       Flow of video de seem logical flow of information         Quality of editing and transitions       There are no trans evidence of video incorporate         0       Audio and visual elements are coordinated       0         Use of video/film techniques       Video technology evident									
Video contains multiple elements providing evidence of production skill       No evidence of production si demonstrate         Grammar, spelling, and punctuation       Video contains gr or spelling err or spelling err         Copyright information is noted and documented, and video content is original       Copyright information addressed or add incorrectly AND content is not or 0         Project Evaluation       Flow of video do seem logical flow of information         Quality of editing and transitions       There are no trans evidence of video incorporate         Quality of editing and transitions       Audio and Visual elements 		Concept an not fully c		Fully addr concept an		User with no of the conc topic can ider vid	ept and/or ntify based on		
Video contains infuliple       production si demonstrate         elements providing       0         grammar, spelling, and       0         grammar, spelling, and       Video contains gr         punctuation       0         Copyright information is noted and documented, and video content is original       0         Project Evaluation       Copyright information is not or original         Project Evaluation       Flow of video do seem logical flow of information         Quality of editing and transitions       There are no trans evidence of video incorporate         Quality of editing and transitions       Audio and Visual elements are coordinated         Quality of video/film       0         Video technology evident       0	0	7	0	14	0	20	0		
Grammar, spelling, and punctuation     Video contains gr or spelling err       Copyright information is noted and documented, and video content is original     Copyright informa addressed or add incorrectly AND content is not or other is not or 0       Project Evaluation     Flow of video do seem logical flow of information       Quality of editing and transitions     Flow of video do seem logical 0       Quality of editing and transitions     There are no trans evidence of video incorporate       Audio and visual elements are coordinated     Audio and Visual of are limited       Use of video/film techniques     Video technology evident	skill	Video is des limited video	signed using editing skill	Video contains transitions and use of multiple technologies		Video conta advanced filr			
Grammar, spelling, and punctuation       or spelling err         0       0         Copyright information is noted and documented, and video content is original       Copyright information addressed or add incorrectly AND content is not or original         Project Evaluation       0         Presentation has logical flow of information       Flow of video da seem logica         Quality of editing and transitions       There are no trans evidence of video incorporate         0       0         Audio and visual elements are coordinated       0         0       0         Video technology evident techniques       Video technology	0	7	0	14	0	20	0		
0       Copyright information is noted and documented, and video content is original     Copyright informa addressed or add incorrectly AND content is not or 0       Project Evaluation     0       Presentation has logical flow of information     Flow of video do seem logica       Quality of editing and transitions     There are no trans evidence of video incorporate       Quality of editing and transitions     Audio and Visual are limited       Quality of video for the end transitions     0       Video technology evident     Video technology evident	grammar	Video conta spelling or erro	r grammar	Video con grammar and erro	l no spelling	Video is gra spelling e			
Copyright information is noted and documented, and video content is original       addressed or add incorrectly AND content is not or original         Project Evaluation       0         Presentation has logical flow of information       Flow of video do seem logical         Quality of editing and transitions       0         Audio and visual elements are coordinated       0         Quality of video/film techniques       0	0	7	0	14	0	20	0		
0       Project Evaluation       Presentation has logical flow of information     Flow of video do seem logica       Quality of editing and transitions     0       Audio and visual elements are coordinated     Audio and Visual elements are limited       0     0       Video technology evident techniques     Video technology evident	ddressed o D video	Material copyright gu video con orig	idelines OR tent is not	Copyright in documented content is	l, and video	Copyright co documented representatio content is	using visual n, and video		
Presentation has logical flow of information Quality of editing and transitions Audio and visual elements are coordinated Use of video/film techniques Flow of video do seem logica 0 There are no trans evidence of video incorporate 0 Audio and Visual elements	0	7	0	14	0	20	0		
Presentation has logical flow of information     seem logical 0       Quality of editing and transitions     There are no trans evidence of video incorporate       0     0       Audio and visual elements are coordinated     Audio and Visual elements are limited       0     Video technology evident								II	
0       Quality of editing and transitions       0       Audio and visual elements are coordinated       0       Video technology evident techniques	does not	Flow does r each elem vid	ent of the	Flow is logica sequenced wi middle,	th beginning,	Presentation includes a cal the	ll to action at		
Quality of editing and transitions     evidence of video incorporate       0     0       Audio and visual elements are coordinated     Audio and Visual elements       0     0       Video technology evident     technology	0	14	0	21	0	30	0		
0       Audio and visual elements are coordinated       0       0       Use of video/film techniques	eo editing	Transitions of rough and c eas		Transitio seamlessly an logical comp vid	d serves as a onent of the	Multiple transitions are flow sea	e used and all		
Audio and visual elements are coordinated           0           Use of video/film           techniques	0	14	0	21	0	30	0		
Use of video/film evident		Audio an elements do vari	not include	Audio uses sources inclu audio and du visual incluc camera ar techn	uding direct ibbed audio; les multiple ngles and	Audio and variety of s special	ources and		
Use of video/film evident techniques	0	7	0	14	0	20	0		
techniques 0		Video incor of film te		Video ince advanced u techn	use of film	Video conta advanced film such as spe	n techniques		
	0	7	0	14	0	20	0		
					Pro	oject Subtotal	l (200 max)		
Penalty Points	ı								
Deduct 5 points for each instance of project	ect guidelines 1	not being fo	llowed		0	Total I	Penalty		
				•		G	rand Total		

School:

State:

Judge's Signature:



## □ Preliminary Round □ Final Round

(.		e per row AND ot		the Points Earr <b>low</b>	ned column. Us	se Tie Breaker e <b>ts</b>		or subtract poir eeds	nts to break t Points	ties.) Tie
Project Usability		ot istrated	-	tations		tations	-	tations	Earned	Breaker
Website usability and navigation	Website is	not usable	not follo	ble but does ow event elines		ble and meets delines	features th	ntains more han what is he guidelines		
0	0	0	7	0	14	0	20	0		
Color/contrast, backgrounds, and font are appropriate for the topic	No design app			rast, font, or e is distracting	design c appropria	ast, font, and hoice are ate for the ot/topic	design choice	ast, font, and e enhance the for the user		
	0	0	3	0	7 O		10	0		
Graphics appropriate for	No graph principal		Graphics ar	e distracting		e appropriate ncept/topic		nhance the for the user		
the topic	0	0	3	0	7	0	10	0		
Site Content	1									
Fully address the topic	Topic is no	ot followed		not fully essed	Topic is ful	ly addressed	of the topic,	o knowledge , can identify on site		
	0 O		7	7 O		14 O		0		
Site contains multiple elements providing evidence of production	No evidence of website production skill demonstrated		Website is designed using limited features			ntains use of chnologies	Website contains advanced features			
skill	0 O		7	0	14	0	20	0		
Grammar, spelling, and punctuation		ains grammar ng errors		tains 3 or less cammar errors	grammar an	contains 1 d no spelling ors		rammar and error free		
punctuation	0	0	3	0	7	0	10	0		
Site documentation and			pyright information not ressed incorrectly				and substantiated compliance using visual representation			
copyright compliance	(	)	(	C	10		(	C		
Project Evaluation										
Site is compatible with		mpatible with atforms	Site is only with one	compatible platform		ppropriately 2 platforms		ppropriately n 2 platforms		
multiple platforms	0	0	3	0	7	0	10	0		
Site interactivity functions and is error free	Code contains errors that prevent the execution			ns errors that ent execution	Code is a	error free	to explain lo	commented gic used and lock of code		
	0	0	7	0	14	0	20	0		
Ability to execute a sale		ıt/shopping n available		hopping cart not functional	created and	hopping cart l functional be activated)	created wi checkout opt	hopping cart th multiple ions available be activated)		
	0	0	7	0	14	0	20	0		
Website elements are consistent across all pages	2	e page is ented	Pages are no	ot consistent	Pages are	consistent	elements e	nsistent and nhance the for the user		
Pageo	0	0	7 O		14 O		20 O			

Delivery Skills			1						1	
Statements are well- organized and clearly		r(s) did not prepared	prepared,	ter(s) were but flow was logical		on flowed in sequence	logic statem	tion flowed in a al sequence, ents were well rganized		
stated	0	0	3	0	7	0	10	0		
Self-confidence, poise, assertiveness, and good voice projection	demons	r(s) did not strate self- idence		) demonstrate ence and poise	a self-confider	demonstrate nce, poise, an e projection	nd self-cor good ve	(s) demonstrated afidence, poise, pice projection, assertiveness		
voice projection	0	0	3	0	7	0	10	0		
Ability to effectively answer questions		to answer stions		t completely questions	*	ely answers stions	in th comple	d with the judges e process of etely answering juestions		
	0	0	3	0	7	0	10	0		
						Demons	tration Subt	otal (200 max)		
Penalty Points (Mark	s all that app	oly)								
Over allowed time (7 minutes)	0	Dress Code ot followed	-5	O for of g	duct 5 points each instance guidelines not ing followed		0	Total Penalty		
								Grand Total		
Name(s):										
School:						5	State:			

rudge s Signature.	1	ludge's	Signature:
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# FBLA ELECTRONIC CAREER PORTFOLIO Performance Rating Sheet Preliminary R

□ Preliminary Round □ Final

Expectation	Item		N		г	Below		Me			Exceeds Expectations		Points	Tie
Resume	110111			included or strated	Provic resur experienc	pectation les a revie me incluc ces, qualif special sk	ew of ling fications,	Expect Provides a resume usin visua	review of ng multipl		Provide resume a interacti techn	s a review of and integrates ve features of ology into sentation	Earned	Breake
		(	)	0	3		0	7	0		10	0		
Career research				earch not emonstrated	Shares re	search or career	n desired	Shares researd career and personal qua this c	correlates lifications	;	qualificat and incorp	research and ions for career orates statistics, 7, and obstacles		
		(	)	0	3		0	7	0		10	0		
Career related ec	lucation			stration of d education	school ac	formatio ctivities ar aperience	nd work	Shares inforr school activit experiences a prepared fo	ies and wo und how o	ork me	education details a	experience and a and provides bout a career ch project		
		(	)	0	7		0	14	0		20	0		
Special skills or proficiencies			demon special s profici		skill or p	bout one roficiency esired car	related	Shares about skill or profic to desired car earned and h them qualifi selected	iency relater eer they h ow it maked for the	ted ave xes	least or proficier desired ca linked to a	d correlates at ne special or ney related to reer skill that is certification or orsement		
		(	)	0	7		0	14	0		20	0		
Identifies source	25	No	sources	sidentified	dev	s at least o irce used elopment esentatio	in of	Identifies at l sources develop presen	used in ment of	ata	research t	nks sources and o qualification, e, and career		
		(	)	0	3		0	7	0		10	0		
Delivery Ski	lls													
Statements are w organized and cl		Prese	enter die prep	l not appear ared		er was pro 7 was not	<b>T</b> .	Presentation logical se		n	logica stateme	on flowed in a l sequence; nts were well ganized		
stated		(	)	0	3		0	7	0		10	0		
Demonstrates se confidence, pois assertiveness, an	e, d good			s) did not rate self- dence	Presenter self-conf	(s) demo idence ar		Presenter(s) c self-confidenc good voice	ce, poise, a	and	self-conf good voi	) demonstrated idence, poise, ce projection, sertiveness		
voice projection		(	)	0	3		0	7	0		10	0		
Demonstrates th to effectively ans questions		τ	Inable to quest	o answer tions		not comp 7er questi		Completel quest			in the complet	with the judges process of ely answering estions		
		(	)	0	3		0	7	0		10	0		
									Perfo	orma	nce Subto	tal (100 max)		
Penalty Poir	nts (Mark	all tha	t appl	y)										
Over allowed time (7 minutes)	-5	0	Dre	ess Code not fo	ollowed	-5	0	Deduct 5 poi each instan guidelines no followe	ce of t being	-	_ 0	Total Penalty		
I		·				·					- · · · · · · · · · · · · · · · · · · ·	Grand Total		

Name:

School:

State:

Judge's Signature:



# Performance Rating Sheet

Expostation Itom		Not	Bel			eets		ceeds	Points	Tie
Expectation Item Demonstrates understanding of the case study and defines	No descrij study syno	nstrated ption or case psis provided ems defined	Describes a case study s defines the	ynopsis OR	Describes a case study sy	etations and provides ynopsis AND e problem(s)	Demonstraticase study sudefinitie	es expertise of ynopsis AND on of the blem(s)	Earned	Breaker
problem(s) to be solved	0	0	5	0	10	0	15	0		
Identifies alternatives and the pro(s) and con(s) of	No alternat	ives identified	pro(s) and/	(s) given but or con(s) are alyzed	given, and	o alternatives pro(s) and e analyzed	and multip	ernatives given ple pros and zed for each		
each	0	0	7	0	14	0	20	0		
Identifies logical solution and aspects of implementation		on identified	implementat devel	loped	implemen provided ar	olution and tation plan ad developed	implemen developed, resources	olution and ntation plan and necessary s identified	-	
x	0	0	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Business Plan/ Community and business relations/ legal issues/ initial capital and credit/personnel management/financial management marketing		npetencies nstrated	One or two o are demo	competencies onstrated		petencies are hstrated	compet	or more encies are nstrated		
management/taxes/ government regulations	0	0	7	0	14	0	20	0	-	
Delivery Skills										
Statements are well- organized and clearly	are well- Presenter(s) did not		Presente prepared, b not le	ut flow was	as Presentation flowed in a logical sequence; statements were well organized			sequence; ts were well		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demons	r(s) did not strate self- idence	Presenter(s) of self-confider	demonstrated ace and poise	self-confider	demonstrated ace, poise, and e projection	self-confid good voice	demonstrated lence, poise, e projection, ertiveness		
voice projection	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions		to answer stions	Does not answer c	completely juestions	1	ly answers stions	in the p completel	with the judges process of y answering stions		
*	0	0	3	0	7	0	10	0		
						Perform	ance Subtota	al (100 max)		
Penalty Points (Mark	all that app	ly)								
Dress Code not follow		.,		5 points for ea elines not bein			О То	otal Penalty		
	I	I	Suid			I		Grand Total		

Name(s):

School:

Judge's Signature:

State:



# FBLA FUTURE BUSINESS LEADER Interview Materials Rating Sheet

Cover Letter		ot istrated	-	low ctations		eets ctations		ceeds ctations	Points Earned	Tie Breaker
States award applying for	No awa	rd stated		ed does not alification	match o	d and shows f award to ications	match o qualifica	rd and shows of award to ations with red experience		
	0	0	2	0	3	0	4	0		
Promotes self in letter: Lists skills, achievements, volunteerism, experience,		romotion ided	academic ac but no volu	s skills and chievements, inteerism or ce included	achiever volunte	xills, academic nents, and eerism or erience	achiever multiple vo	kills, academic ments, and plunteerism or riences		
etc.	0	0	4	0	6	0	8	0		
States that the resume is included with the letter and asks for interview		tatement nor requested	but does	me included not ask for rview		ne is included interview	asks for provides o	ne is included, interview, pportunity to re information		
and asks for interview	0	0	2	0	3	0	4	0		
Resume								•		
Targets award on cover	No awar	d targeted		vard does not over letter	0	vard matches r letter		ports targeted cover letter		
letter	0	0	2	0	3	0	4	0		
Reader friendly – categories can be found	Resume is	unreadable		design is acting	Resume is r	eader friendly		professional in argeted award	-	
easily, white space utilized, professional fonts and font sizes	0	0	4	0	6	0	8	0		
Includes education, activities, and volunteerism or	volunteerisn	on, activities, n, experience ion listed	Two section	ons included	Three secti	ons included		nore sections rgeted award		
experience information	0	0	4	0	6	0	8	0		
Brief, concise information		nger than two ges		provided but aph form	identified w	are clearly rith organized mation	organized i each secti	entified and nformation in ion supports ed award		
	0	0	2	0	3	0	4	0		
Spelling & Grammar	•									
Documents are free of spelling, punctuation, and	Three or r	nore errors	Two	errors	not mo punctu	g errors, and re than 1 lation or tical error	grammatic not mo	elling or al errors, and ore than 1 ation error		
grammatical errors	0	0	3	0	7	0	10	0		
					Iı	nterview Mat	erials Subto	tal (50 max)		
Penalty Points (Mark	all that appl	v)						(	1 1	
remary romes (main		<i>,</i> ,	instance of gui	idelines not bei	ng followed	-	0 То	otal Penalty	-	
		L	0		0			Grand Total		
Name:										
School:						Sta	ite:			
Judge's Signature:						Da	te•			

Judge's Signature:



D Preliminary Round

$ \begin{array}{ c c c c c } \mbox{III} \mbox{IIII} \mbox{IIIII} \mbox{IIIIII} \mbox{IIIIII} \mbox{IIIII} \mbox{IIIIII} \mbox{IIIIII} IIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII$		
Explains participation in other school and/or community organizationsNo evidence of participation in other school and/or community organizationsParticipates in only one additional school and/or community organizationExplains participation in other school and/or community organizationsIs able to explain how participation in other complemented or enhanced other school and/or community organizations0050100150Explains and shows areas of outstanding achievementNo other achievements outside of FBLAHas limited areas of outstanding achievement other than FBLAIs able to explain and show areas of outstanding achievementIs able to explain how participations005010015010015010015010050100150100150100150100150100150100501001501105010015012050100150	and leadership experiences	
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$		
Explains and shows areas of outstanding achievement       Has limited areas of outstanding achievement other than FBLA       Is able to explain and show areas of outstanding achievement other than FBLA       Is able to explain and show areas of outstanding achievement other than FBLA         0       0       5       0       10       0       15       0	other school and/or	
Explains and shows areas of outstanding achievement achievement       No other achievements outside of FBLA       Has limited areas of outstanding achievement other than FBLA       Is able to explain and show areas of outstanding achievement other than FBLA       participation in FBLA has complemented or enhanced other areas of outstanding achievement         0       0       5       0       10       0       15       0		
Is able to discuss how the	of outstanding	
May have an idea for a		
Indicates understanding of career plans at this career plans at this time No career plans at this time No career plans at this career plans at this time No career plans at this the career knowledge has been obtained No career plans were decided and how the career knowledge was acquired and how it will be used	ndicates understanding of areer knowledge and	

### **Professional Presentation Skills**

Demonstrates proper greeting, introduction, and closing	proper g	does not use greeting, , OR closing	introduction	ts greeting, , OR closing weak	Participant ha greeting, intro AND clos	duction,	their intro themselves as	is creative in duction of nd asks for or ow-up action onclusion	
	0	0	5	0	10	0	15	0	
Demonstrates strong self- confidence, appropriate assertiveness, and	demonst confidence, a	nt did not trate self- assertiveness, husiasm	Participant demonstrated minimal self-confidence, assertiveness, AND enthusiasm		Participant used strong eye contact, appropriate assertiveness, AND enthusiasm		Participant led the interview process and effectively used interview time		
enthusiasm	0	0	3	0	7	0	10	0	
Demonstrates proper verbal and nonverbal communication skills	rbal and nonverbal inappropriat		communicat	or nonverbal tion skills are listracting	All questions we answered usir grammar and ap body lang	ng good propriate	skills are nonverbal co	munications excellent; mmunication tural	
	0	0	3	0	7	0	10	0	

## **Application Materials**

Student brought		No materials were brought	Materials were brought.		
application materials to interview	0	0	5	0	
			Interview Subtota	l (100 max)	

Penalty Points (Mark all tha	t apply)							
Dress Code not followed	-5	0	Deduct 5 points for each instance guidelines not being followed			0	Total Penalty	
							Interview Total	
						Tes	st Total (100 max)	
				M	aterials Pr	ejudge	ed Score (50 max)	
Name:						Gran	d Total (250 max)	
0.1 1			Ç					
School:			State:					
Judge's Signature:			Date:					



Ginal Round

		(Mark one score per row AND write sco Not Demonstrated E2				elow	N	leets	Breaker	E	sceeds	3	Points	Tie
Expectation Item					Expe	ctations	-	ctations		-	ectatio		Earned	Breaker
Illustrates participation in and leadership experiences in FBLA	FBLA meml attend	other bershij	n involve than to p dues a rate/nati rence	pay ind	in FBLA ac had lim	l participation tivities OR has ited FBLA opportunities	Is able to participat throughou and discu experience	ion in FBI 1t high sch	LA 100l hip	Is able to partici leadership FBLA have other areas	pation experi e trans	and iences in ferred to		
	0		C	)	5	0	10	C	)	15		0		
Explains participation in other school and/or community organizations	partie school a o	cipatio and/o	ations	ner unity	additional s communit other t	es in only one school and/or y organization han FBLA	community	nool and/o organizat	or tions	0	on in F emente l other	BLA has ed or school uunity ms		
	0		C	)	5	0	10	C	)	15		0		
Explains and shows areas of outstanding achievement			hievemo of FBLA		outstanding	ted areas of g achievement han FBLA	show areas	explain an of outstan evement		Is able to participatio comple enhanced outstandin	on in F emente other	BLA has ed or areas of		
	0		C	)	5	0	10	C	)	15		0		
Indicates understanding of career knowledge and career plans	No ca	areer p tirr	olans at 1 ne	this	career but no solic obtained	an idea for a has developed l plans OR l any career wledge	Knows car shows some the career l been	e evidence	e that	Is able to c career plan and how th achieved. C how the ca was acqui will	ns were he plan Can als reer kr	e decided as will be o discuss nowledge d how it		
	0		С	)	5	0	10	C	)	15		0		
Professional Presenta	ation Sl	cills												
Demonstrates proper greeting, introduction, and closing	pr	oper g	does not preeting, , OR clo		introductio	or's greeting, n, OR closing s weak	Competit greeting, ANE			Competito their int themselves provides fo in the	roduct and as ollow-u	ion of sks for or ap action		
-	0		С	)	5	0	10	C	)	15		0		
Demonstrates strong self- confidence, appropriate assertiveness, and	der confide	nonsti ence, a	or did no rate self ssertive nusiasm	ness,	minimal se assertive	demonstrated lf-confidence, ness, AND uusiasm			iate	Compe interview effectively	v proce	ess and		
enthusiasm	0		С	)	3	0	7	0	)	10		0		
Demonstrates proper verbal and nonverbal communication skills	comm	unicati	) nonve ion skill opriate		communic	/or nonverbal ation skills are distracting	grammar ar	l using goo	od	Verbal co skills an nonverbal is	re exce	llent; unication		
	0		С	)	3	0	7	0	)	10		0		
Application Material	8													
Student brought application materials to			No ma	aterials	were brought			Mate	erials w	ere brought		0		
interview	0				0					5		0		
									Inter	view Subto	tal (10	00 max)		
Penalty Points (Mark	all that	appl	y)		Deter		ali ta ata a a							
Dress Code not follow	ed	-	5	0		t 5 points for ea delines not bein				0 Т	'otal P	enalty		
											Gran	d Total		
Name:														
School:							State:							

Judge's Signature:



## □ Preliminary Round □ Final Round

Expectation Item		ot nstrated	-	low tations		eets etations	-	eeds tations	Points Earned	Tie Breaker
Description of the event topic and materials	and/or or elements ar	ot described ne or more e missing or nplete	one of the	and at least e materials ribed		pic and all described	topic descri	ls and event bed, and the connect the eces together		
	0	0	7	0	14	0	20	0		
Explains the design and development process	description of and p	nation or of the design rocess	developme	e design OR ent process	and the de pro	th the design evelopment ccess	explanatio design and o pro	industry on of both development cess		
	0	0	7	0	14	0	20	0		
Create interest and desire for the design		Does not create interest or desire for the design or desire for the design or desire for the design product Describes two or more features of the design that would assist in selling the product Describes four or more features of the design that would assist in selling the product Describes four or more features of the design that would assist in selling the product Describes four or more features of the design that would assist in selling the product Describes four or more features of the design that would assist in selling the product Describes four or more features of the design that would assist in selling the product Describes four or more features of the design that would assist in selling the product Describes four or more features of the design that would assist in selling the product Describes at least four features that would assist in selling the product Describes at least four features that would assist in selling the product or the existing brand of the company			would assist product and the design is the existing					
	0	0	7	0	14	0	20	0		
Consistency in graphic design to theme	design to	y in graphic theme not essed	design is co	ow graphic nsistent with eme	aids the c between gra	es with visual onsistency aphic design heme	sistency ic design of the topic and design as it relates to graphic design			
	0	0	7	0	14	0	20	0		
Delivery Skills										
Statements are well- organized and clearly		(s) did not prepared	prepared, b	er(s) were out flow was ogical		on flowed in sequence	logical s statements	n flowed in a equence; s were well nized		
stated	0	0	1	0	3	0	5	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not trate self- dence		demonstrated nee and poise	self-confiden	demonstrated ice, poise, and e projection	self-confid good voice	demonstrated ence, poise, projection, rtiveness		
voice projection	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions		tions		completely questions	*	ly answers stions	in the pr completely	ith the judges rocess of answering stions		
laconono	0	0	3	0	7	0	10	0		
	1	1	L	1	1		ance Subtota			

Over Deduct 5 points allowed Dress Code for each instance 0 Ο 0 -5 -5 **Total Penalty** of guidelines not not followed time being followed (7 minutes) Grand Total

Name(s):

School:

State:

Judge's Signature:



#### Preliminary Round Final

(Mark one score per row AND write score in the Points Earned column. Use Tie Breaker column to add or subtract points to break ties.)

	· ·						r column to acc			/
Expectation Item		lot nstrated		low tations		eets tations	Exc Expec	eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	study synop	tion or case sis provided ms defined	case study s	and provides synopsis OR e problem(s)	case study sy	nd provides mopsis AND problem(s)	case study sy	on of the		
problem(s) to be solved	0	0	3	0	7	0	10	0		
Communicates position on problem of case study		osition inicated		ates position to problem	on problem	ates position 1 of the case 1dy	profession position on	icates in a nal manner problem of study		
	0	0	3	0	7	0	10	0		
Identifies logical solution and aspects of implementation	No solutio	n identified	implementa	rovided, but tion plan not loped	implemen	lution and tation plan d developed	implement	blution and tation plan nd necessary identified		
Implementation	0	0	3	0	7	0	10	0		
Displays empathy/ diplomacy when responding to case study		or diplomacy layed	displayed in	r diplomacy response to y problem	displayed in	d diplomacy response to y problem	diplomacy s resolution o	empathy and skills add to of case study blem		
problem	0	0	3	0	7	0	10	0		
Shows knowledge of terminology and components related to the		anding of the emonstrated		y is presented panded on	termino implemen	rstanding of logy and tation into ntation	enough fo	ology is cated clear or client to on own		
case study	0	0	3	0	7	0	10	0		
Demonstrates conflict resolution and closure to	No closure v	was provided		as closed OR as resolved		resolved, the has closure	Conflict was situation has client is			
the case study	0	0	7	0	14	0	20	0		
Delivery Skills										
Statements are well- organized and clearly		d not appear bared		ras prepared, as not logical		on flowed in sequence	0	equence; s were well		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise,	demonst	er did not trate self- dence		emonstrated nce and poise	self-confiden	emonstrated ce, poise, and e projection	Presenter de self-confide good voice	projection,		

effectively ask and answer question was asked questions were asked questions 0 Ο 3 Ο 7 Penalty Points (Mark all that apply)

0

3

All questions were

answered and at least one

Unable to ask or answer

questions

0

Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
					Grand Total	
					Objective Test	
					Score (to be used in	
					case of tie)	

Ο

good voice projection

All questions were clearly

answered, and two

Ο

Ο

7

Name:

School:

State:

and assertiveness

All questions were clearly

answered, and more than

three questions were

asked

10

10

Performance Subtotal (100 max)

Ο

Ο

Judge's Signature:

assertiveness, and good

Demonstrates ability to

voice projection

# FBLA HOSPITALITY & EVENT MANAGEMENT Performance Rating Sheet

	Not		Below		Meets		r column to add or subtract po Exceeds		Points	Tie
Expectation Item Demonstrates understanding of the case study and defines problem(s) to be solved	Demonstrated No description or case study synopsis provided no problems defined		Expectations Describes and provides case study synopsis OR defines the problem(s)		Expectations Describes and provides case study synopsis AND defines the problem(s)		Expectations Demonstrates expertise of case study synopsis AND definition of the problem(s)		Earned	Breaker
F(0)	0	0	5	0	10	0	15	0		
Identifies alternatives and the pro(s) and con(s)of each		ternatives entified	Alternative(s)given but pro(s) and/or con(s) are not analyzed		At least two alternatives given, and pro(s) and con(s) are analyzed		Multiple alternatives given and multiple pros and cons analyzed for each			
I. (()	0	0	7	0	14	0	20	0		
Identifies logical solution and aspects of implementation	No solut	ion identified	implementa	ovided, but tion plan not loped	Logical solution and implementation plan provided and developed		Feasible solution and implementation plan developed, and necessary resources identified			
	0	0	7	0	14	0	20	0		
understanding of the event competencies: Manage strategic plan/hospitality marketing concepts/ hospitality markets and customers/operation and management/ customer service/ human resource management/hotel sales process/project management/financial resources/meeting design and layout/event site selection and management/marketing the event/ communication and professionalism/legal issues, financial management, and budgeting/current trends/environmental, ethical, and global issues/manage the event/develop financial resources/train and manage staff and volunteers/design the		mpetencies onstrated	7 O		Three competencies are demonstrated		Four or more competencies are demonstrated			
program/ manage stakeholder relationships/engage speakers and performers/food and beverage sales/ managing movement of										

Delivery Skills									
Statements are well-organized and clearly stated	Presenter(s) did not appear prepared		Presenter(s) were prepared, but flow was not logical		Presentation flowed in logical sequence		Presentation flowed in a logical sequence; statements were well organized		
	0	0	3	0	7	0	10	0	
Demonstrates self- confidence, poise, assertiveness, and good voice	Presenter(s) did not demonstrate self- confidence		Presenter(s) demonstrated self-confidence and poise		Presenter(s) demonstrated self-confidence, poise, and good voice projection		Presenter(s) demonstrated self-confidence, poise, good voice projection, and assertiveness		
projection	0	0	1	0	3	0	5	0	
Demonstrates the ability to effectively answer questions	Unable to answer questions		Does not completely answer questions		Completely answers questions		Interacted with the judges in the process of completely answering questions		
	0	0	3	0	7	0	10	0	
Performance Subtotal (100 max)									

Penalty Points (Mark all that a	apply)					
Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	

	0	0			
				Grand Total	
				Objective Test	
				Score (to be	I
				used in the event	I
				of a tie)	I
Name(s):					

School:	State:
Judge's Signature:	Date:



#### Preliminary Round Ginal Round

Expectation Item		lot nstrated		elow ctations		eets ctations	Expec	eeds tations	Points Earned	Tie Breaker
Incorporate provided topic		topic is not d in speech		not clearly ed into speech		vas clearly d into speech	incorpo expanded	as clearly rated and thoroughly t the speech		
	0	0	3	0	7	0	10	0		
Identify and execute a consistent theme	No theme	e presented	not consiste	identified, but ent throughout beech	consistent	entified and throughout eech	utilized exp	stories are pand on the l theme		
	0	0	3	0	7	0	10	0		
Include accurate and appropriate supporting information	information inappropri	pporting provided OR iate material sed	supporting	xample of g information ovided	supporting	examples of information vided	supporting included	xamples of information to develop the speech		
information	0	0	3	0	7	0	10	0		
Delivery Skills										
Introduce the topic immediately (Intro)	Topic was n	ot introduced		tion was not presented	presented, a	n was clearly and topic was mmediately	presented, a defined imm an effective	n was clearly nd topic was nediately with transition into ech body		
	0	0	3	0	7	0	10	0		
Support the topic(s) throughout (Body)	*	d not have a opic		pics presented ar connections	identified, co supported th	opic(s)were onnected, and proughout the eech	effectively support	nsitions were vutilized to the central ic(s)		
	0	0	7	0	14	0	20	0		
Provide effective conclusion	*	d not have a clusion		ion was not presented		onclusion was ented	connectio	n provides on to entire ntation		
conclusion	0	0	3	0	7	0	10	0		
Delivers extemporaneous presentation		ot address ace at all	from notes	eech directly with minimal contact	occasionally appropriate	s at notes while keeping e eye contact udience	occasion appropriate and utilizes body langua	at notes ally, keeps eye contact, appropriate age and hand tures		
	0	0	5	0	10	0	15	0		
Demonstrates self- confidence, poise, assertiveness, and good	demons	er did not strate self idence		naintained eye and poise	contact, po	ad strong eye bise, and had e projection	confidence, projectio	emonstrated poise, voice n, and was presentation		
voice projection	0	0	5	0	10	0	15	0		
						Perform	ance Subtota	ll (100 max)		
Penalty Points (Mark	all that app	ly)								
Time Penalty for under 5	0	Dress	5		luct 5 points each instance			tal Donalty		

for each instance for under -5 0 Code not -5 Ο Ο **Total Penalty** of guidelines not followed 3:31 or being followed over 4:29 Grand Total

Name: School: State: Judge's Signature: Date:



	<u>`</u>						r column to add			,
Expectation Item		ot istrated		low tations		eets tations	-	eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	No descrip study synop	tion or case	Describes a case study s	and provides synopsis OR e problem(s)	Describes a case study sy	and provides mopsis AND problem(s)	Demonstrate case study sy definitio	es expertise of mopsis AND on of the lem(s)	Lancu	Dicakei
problem(s) to be solved	0	0	5	0	10	0	15	0		
Identifies alternatives and the pro(s) and con(s) of each	No alternativ	ves identified	pro(s) and/	(s)given but or con(s) are nalyzed	given, and	o alternatives pro(s) and e analyzed	and multip	rnatives given le pros and zed for each		
caen	0	0	7	0	14	0	20	0		
Identifies logical solution and aspects of implementation	No solutio	n identified	implementa	rovided, but tion plan not loped	implemen	olution and itation plan id developed	implemen developed, a	olution and tation plan ind necessary identified		
Implementation	0	0	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Basic international concepts/ownership and management/ marketing/finance/ communication (including roleme and hearnes) (		petencies Istrated		competencies onstrated		petencies are istrated	compete	or more encies are astrated		
culture and language)/ ethics/taxes and government regulations/ currency exchange/ international travel/career development	0	0	7	0	14	0	20	0		
Delivery Skills										
Statements are well- organized and clearly	Presenter appear p	(s) did not prepared	prepared, b	er(s) were out flow was ogical		on flowed in sequence	logical s statements	n flowed in a equence; s were well nized		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not rate self- dence		demonstrated nce and poise	self-confiden	demonstrated ace, poise, and e projection	self-confid good voice	demonstrated ence, poise, projection, rrtiveness		
voice projection	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions		o answer tions		completely questions	*	ely answers stions	in the pr completely	ith the judges rocess of answering stions		
1	0	0	3	0	7	0	10	0		
						Perform	ance Subtota	l (100 max)		
Penalty Points (Mark	all that app	ly)								

Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
					Grand Total	
					Objective Test Score (to	
					be used in case of a tie)	

Name(s):

School:

State:

Judge's Signature:

 FBLA INTRODUCTION TO BUSINESS PRESENTATION

 Performance Rating Sheet
 □ Preliminary Round

 □ Preliminary Round
 □ Final Round

Expectation Item		score per row AN Not nonstrated	]	Below ectations	M	leets ctations	ICAKCI	Exce Exce Expect	eeds	Points Earned	Tie Breaker
Demonstrates understanding of the	event top	lerstanding of ic OR incorrect pic used	inconsis	nding of topic tent from the guidelines		ates the top presentation		Demonstra industry terr the t	minology in		
event topic in presentation	0	0	5	0	10	0		15	0		
Describes the purpose with a logical sequence of		nce of purpose ical sequence		ated OR logical of ideas given	Purpose is c a logical seq			Purpose is v and in a logi of ic	cal sequence		
ideas	0	0	3	0	7	0		10	0		
Summarizes information from the event topic and identifies recommendations	recom	ummary or mendations entified	summary	nendations or provided, but ot developed	and recomm	was effectiv logical nendations eloped	ve	Summary pro connection t of the event t entire preser feasible recor ident	o all aspects opic through ntation, with nmendations		
	0	0	5	0	10	0		15	0		
Uses technology for proper formatting, design elements, and business	No use	of technology	1-2 techno	rates the use of ology and design eatures	Demonstra 3–4 technol fea			Demonstrates or more tech design f	nnology and		
presentation features	0	0	7	0	14	0		20	0		
Uses suitable and accurate statements of information		in 3 statements	2	statements are accurate	All stat information	ements of n are accura	ate	All stater information with support	are accurate		
in presentation	0	0	3	0	7	0		10	0		
Provides proper documentation to comply with state and federal		No documen	tation provide		Substantiate			copyright regu	-		
copyright laws		0		0		10		C	)		
Delivery Skills	T		1		1						
Statements are well- organized and clearly stated with use of industry		ter(s) did not ar prepared	prepared	nter(s) were , but flow was t logical		on flowed i sequence	in	Presentation logical se statements orgar	equence; were well		
language	0	0	1	0	3	0		5	0		
Demonstrates self- confidence, poise, assertiveness, and good	demo	ter(s) did not nstrate self- nfidence		s) demonstrated lence and poise	Presenter(s) self-confide good void		and	Presenter(s) of self-confide good voice and asser	ence, poise, projection,		
voice projection	0	0	1	0	3	0		5	0		
Demonstrates the ability to effectively answer questions		e to answer aestions		ot completely r questions		ely answers estions	3	Interacted wi in the pr completely quest	ocess of answering		
1	0	0	3	0	7	0		10	0		
	•		•	·	•	Perf	orma	ance Subtotal	l (100 max)		
Penalty Points (Mark	all that ap	oply)							,		
Over allowed time (7 minutes)	0	Dress Code not followed	-5	O for ea of gui	ct 5 points ch instance delines not g followed			O Tot	al Penalty		
							Pe	rformance G	rand Total		
Name(s):						-					
-11-							C 4. 4				
chool:							State	•			

Judge's Signature:

# FBLA INTRODUCTION TO EVENT PLANNING Performance Rating Sheet

	(Mark one sco	re per row AN	<b>D</b> write score in	n the Points Ea	rned column.	Use Tie Breake:	r column to add	d or subtract po	oints to break	x ties.)
Expectation Item		lot nstrated		low tations		eets tations		eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	study synop	tion or case sis provided ms defined	case study s	and provides synopsis OR problem(s)	case study sy	nd provides mopsis AND problem(s)	case study sy definitio	es expertise of mopsis AND on of the lem(s)		
problem(s) to be solved	0	0	5	0	10	0	15	0		
Identifies alternatives and the pro(s) and con(s)of	No alternativ	ves identified	pro(s) and/	(s)given but or con(s) are nalyzed	given, and	alternatives pro(s) and e analyzed	and multip	rnatives given le pros and zed for each		
each	0	0	7	0	14	0	20	0		
Identifies logical solution and aspects of implementation	No solutio	n identified	implementa	ovided, but tion plan not loped	implemen	olution and tation plan id developed	implemen developed, a	olution and tation plan ind necessary identified		
implementation	0	0	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Customer service skills/management skills/event staffing/legal aspects/convention management/designing and executing an		No competencies demonstrated		One or two competencies are demonstrated		Three competencies are demonstrated		or more encies are istrated		
event/crowd control/pricing/careers in event planning/supply chain management	0	0	7	0	14	0	20	0		
Delivery Skills										
Statements are well- organized and clearly stated	Presenter appear p	(s) did not prepared	prepared, b	er(s) were out flow was ogical		n flowed in equence	logical s statements	n flowed in a equence; s were well nized		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good		(s) did not trate self- dence		demonstrated nee and poise	self-confiden	demonstrated ce, poise, and e projection	self-confid good voice	demonstrated ence, poise, projection, rtiveness		

-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty
	-	· · ·		Grand Total
_	-5	-5 O		

Does not completely

answer questions

Ο

Ο

3

7

Completely answers

questions

Ο

0

5

10

Interacted with the judges

in the process of

completely answering

questions

Ο

Ο

**Score** (to be used in the event of a tie)

|--|

voice projection

Demonstrates the ability

to effectively answer

questions

0

0

Unable to answer

questions

Ο

Ο

1

3

School:

State:

Judge's Signature:

# FBLA INTRODUCTION TO PUBLIC SPEAKING Performance Rating Sheet Preliminary Route

Preliminary Round Ginal Round

Grand Total

	(Mark one sco	ore per row AN					er column to add			,
Expectation Item		lot nstrated		low		eets ctations		eeds	Points Earned	Tie Breaker
Incorporate FBLA-PBL goals into speech	No FBLA	A-PBL goals d in speech	FBLA-PBL clearly inco	ctations goals were not rporated into eech	FBLA-PBI clearly incom	L goals were rporated into eech	FBLA-PBI clearly incom implemented	tations goals were rporated and d throughout peech	Larned	Dreaker
	0	0	3	0	7	0	10	0	-	
Identify and execute a consistent theme	No them	e presented	not consiste	identified, but nt throughout eech	consistent	entified and throughout eech	utilized exp	stories are pand on the l theme		
	0	0	3	0	7	0	10	0		
Include accurate and appropriate supporting information	information inappropri	pporting provided OR iate material sed	supporting	ample of information vided	supporting	examples of information vided	supporting included	xamples of information to develop the speech		
Information	0	0	3	0	7	0	10	0		
Delivery Skills										
Introduce the topic immediately (Intro)	Topic was n	ot introduced		ion was not presented	presented a	n was clearly nd topic was nmediately	presented an defined imm an effective t	n was clearly nd topic was nediately with transition into ech body		
	0	0	3	0	7	0	10	0		
Support the topic(s) throughout (Body)	*	d not have a opic		vics presented r connections	identified, co supported th	opic(s)were onnected, and proughout the eech	effectively support t	nsitions were utilized to he central ic(s)		
	0	0	7	0	14	0	20	0		
Provide effective conclusion		d not have a clusion		on was not presented		onclusion was ented	connectio	n provides n to entire ntation		
	0	0	3	0	7	0	10	0		
Delivers quality presentation		ot address ace at all	from notes	ech directly with minimal ontact	occasionally appropriate	s at notes while keeping e eye contact udience	presentation appropriate b	nemorized n and utilizes oody language l gestures		
	0	0	5	0	10	0	15	0		
Demonstrates self- confidence, poise, assertiveness, and good	demons	er did not strate self idence		aintained eye and poise	contact, po	ad strong eye vise, and had e projection	confidence, projection	emonstrated poise, voice n, and was presentation		
voice projection	0	0	5	0	10	0	15	0		
						Perform	nance Subtota	l (100 max)		
Penalty Points (Marl	x all that app	ly)								
Time Penalty for under -5 3:31 or over 4:29		Dress Code not followed	-5	O for of g	duct 5 points each instance uidelines not ng followed		О То	tal Penalty		

Name: School: State: Judge's Signature: Date: 

 FBLA INTRODUCTION TO SOCIAL MEDIA STRATEGY

 Performance Rating Sheet
 □ Preliminary Round
 □ Final Round

Expectation Item	N Demor	ot istrated	-	low etations		eets etations	Exc Expec	eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the	event topic	standing of OR incorrect used	inconsist	ling of topic ent during ntation		tes the topic esentation	the topi	s expertise of c during itation		
event topic	0	0	3	0	7	0	10	0		
Describes the use and implementation of innovative technology	*	ion of use or ntation of iology	impleme	ation OR ntation of technology	demons	ntation and tration of technology	Expert de implemen demonst innovative	tation, and ration of		
	0	0	7	0	14	0	20	0		
Explains the design and development process	description	nation or of the design rocess	*	e design OR ent process	and the de	th the design evelopment ccess	Expert explanatio design and o pro	on of both levelopment		
	0	0	7	0	14	0	20	0		
Incorporates campaign into presentation		t present baign	contains models of OR contai that are	presented but less than 3 social media ns 3 models not well loped	with 3 mod media a	is presented lels of social nd is well loped	Campaign i with 3 mod media ar devel	els of social id is fully		
	0	0	7	0	14	0	20	0		
Provides proper documentation to comply		No document	ation provided	1	Substantiate		o copyright regu resentation	lations using		
with state and federal copyright laws	(	)	(	С	1	.0	(	C		
Delivery Skills										
Statements are well-		(s) did not prepared	prepared, b	er(s) were out flow was ogical		on flowed in sequence	logical s	n flowed in a equence; s were well nized		
organized and clearly	appear p					0		0		
	0	0	1	0	3	0	5	0		
organized and clearly stated Demonstrates self- confidence, poise, assertiveness, and good	0 Presenter demonst confi	(s) did not trate self- dence	Presenter(s) self-confider	demonstrated nce and poise	Presenter(s) self-confiden good voice	demonstrated ice, poise, and e projection	Presenter(s) of self-confide good voice and asse	lemonstrated ence, poise, projection, rtiveness		
organized and clearly stated Demonstrates self- confidence, poise,	0 Presenter demonst	(s) did not trate self-	Presenter(s)	demonstrated	Presenter(s) self-confiden	demonstrated ace, poise, and	Presenter(s) of self-confide good voice and asse 5	lemonstrated ence, poise, projection, rtiveness O		
organized and clearly stated Demonstrates self- confidence, poise, assertiveness, and good voice projection Demonstrates the ability to effectively answer	0 Presenter demonst confi 0 Unable t	(s) did not trate self- dence	Presenter(s) self-confider 1 Does not	demonstrated nce and poise	Presenter(s) self-confiden good voice 3 Complete	demonstrated ice, poise, and e projection	Presenter(s) of self-confid- good voice and asse 5 Interacted wi in the pr completely	lemonstrated ence, poise, projection, rtiveness O		
organized and clearly stated Demonstrates self- confidence, poise, assertiveness, and good voice projection Demonstrates the ability to effectively answer	0 Presenter demonst confi 0 Unable t	(s) did not rate self- dence O o answer	Presenter(s) self-confider 1 Does not	demonstrated nee and poise	Presenter(s) self-confiden good voice 3 Complete	demonstrated ice, poise, and e projection O	Presenter(s) of self-confid- good voice and asse 5 Interacted wi in the pr completely	lemonstrated ence, poise, projection, rtiveness O th the judges rocess of answering		
organized and clearly stated Demonstrates self- confidence, poise, assertiveness, and good voice projection Demonstrates the ability to effectively answer	0 Presenter demonst confi 0 Unable t ques	(s) did not rate self- dence O o answer tions	Presenter(s) self-confider 1 Does not answer o	demonstrated nee and poise O completely questions	Presenter(s) self-confiden good voice 3 Complete ques	demonstrated ace, poise, and e projection O ely answers stions	Presenter(s) of self-confid- good voice and asse 5 Interacted wi in the pr completely ques 10	lemonstrated ence, poise, projection, rtiveness O th the judges rocess of answering tions O		
organized and clearly stated Demonstrates self- confidence, poise, assertiveness, and good voice projection Demonstrates the ability to effectively answer questions	0 Presenter demonst confi 0 Unable t ques 0	(s) did not rate self- dence O o answer tions	Presenter(s) self-confider 1 Does not answer o	demonstrated nee and poise O completely questions	Presenter(s) self-confiden good voice 3 Complete ques	demonstrated ace, poise, and e projection O ely answers stions	Presenter(s) of self-confid good voice and asse 5 Interacted with in the pr completely ques	lemonstrated ence, poise, projection, rtiveness O th the judges rocess of answering tions O		
organized and clearly stated Demonstrates self- confidence, poise, assertiveness, and good voice projection Demonstrates the ability to effectively answer	0 Presenter demonst confi 0 Unable t ques 0 call that appl	(s) did not rate self- dence O o answer tions	Presenter(s) self-confider 1 Does not answer 3	demonstrated nee and poise O completely guestions O Dedu for ear of guis	Presenter(s) self-confiden good voice 3 Complete ques	demonstrated ace, poise, and e projection O ely answers stions O Performation	Presenter(s) of self-confid- good voice and asse 5 Interacted wi in the pr completely ques 10 ance Subtota	lemonstrated ence, poise, projection, rtiveness O th the judges rocess of answering tions O	- -	

School:

State:

Judge's Signature:



# **FBLA JOB INTERVIEW** Interview Materials Rating Sheet

	· · · · · · · · · · · · · · · · · · ·	1	<b>D</b> write score in					1	1 1	/
Cover Letter	N Demon		-	low tations		eets stations		ceeds ctations	Points Earned	Tie Breaker
States job applying for	No job		Job stated do	bes not match	States job match o	and shows of job to cations	States job match qualifica	and shows of job to tions with ed experience	Lancu	Dicakei
	0	0	2	0	3	0	4	0		
Promotes self in letter: Lists skills, achievements, experience, etc.	No self-p inch		academic ac but no es	s skills and chievements, xperience aded	achieven	tills, academic nents, and rience	achieven	sills, academic nents, and experiences		
¥ .	0	0	4	0	6	0	8	0		
States that the resume is included with the letter and asks for interview	No resume s interview			ne included not ask for wiew		ne is included interview	asks for provides of	ne is included, interview, portunity to e information		
	0	0	2	0	3	0	4	0		
Resume										
Targets job on cover letter	No job	targeted		ob does not over letter	0 ,	ob matches r letter		ports targeted over letter		
Targets job on cover letter	0	0	2	0	3	0	4	0		
Reader friendly – categories can be found easily, white space utilized,	Resume is	unreadable		design is acting	Resume is re	eader friendly		rofessional in targeted job		
professional fonts and font sizes	0	0	4	0	6	0	8	0		
Includes education, activities, and experience	No education or experience list	information	Two sectio	ns included	All three sect	tions included		ctions support ted job		
information	0	0	4	0	6	0	8	0		
Brief, concise information	Resume is lor paş	-		provided but aph form	identified w	are clearly ith organized mation	organized in each section	entified and aformation in on supports ted job		
	0	0	2	0	3	0	4	0		
Spelling & Grammar										
Documents are free of spelling, punctuation, and	Three or n	nore errors	Two	errors	not mo: punctu	g errors, and re than 1 ation or tical error	grammatica not mo	elling or al errors, and re than 1 tion error		
grammatical errors	0	0	3	0	7	0	10	0		
			•		Ir	nterview Mat	erials Subtor	tal (50 max)		
Penalty Points (Mark	all that appl	v)								
		.,	instance of gui	delines not bei	ng followed		0 To	tal Penalty		
							(	Grand Total		
Name:										
School:						Sta	.te:			

Judge's Signature:



# Preliminary Round

(Mark one score per row AND write score in the Points Earned column. Use Tie Breaker column to add or subtract points to break ties.)

	`				rned colun		Use Tie Breaker				
Expectation Item		lot nstrated	Bel Expec	low tations	Ех		leets ctations	-	eeds tations	Points Earned	Tie Breaker
Demonstrates the ability to understand and respond to interview		ot answer stions		not relevant on asked			re relevant to stion asked	fully suppor	relevant and t knowledge on/duties		
questions	0	0	5	0	10		0	15	0		
Relates previous experiences/activities with position's duties and skills necessary to succeed	experience	e of previous e/activities	experience mentioned by to position skills necessar	ut not related 's duties or ry for success	expe mention related to or skil	rien ned o po lls n	previous ice/activity and is clearly osition's duties iecessary for ccess	experience mentioned a related to por or skills ne suc	sition's duties cessary for cess		
	0	0	5	0	10		0	15	0		
Possesses knowledge about the position and career field		e of position ld knowledge	the organ	ding of the	kno org under	wleo gani: rstar	rehensive dge of the zation or nding of the emonstrated	both the org	nowledge of anization and lemonstrated		
	0	0	5	0	10		0	15	0		
Asks questions that demonstrate and interest in the organization and understanding of the	No quest	tion asked	organiz: understand	ked, but it is ed to the ation or ding of the ition	related to	o th ersta	asked that is a organization anding of the sition	directly relate organiza understand	asked that are ad to both the ation and ding of the ation		
position	0	0	5	0	10		0	15	0		
Professional Presenta	ation Skills										
Demonstrates proper greeting, introduction, and closing	proper ; introduction	does not use greeting, 1, OR closing	Participant introduction was	, OR closing weak	greetin Al	ng, i	nt has strong ntroduction, 0 closing	their intro themselves ar provides foll	nclusion		
	0	0	5	0	10		0	15	0		
Demonstrates strong self- confidence, appropriate assertiveness, and	demons confidence,	nt did not trate self- assertiveness, husiasm	Participant d minimal self assertiven enthu	-confidence, ess, AND	eye con assert	tive:	t used strong t, appropriate ness, AND usiasm	effectively us	nt led the process and sed interview ne		
enthusiasm	0	0	3	0	7		0	10	0		
Demonstrates proper verbal and nonverbal communication skills	communica	D nonverbal tion skills are opriate	Verbal and/o communicat weak or c	ion skills are	answe gramma	ered ar an	ns were clearly using good nd appropriate language	skills are nonverbal co	mmunication tural		
	0	0	3	0	7		0	10	0		
Application Material	s				1					1	
Student brought application materials to		No materials	were brought				Materials w	ere brought	r		
interview	0		0				5		0		
							Performa	ance Subtota	1 (100 max)		
Penalty Points (Mark	all that appl	y)						•		1	
Dress Code not follow	ed -5	0	Deduct 5 point guidelines n	ts for each insta not being follow			(	) Tot	tal Penalty		
								Perform	nance Total		
							Materials Pr	ejudged Sco	re (50 max)		
								Grand Tota	1 (150 max)		
Name:											
School					State						

School:

State:



# Generation Final Round

	``````````````````````````````````````		<b>D</b> write score in				reaker				,
Expectation Item	N Demor		-	low tations		leets ectations		Exce Expect		Points Earned	Tie Breaker
Demonstrates the ability to understand and respond to interview	Does no ques	t answer	Answers are	not relevant on asked	Answers a	re relevant stion asked	to	Answers are fully suppor of positio	relevant and t knowledge	Zunicu	Dicunci
questions	0	0	5	0	10	0		15	0		
Relates previous experiences/activities with position's duties and skills necessary to succeed	No evidence experience		experience mentioned b to position	revious ce/activity ut not related i's duties or ry for success	experier mentioned related to p or skills r	previous nee/activity l and is clean osition's du necessary fo necess	rly ties	Multiple experience mentioned ar related to pos or skills ne succ	s/activities nd are clearly sition's duties cessary for		
	0	0	5	0	10	0		15	0		
Possesses knowledge about the position and career field	No evidence or career fiel	e of position d knowledge	the organ understan	knowledge of ization or ding of the ition	knowle organi understa	rehensive dge of the ization or nding of the lemonstrate		Extensive ki both the orga career field d	inization and		
	0	0	5	0	10	0		15	0		
Asks questions that demonstrate and interest in the organization and understanding of the	No quest	ion asked	not relat organiz understan	ked, but it is ed to the ation or ding of the ition	related to th or underst	asked that i ne organizat randing of the sition	ion	Question(s) a directly relate organiza understanc posi	d to both the tion and ling of the		
position	0	0	5	0	10	0		15	0		
Professional Presenta	ation Skills										
Demonstrates proper greeting, introduction, and closing	Competitor proper ş introduction			r's greeting, 1, OR closing weak	greeting,	or has stron introduction ) closing		Competitor their intro themselves ar provides follo in the co	duction of nd asks for or ow-up action		
0	0	0	5	0	10	0		15	0		
Demonstrates strong self- confidence, appropriate assertiveness, and	Competit demonst confidence, a OR ent	rate self- assertiveness,	minimal self assertiven	lemonstrated -confidence, less, AND lisiasm	eye contac assertive	or used stron et, appropria eness, AND nusiasm	ite	Competit interview p effectively us tir	rocess and ed interview		
enthusiasm	0	0	3	0	7	0		10	0		
Demonstrates proper verbal and nonverbal communication skills	Verbal ANI communicat inappr	ion skills are	communicat	or nonverbal tion skills are listracting	grammar ai	l using good	1 E	Verbal com skills are nonverbal co is na	excellent; mmunication		
	0	0	3	0	7	0		10	0		
Application Material	8										
Student brought application materials to		No materials	were brought			Materi	ials we	ere brought			
interview	0		0			5			0		
						I	nterv	riew Subtota	l (100 max)		
Penalty Points (Mark	all that appl	y)									
Dress Code not follow	ed	-5 O		5 points for ea lelines not bein			0	Total	Penalty		
								G	rand Total		
Name:											
School:					State:						
Judge's Signature:					Date:						



# FBLA LOCAL CHAPTER ANNUAL BUSINESS REPORT<br/>Performance Rating SheetPreliminary RoundFin

East

 Preliminary Round Final Round
 column. Use Tie Breaker column to add or subtract point add or subtract points to break ties)

(Mark o	Mark one score per row AND v		ite score in		column. Us					
E	-		-	Below	-	Meets		ceeds	Points	Tie
Expectation Item	D	emonstrated	Ex	pectations	Ex	pectations		ectations	Earned	Breaker
Describe chapter's program of work and summary of year's activities	chap work	No evidence of chapter's program of work and summary of year's activities presented		er's program of nd summary of tivities explained briefly	l summary of work and summary of vities explained year's activities clearly		Chapter's program of work and summary of year's activities clearly outlined. Activities are chronological and clearly explained			
	0	0	5	0	10	0	15	0		
Describe activities to benefit chapter and its members: • Recruitment • Leadership development • Career exploration and preparation • Business partnerships • Chevica for devicing	N	o evidence of activities	activity of	is at least one described in four e components	activity c	is at least one lescribed in each ponent listed	descr	activities are ibed in all nents listed		
<ul> <li>Chapter fundraising</li> <li>Public relations and chapter publicity</li> </ul>	0	0	7	0	14	0	20	0		
Describe activities to benefit other individuals and organizations:	N	o evidence of activities	activity of	is at least one described in one omponent	activity c	is at least one lescribed in each ponent listed	descr	activities are ibed in all nents listed		
<ul> <li>State and national projects</li> <li>Other community service projects</li> </ul>	0	0	7	0	14	0	20	0		
<ul> <li>Describe conferences attended and recognition received:</li> <li>Participation in FBLA conferences</li> <li>Other chapter and individual recognition earned</li> <li>Competitive event winners</li> </ul>	conf	o evidence of erence attended, d recognition received	activity of	is at least one described in one omponent	activity c compon	is at least one lescribed in each ent listed in this section	descr	activities are ibed in all nents listed		
and participation	0	0	7	0	14	0	20	0		

## **Delivery Skills**

Statements are well-organized and clearly stated		enter(s) did not pear prepared		enter(s) were but flow was not logical	Presentation flowed in logical sequence		a logica statemen	tion flowed in al sequence, nts were well ganized	
	0	0	3	0	7	0	10	0	
Demonstrates self-confidence, poise, assertiveness, and good voice projection	der	Presenter(s) did not demonstrate self- confidence		(s) demonstrated idence and poise	self-confi	(s) demonstrated dence, poise, and oice projection	demon confid good voi	senter(s) strated self- ence, poise, ce projection, sertiveness	
	0	0	1	0	3	0	5	0	
Demonstrates the ability to effectively answer questions	Un	Unable to answer questions		Does not completely answer questions		letely answers juestions	judges in of co	ted with the n the process ompletely ng questions	
	0	0	3	0	7	0	10	0	
						Performance	e Subtota	1 (100 max)	

## Penalty Points (Mark all that apply)

Over allowed time (7 minutes)	-5	0	Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
							Р	erformance Total	
							Repor	t Total (100 max)	
								Grand Total	
School						State:			

School:

State:



# FBLA LOCAL CHAPTER ANNUAL BUSINESS REPORT Report Rating Sheet (Mark one score per row AND write score in the Points Earned column. Use Tie Breaker column to add or subtract points to break ties.)

Expectation Item	NotBelowDemonstratedExpectation			Meets Expectations		Exceeds Expectations		Points Earned	Tie Breaker	
Include "State of the Chapter" remarks to current members by chapter president. Report on membership numbers and size of school and community.	This section is missing in the report		Part of this information is missing		All the information is included and easy to find		is inclu find, an scho con	information aded, easy to ad additional ool and/or mmunity ation is given		
	0	0	5 O		10	0	15	0		
<ul> <li>Report activities to benefit chapter and its members:</li> <li>Recruitment</li> <li>Leadership development</li> <li>Career exploration and preparation</li> <li>Business partnerships</li> <li>Chapter fundraising</li> <li>Public relations and chapter</li> </ul>	This section is missing in the report		There is at least one activity listed in four of the components		There is at least one activity mentioned in each component listed in this section		are re	ble activities ported in all ponents listed		
publicity	0 O		7 O		14 O		20 O			
Describe activities to benefit other individuals and organizations: • State and national projects • Other community service		This section is missing in the report		There is at least one activity listed in one component		re is at least one mentioned in each onent listed in this section	are re	ple activities ported in all ponents listed		
projects	0	0	5	0	10	0	15	0		
<ul> <li>Include conferences attended and recognition received:</li> <li>Participation in FBLA conferences</li> <li>Other chapter and individual recognition earned</li> <li>Competitive event winners and participation</li> </ul>	missi	This section is missing in the report		There is at least one activity listed in one component		te is at least one mentioned in each onent listed in this section	are re compo	ple activities ported in all ponents listed		
	0	0	5	0	10	0	15	0		
Program of Work		Program of Work	x not inclu	ded in report		Program of Work ind	cluded in :	report		
~		0		0		10		0		

## **Report Format**

Arrange information according to rating sheet (See above expectation items)	sectio	Missing one or more sections and/or does not follow rating sheet		All information presented, but order inconsistent with rating sheet		mation arranged ling to the rating sheet	correc inclu transiti	ented in the ct order and des written ions between ections	
	0	0	3	0	7	0	10	0	
Format and design a business report	-	Does not format		istent formatting, sive white space, unrelated graphics d/or photos		istent formatting ghout the report	effec spac define and	es full bleed, trive use of ce, related ed graphics, consistent rmatting	
	0	0	3	0	7	0	10	0	
Include correct grammar, punctuation, and spelling	pu	More than 5 grammar, nctuation, or pelling errors		3–4 grammar, punctuation, or spelling errors		ling errors. and not han 2 grammar or ctuation errors	and not gra	elling errors, t more than 1 mmar or uation error	
	0	0	1	0	3	0	5	0	
						Report	Subtota	l (100 max)	
Penalty Points									

Deduct 5 points for each instance of report/project guidelines not being followed		0	Total Penalty	
			Grand Total	
School:	State:			

# FBLA MANAGEMENT DECISION MAKING Performance Rating Sheet

E	_	Not		Below		leets		ceeds	Points	Tie
Expectation Item Demonstrates understanding of the case study and defines	No desc study syr	nonstrated ription or cas nopsis provide olems defined	e Describe ed case stud	es and provides dy synopsis OR the problem(s)	Describes case study s	and provides synopsis AND he problem(s)	Demonstrat case study s definiti	etations es expertise of synopsis AND on of the blem(s)	Earned	Breaker
problem(s) to be solved	0	0	5	0	10	0	15	0		
Identifies alternatives and the pro(s) and con(s) of	No altern	atives identifi	ed pro(s) ar	tive(s)given but nd/or con(s) are t analyzed	given, an	o alternatives d pro(s) and re analyzed	and multi	ernatives given ple pros and rzed for each		
each	0	0	7	0	14	0	20	0		
Identifies logical solution and aspects of implementation	No solu	tion identified	d impleme	n provided, but ntation plan not eveloped	impleme	solution and ntation plan ind developed	implemen developed,	solution and ntation plan and necessary s identified		
implementation	0	0	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Information and communication systems/ human resource management/financial management/business operations/management		ompetencies nonstrated		vo competencies emonstrated		npetencies are onstrated	compet	or more rencies are nstrated		
functions/business ownership/careers/ ethics/marketing/social responsibility/ economic concepts/strategic management	0	0	7	0	14	0	20	0		
Delivery Skills										
Statements are well- organized and clearly		ter(s) did not ar prepared	prepareo	enter(s) were d, but flow was ot logical		ion flowed in sequence	logical statemen	on flowed in a sequence; ts were well anized		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demo	ter(s) did not onstrate self- nfidence		(s) demonstrated idence and poise	self-confide	) demonstrated ince, poise, and ce projection	self-confid good voic	demonstrated lence, poise, e projection, ertiveness		
voice projection	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions		le to answer uestions		ot completely er questions	*	tely answers estions	in the p completed	with the judges process of ly answering stions		
1	0	0	3	0	7	0	10	0		
						Perform	ance Subtot	al (100 max)		
Penalty Points (Mark	all that ap	oply)				<u>.</u>	<u>.</u>			
Dress Code not follow	wed	-5		uct 5 points for ea guidelines not bein			0 Та	otal Penalty		
						Objective	Test Score (	Grand Total		

Name(s):

School:

State:

the event of a tie)

Judge's Signature:

# FBLA MANAGEMENT INFORMATION SYSTEMS Performance Rating Sheet

		ore per row AN		n the Points Ea low		Use Tie Breake e <b>ets</b>		d or subtract po ceeds	ints to breal Points	k ties.) <b>Tie</b>
Expectation Item		nstrated	-	tations		tations	-	tations	Earned	Breaker
Demonstrates understanding of the case study and defines	study synop	tion or case osis provided ms defined	case study s	nd provides synopsis OR problem(s)	case study sy	nd provides mopsis AND problem(s)	case study sy definitio	es expertise of mopsis AND on of the lem(s)		
problem(s) to be solved	0	0	5	0	10	0	15	0		
Identifies alternatives and the pro(s) and con(s) of	No alternativ	ves identified	pro(s) and/	(s)given but or con(s) are alyzed	given, and	alternatives pro(s) and e analyzed	and multip	rnatives given ble pros and zed for each		
each	0	0	7	0	14	0	20	0		
Identifies logical solution and aspects of	No solutio	n identified	implementa	ovided, but tion plan not loped	implemen	olution and tation plan id developed	implemen developed, a	olution and tation plan and necessary identified		
implementation	0	0	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Business size and scope/		petencies		competencies		petencies are		or more encies are		
systems analysis and design/object-oriented analysis and design/user interfaces/system								nstrated		
controls/defining systems	0	0	7	0	14	0	20	0		
Delivery Skills							Dresentatio	n flowed in a		
Statements are well- organized and clearly		(s) did not prepared	prepared, b	rr(s) were out flow was ogical		on flowed in sequence	logical s statement	equence; s were well nized		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not trate self- dence		demonstrated ace and poise	self-confiden	demonstrated ce, poise, and e projection	self-confid good voice	demonstrated ence, poise, e projection, ertiveness		
voice projection	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions		to answer stions		completely questions	1	ly answers tions	in the p completely	ith the judges rocess of answering stions		
1	0	0	3	0	7	0	10	0		
		•	•			Perform	ance Subtota	d (100 max)		
Donalty Doints (Mark	11 . 1	<b>`</b>						/	1	

## Penalty Points (Mark all that apply)

Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
					Grand Total	
					Objective Test	
					Score (to be used in	
					the event of a tie)	

Name(s):

School:

State:

Judge's Signature:



			D write score in							
Expectation Item		ot istrated	-	low		eets	-	eeds	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	No descrip study synop	tion or case sis provided ms defined	Describes a case study s	tations nd provides synopsis OR problem(s)	Describes a case study sy	nd provides nopsis AND problem(s)	Demonstrate case study sy definitio	tations es expertise of mopsis AND on of the lem(s)	Larned	Breaker
problem(s) to be solved	0	0	5	0	10	0	15	0		
Identifies alternatives and the pro(s) and con(s) of	No alternativ	ves identified	pro(s) and/	(s)given but or con(s) are aalyzed	given, and	o alternatives pro(s) and e analyzed	and multip	rnatives given le pros and zed for each		
each	0	0	7	0	14	0	20	0		
Identifies logical solution and aspects of implementation	No solutio	n identified	implementat	rovided, but tion plan not loped	implemen	plution and tation plan ad developed	implemen developed, a	blution and tation plan ind necessary identified		
implementation	0	0	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Basic marketing fundamentals/economics/ selling and merchandising/ channels of distribution/ marketing, information research, and planning/ promotion and advertising media/legal, ethical, and social marketing aspects/e- commerce		petencies istrated		competencies onstrated		petencies are istrated	compete	or more encies are astrated		
Delivery Skills	v	0	1	Ū	11	0	20	Ū		
Statements are well- organized and clearly stated	appear 1	(s) did not prepared	prepared, b not le	er(s) were out flow was ogical	logical s	on flowed in sequence	logical s statements orga	n flowed in a equence; s were well nized		
	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not rrate self- dence		demonstrated nce and poise	self-confiden	demonstrated ice, poise, and e projection	self-confid good voice	demonstrated ence, poise, projection, rtiveness		
voice projection	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions	ques	o answer tions		completely questions	ques	ely answers stions	in the pr completely ques	ith the judges rocess of answering tions		
-	0	0	3	0	7	0	10	0		
						Perform	ance Subtota	1 (100 max)		

# Penalty Points (Mark all that apply)

Name(s):

Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed		0	Total Penalty	-	
						Grand Total		
				Objec	ctive Test S	core (to be used in		
						the event of a tie)		

 School:
 State:

 Judge's Signature:
 Date:

# FBLA MOBILE APPLICATION DEVELOPMENT

**Demonstration Rating Sheet** 

□ Preliminary Round □ Final Round

Application Readability		lot istrated	Bel Expect	ow tations	Me Expect			eeds tations	Points Earned	Tie Breaker
Packaged with complete file, readme, and instructions	Incomple	te package	All elements are inc		All elements are include labeled, and	ed, clearly	point that e	s clear to the even though are included, nnecessary		
listructions	0	0	3	0	7	0	10	0		
Application functionality		n does not nch	Applicatio	n launches	Application appropriate I Eclipse, Vis	DE (Xcode,		with more atform when		
	0	0	7	0	14	0	20	0		
Documentation and		entation and co ldressed or add					nd substantiated using visual repr			
copyright compliance		0	(	C	1	10		0		
Application Design	-				-					
Application addresses the topic/problem	addre	n does not ess the problem	Application a topic/pro minima	blem at a	Application fu the topic/		addres topic/prob correlation is	ion fully ses the lem and the explained in ructions		
	0	0	7	0	14	0	20	0		
Planning process	descripti	nation or on of the g process	Explains the does not sh planning d	are tangible	Explains the shares tangil docur	ole planning	industry terr displays tang	rocess using ninology and ible planning ments		
	0	0	7	0	14	0	20	0		
Navigation	App navigati	ion is unclear	App navigat err	ion contains ors	App navigatio contains no m err	nore than one	free and c	tion is error an be used astruction		
	0	0	7	0	14	0	20	0		
Code		ncorrectly tten	Code has erre	3 or more ors	Code is erro commented a		commented	error free, , and written ent language		
	0	0	7	0	14	0	20	0		
Icon and graphics		not have a 1 or graphics	App has a b icon and		App has an ic something al		and is integra	con that tells bout the app ated into app blics		
	0	0	7	0	14	0	20	0		
Social media		edia is not oorated	One soci platform is i		Two or more platforms are		directly with	rated to work at least one application		
	0	0	7	0	14	0	20	0		
Bugs		ultiple bugs pair use	App has bug impai	s that do not ir use	App is bug operates wit		a bug repor should a	ee and offers ting system user later er a bug		
	0	0	7	0	14	0	20	0		

Delivery Skills	1										r	r
Statements are well- organized and clearly		r(s) did not prepared	prepared,	ter(s) we but flow logical		Presentatio logical	on flowed sequence	lin	logical statement	n flowed in a sequence; s were well mized		
stated	0	0	1	(	0	3	0	•	5	0		
Self-confidence, poise, assertiveness, and good voice projection	demons	r(s) did not trate self- idence	Presenter(s self-confid			Presenter(s) self-confider good voic	nce, poise	, and	self-confid good voice	demonstrated lence, poise, e projection, ertiveness		
voice projection	0	0	1	(	0	3	0	•	5	0		
Ability to effectively answer questions		to answer stions		ot comple r questior		*	ely answer stions	rs	in the p completel	with the judges process of y answering stions		
	0	0	3	(	0	7	0		10	0		
				•			Demo	onstra	tion Subtota	d (200 max)		
Penalty Points (Mark	all that app	ly)										
Over allowed time (7 minutes)	0	Dress Code ot followed	-5	0	for eac of guid	ct 5 points ch instance delines not followed		(	) To	tal Penalty		
									(	Grand Total		
Name(s):												
School:								Stat	te:			

	Judge's Signature:
--	--------------------



$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	Expectation Item	N	lot nstrated	Be	low tations	Me	ets tations	er column to add or subtract pe Exceeds Expectations		Points Earned	Tie Breaker
$\frac{1}{10000000000000000000000000000000000$	understanding of the case study and defines	study synop	osis provided	case study s	ynopsis OR	case study sy	nopsis AND	case study sy definitio	nopsis AND on of the		
$ \begin{array}{ c c c c c c c c c } \label{eq:constants} \end{tabular} tabula$	problem(s) to be solved	0	0	5	0	10	0	15	0		
$\frac{1}{100}  0  7  0  14  0  20  0  0  14  0  20  0  14  0  20  0  14  0  14  0  16  16  16  16  16  16  16 $	the pro(s) and con(s) of	No alternati	ves identified	pro(s) and/	or con(s) are	given, and	pro(s) and	and multip	le pros and		
$ \begin{array}{ c c c c c } Identifies logical solution and implementation plan and appets of implementation plan and appets of implementation plan of implementation plan implementation plan diveloped, and necessary implementation plan diveloped implementation plan divel$	each	0	0	7	0	14	0	20	0		
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	and aspects of	No solutio	n identified	implementa	tion plan not	implement	tation plan	implemen developed, a	tation plan ind necessary		
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	implementation	0	0	7	0	14	0	20	0		
Delivery Skills         Statements are well- organized and clearly stated       Presenter(s) did not appear prepared       Presenter(s) but flow was not logical       Presentation flowed in logical sequence       Presentation flowed in a logical sequence; statements were well organized         0       0       3       0       7       0       10       0         Demonstrates self- confidence, poise, assertiveness, and good voice projection       Presenter(s) did not demonstrate self- confidence       Presenter(s) demonstrated self-confidence and poise       Presenter(s) demonstrated self-confidence, poise, and good voice projection       Interacted with the judges in the process of completely answer questions	and understanding of the event competencies: Network installation/ network function/ configuration of Internet resources/ backup and							compete	encies are		
Statements are well- organized and clearly stated       Presenter(s) did not appear prepared       Presenter(s) were prepared, but flow was not logical       Presentation flowed in logical sequence       Presentation flowed in allogical sequence; statements were well organized         0       0       3       0       7       0       10       0         Demonstrates self- confidence, poise, assertiveness, and good voice projection       Presenter(s) did not demonstrate self- confidence       Presenter(s) demonstrated self-confidence, poise, and good voice projection       Presenter(s) demonstrated self-confidence, poise, good voice projection, and assertiveness         Demonstrates the ability to effectively answer questions       Unable to answer questions       Does not completely answer questions       Completely answers questions       Interacted with the judges in the process of completely answering questions	network/services	0	0	7	0	14	0	20	0		
Statements are well- organized and clearly statedPresenter(s) did not appear preparedPresenter(s) were prepared, but flow was not logicalPresentation flowed in logical sequence; statements were well- organized003070100Demonstrates self- confidence, poise, assertiveness, and good voice projectionPresenter(s) did not demonstrate self- confidencePresenter(s) did not demonstrate self- confidencePresenter(s) did not demonstrate self- confidencePresenter(s) demonstrated self-confidence, poise, and good voice projectionPresenter(s) demonst	Delivery Skills										
$\frac{0}{0}  \bigcirc  0  3  \bigcirc  7  \bigcirc  10  \bigcirc  0  (10)  \odot  0  (10)  (10)  \odot  0  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10)  (10$	organized and clearly			prepared, b	ut flow was			logical s statement	equence; s were well		
Demonstrates self- confidence, poise, assertiveness, and good voice projection       Interacted self- confidence and poise       Presenter(s) demonstrated self-confidence, poise, and good voice projection       self-confidence, poise, and assertiveness         0       0       1       0       3       0       5       0         Demonstrates the ability to effectively answer questions       Unable to answer questions       Does not completely answer questions       Completely answers questions       Interacted with the judges in the process of completely answering questions	stated	0	0	3	0	7	0	10	0		
Demonstrates the ability to effectively answer questions     Unable to answer questions     Does not completely answer questions     Completely answers questions     Interacted with the judges in the process of completely answering questions	confidence, poise, assertiveness, and good	demons	trate self-			self-confiden	ce, poise, and	self-confid good voice	ence, poise, projection,		
Demonstrates the ability to effectively answer questions     Unable to answer questions     Does not completely answer questions     Completely answers questions     in the process of completely answering questions	voice projection	0	0	1	0	3	0	5	0		
	to effectively answer					1	2	in the pr completely	rocess of answering		
	1	0	0	3	0	7	0	10	0		

nalty Points (Mark all that	apply)					
Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	0	Total Penalty	
					Grand Total	
					Objective Test	
					Score (to be used	
					in the event of a	
					tie)	

Name(s):

School:

Judge's Signature:

Date:

State:



Name:

Round **G** Final Round

(Mark one score per row AND write score in the Points Earned column. Use Tie Breaker column to add or subtract points to break ties.)

Motions Classification	Comments		lot pleted	Com	oleted		pleted	Points Earned	Tie Breaker
Main Motion		0	0	5	0	10	0		
Subsidiary Motion		0	0	5	0	10	0		
Privileged Motion		0	0	5	0	10	0		
Incidental Motion		0	0	5	0	10	0		
Bring Again Motion		0	0	5	0	10	0		
Business of Meeting		1	1	1		1	1		L
Problem Addressed		0	0	5	0	10	0		
Proper Use of Parliamentary Terms		0	0	5	0	10	0		
Voices Projected and Expressions Clear		0	0	5	0	10	0		
Presiding Official Remained Impartial		0	0	5	0	10	0		
Members took initiative in meeting		0	0	5	0	10	0		
Penalty Points (Mar			Perfo	ormance	Subto	tal (100	max)		

Deduct 1 point for each full 30 seconds under 9 or over 11 minutes	 0	Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
							Grand Total	
							jective Test Score	
						(to be i	used in the event of	
							a tie)	

 School:
 State:

 Judge's Signature:
 Date:

# FBLA PARTNERSHIP WITH BUSINESS PROJECT Performance Rating Sheet Preliminary Round Final Round (Mark one score per row AND write score in the Points Earned column. Use Tie Breaker column to add or subtract points to break ties.)

Expectation Item	Ň	ot ot istrated	Be	low tations		eets etations	Exc	eeds tations	Points Earned	Tie Breaker
Describes project development and strategies used to implement partnership		lence of development s presented	Project dev explained l limited str utilized to in	elopment is priefly; very ategies are nplement the ership	Project dev clearly out than one outlined to in	relopment is lined. More strategy is mplement the ership	Project dev clearly outlin are chrono clearly ex	elopment is ed. Strategies ological and plained to ne partnership		
	0	0	7	0	14	0	20	0		
Explain the responsibilities of the business and chapter		rship roles ained		re identified ibilities were plained	and respo	re identified onsibilities ained	leadership 1	eaders and oles evident ut project		
leaders	0	0	5	0	10	0	15	0		
Appropriate level of chapter member involvement in project	Chapter inv not ex	rolvement is plained		n was limited number of nbers	chapter p participated	was clearly a roject and in by multiple nbers	participa partnershi evidence is	chapter ted in the p and clear provided of npact		
	0	0	3	0	7	0	10	0		
Show evidence of information learned from partnership; Business planning/ organization/control/	informatio	lence of n obtained rtnership	informatio from part	ample of on obtained enership is ented	information from part	xamples of on obtained tnership is ented	information from part present implement	xamples of on obtained thership is ted and ntation of e described		
objectives/goal setting	0	0	7	0	14	0	20	0		
Evidence of publicity received	No evidence rece	e of publicity ived	with the m	n was shared edia, but no f publicity is rred		recognized by artners	more than or	recognized in ne way by the eners		
	0	0	1	0	3	0	5	0		
Student evaluation of project effectiveness		e of project is provided	Project wa	s evaluated	the evalu	evaluated and ation was essed	the team l recomment change shou	evaluated and nas created dations for ld the project peated		
	0	0	1	0	3	0	5	0		

## Delivery Skills

Statements are well- organized and clearly		(s) did not prepared	prepared, b	er(s) were out flow was ogical		on flowed in sequence	logical s statement	n flowed in a equence; s were well nized		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not rrate self- dence		demonstrated nce and poise	self-confiden	demonstrated ace, poise, and e projection	self-confid good voice	demonstrated ence, poise, projection, rtiveness		
voice projection	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions		o answer tions		completely questions	×	ly answers stions	in the proceeding in the proceeding of the second sec	ith the judges rocess of answering stions		
questions	0	0	3	0	7	0	10	0	]	
		•	•	•	•	D C	0.1	1 (100 )		

### Performance Subtotal (100 max)

Penalty Po	oints (Ma	ark all that	apply)						
Over allowed time (7 minutes)	-5	0	Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
							Р	erformance Total	
							Repor	rt Total (100 max)	
								Grand Total	
School:						State:			

School:

Judge's Signature:

# FBLA PARTNERSHIP WITH BUSINESS PROJECT Report Rating Sheet

	(Mark one sco N	ot		low	Me			eeds	Points	Tie
Expectation Item	Demor	nstrated	Expec	tations	Expec	tations	Expec	tations	Earned	Breaker
Project has specific partnership goals and partnership involves a FBLA chapter and a business	involve a FI	ship does not 3LA chapter pusiness		p goals are t well defined	Project ha partnersl		defined g indicates fut or steps th taken to furt	juantitatively goals and ure activities at could be her the work rted		
	0	0	3	0	7	0	10	0		
Explain the responsibilities of the business and chapter		rship roles ained	but respons	re identified ibilities were plained	Leaders wer and respo expla	nsibilities		aders and oles evident ut project		
leaders	0	0	5	0	10	0	15	0		
Describe planning, development, and implementation of project		e of planning, ment, or ion of project	OR imple	evelopment, ementation n is missing	Planning, de AND impl activities/ste descr	ementation ps are clearly	and imple activities, described a for types of	evelopment, mentation /steps are nd rationale activities is zen		
	0	0	7	0	14	0	20	0		
Show evidence of publicity received		e of publicity ived	publicity wa the report bu	ion about as written in it no evidence v is available	Project was r the pa		more than or	recognized in ne way by the ners		
	0	0	3	0	7	0	10	0		
Discuss benefits and concepts learned from the partnership and degree of impact on both partners	learned, o	r, concepts r impact is ted		s completed l a purpose	Benefits, learned, an impact for b is discussed resu	d degree of oth partners with tangible	partners to someth dynamically	pacted the a level that ing has changed with th partners		
as a result of project	0	0	3	0	7	0	10	0		
Evaluate the project		e of project is provided	Project wa	is evaluated	Project was e the evalue asse	ation was	recommen	evaluated and dations for vere given		
	0	0	3	0	7	0	10	0		
Report Format										
Arrange information according to rating sheet (See above Expectation	sections and	l or more /or does not ting sheet	but order i	on presented, nconsistent ing sheet	Informatio according to she	o the rating	order and inc	n the correct cludes written s between ions		
Items)	0	0	3	0	7	0	10	0		
Format and design a business report		ot fo <del>r</del> mat Iment	excessive v and/or unrel	t formatting, white space, lated graphics photos	Consistent throughout	0	effective us related defin	ull bleed, se of space, ned graphics, nt formatting		
-	0	0	3	0	7	0	10	0		

Include correct grammar,

punctuation, and spelling

**Penalty Points** 

School:

More than 5 grammar,

punctuation, or spelling

errors

Deduct 5 points for each instance of report/project guidelines not being followed

0

0

\_

No spelling errors, and

not more than 2 grammar

or punctuation errors

Ο

Ο

3

No spelling errors, and

not more than 1 grammar

or punctuation error

**Total Penalty** 

Report Subtotal (100 max)

Ο

Grand Total

5

3–4 grammar,

punctuation, or spelling

errors

1

0



Dereliminary Round Definal Round

	(Mark one scor	e per row AN	D write score in	the Points Ea	arned column. U	Jse Tie Breake	r column to add	or subtract po	ints to break	ties.)
Expectation Item	No Demons		Bele Expect		Me Expect		Exce Expect		Points Earned	Tie Breaker
Demonstrates understanding of the topic and creates an objective toward the	No underst event topic O topic used objective	R incorrect , and no	Understandi inconsistent fr performance objective	com video to with no clear	Demonstr through pres video with a crea	entation and in objective	Demonstrate topic through and video w objective	presentation ith a strong		
topic	0	0	3	0	7	0	10	0		
Includes elements that are related to the topic and directed toward a	Elements are to the topic o audies	r a specific	Elements are a topic OR dire a specific	cted toward	Elements are topic ANI toward a spec	O directed	Elements a enhancing t resulting ir partici	he message 1 audience		
specific audience	0	0	7	0	14	0	20	0		
Researches quality and related information to	No research c or more in statem	accurate	Research is u the topic inaccurate s	and 1-2	Research i	s accurate	Research is a supporting			
the topic	0	0	3	0	7	0	10	0		
Explains the design, development, and script writing process	No explan description of developmen writing p	the design, , or script	Explains the developmen writing p	t OR script	Explains t developmen writing	t, and script	Expert i explanation developmen writing	or design, t, and script		
winding process	0	0	3	0	7	0	10	0		
Describes the use and implementation of innovative audio editing and video technology, including equipment and	No explanatio implementatio or vio	on of audio	Audio editin uses 1 camera in focus and qual	angle or not poor sound	Audio ed appropriate quality AN technology u angles, steady.	volume and ND video sses multiple	Expert desc demonst innovativ techniques, and so	ration of ve video equipment,		
software used	0	0	3	0	7	0	10	0		
Copyright information is noted and documented, and video content is	Copyright info addressed or incorrectly A content is no	addressed ND video	Material violat guidelines content is n	OR video	Copyright in documented content is	l, and video	Copyright co documented representatio content is	using visual n, and video		
original	0	0	7	0	14	0	20	0		

### **Delivery Skills**

Demonstrates the ability	0 Unable to quest	) answer	1 Does not o answer o	completely		O ly answers	Interacted w	ith the judges rocess of	
voice projection	0	0	1	0	3	0	5	O ith the indees	
Demonstrates self- confidence, poise, assertiveness, and good	Presenter( demonstr confic	rate self- lence	Presenter(s) c self-confiden	ce and poise		ce, poise, and projection	self-confid good voice p	demonstrated ence, poise, rojection, and weness	
stated	0	0	1	0	3	0	5	0	
Statements are well- organized and clearly	Presenter( appear p		Presente prepared, but logi	flow was not		n flowed in equence	logical s statement	n flowed in a equence; s were well nized	

## **Penalty Points** (Mark all that apply)

Over allowed time (5 minutes)	-5	0	Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
								Grand Total	

Name(s):

School:

State:

Judge's Signature:

# FBLA PUBLIC SPEAKING Performance Rating Sheet

# □ Preliminary Round □ Final Round

Expectation Item		ot istrated	-	low tations	-	ets tations	Expec	eeds stations	Points Earned	Tie Breaker
Incorporate FBLA-PBL goals into speech		-PBL goals l in speech	clearly incor	goals were not porated into eech	clearly incor	goals were porated into ech	clearly incoming clearly clear	L goals were rporated and d throughout peech		
	0	0	3	0	7	0	10	0		
Identify and execute a consistent theme	No theme	presented	not consister	dentified, but nt throughout ech	consistent	ntified and throughout ech	utilized exp	stories are pand on the l theme		
	0	0	3	0	7	0	10	0		
Include accurate and appropriate supporting information	No supporting information provided OR inappropriate material used0O		One example of supporting information provided		Multiple examples of supporting information provided		Multiple examples of supporting information included to develop enhance the speech			
information	0	0	3	0	7	0	10	0		
Delivery Skills										
Introduce the topic immediately (Intro)	Topic was no	Topic was not introduced		on was not resented		n was clearly nd topic was nmediately	presented, a defined imm an effective t	n was clearly ind topic was nediately with transition into ech body		
	0	0	3	0	7	0	10	0		
Support the topic(s) throughout (Body)	1	l not have a pic	1 1	ics presented connections	identified, co supported th	pic(s)were nnected, and roughout the ech	effectively support t	nsitions were v utilized to the central hic(s)		
	0	0	7	0	14	0	20	0		
Provide effective conclusion		not have a lusion		on was not resented	Effective compress	nclusion was ented	connectio	on provides on to entire ntation		
conclusion	0	0	3	0	7	0	10	0		
Delivers quality presentation		t address ce at all	from notes	ech directly with minimal ontact	occasionally appropriate	at notes while keeping eye contact idience	presentation appropriate l	memorized n and utilizes oody language d gestures		
	0	0	5	0	10	0	15	0		
Demonstrates self- confidence, poise, assertiveness, and good	demons	er did not trate self dence		aintained eye and poise	contact, po	d strong eye ise, and had projection	confidence, projection	emonstrated , poise, voice n, and was presentation		
voice projection	0	0	5	0	10	0	15	0		
			•			Deaferme	ance Subtota	1 (100 )		

## **Penalty Points** (Mark all that apply)

Time Penalty for under 4:31 or over 5:29	-5	0	Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
								Grand Total	

Name:

School:

State:

Judge's Signature:



# □ Preliminary Round □ Final Round

	(Mark one sco	re per row AN	<b>D</b> write score is	n the Points Ea	rned column.	Use Tie Breake	r column to add	l or subtract po	oints to break	x ties.)
Expectation Item		lot istrated		low tations		eets tations		eeds tations	Points Earned	Tie Breaker
Describe the event topic and materials	elements ar incon	ne or more e missing or nplete	Event topic one of the desc	and at least e materials ribed	Event to materials	pic and all described	All materia and the p connect th pieces t	ls described presenters ne different cogether	-	
	0	0	7	0	14	0	20	0		
Explains the design and development process	description	nation or of the design rocess		e design OR ent process	AND the d	h the design evelopment cess	both de	planation of sign and ent process		
development process	0	0	7	0	14	0	20	0		
Create interest and desire of the design for the intended target audience	or desire of t	eate interest the design for t audience	would assist	wo or more ne design that in selling the cation	features of th would assist	our or more ne design that in selling the cation	features that in selling the and how connects	at least four would assist publication the design to target ence		
	0	0	7	0	14	0	20	0		
Incorporates a consistency in graphic design to theme	design to	in publication theme not essed	design is co	v publication nsistent with me	promotional consistence publication	rates with materials the between design and eme	of the topic : it relates to design an includin	nterpretation and design as publication nd theme ag use of al materials		
	0	0	5	0	10	0	15	0		
Includes correct grammar, punctuation, spelling, and information related to event topic	punctuation errors and	5 grammar, n, or spelling l unrelated nation	errors with 2	ammar, I, or spelling 2–3 unrelated eas	grammar, p errors. All	gerrors, 1–2 punctuation information to topic	error. All i relates to	errors; only 1 punctuation nformation topic using erminology		
event topic	0	0	1	0	3	0	5	0		

## **Delivery Skills**

Statements are well- organized and clearly		(s) did not prepared	prepared, b	er(s) were out flow was ogical		on flowed in sequence	Presentation flowed in a logical sequence; statements were well organized		
stated	0	0	1	0	3	0	5	0	
Demonstrates self- confidence, poise, assertiveness, and good	demonstrate self-		Presenter(s) demonstrated self-confidence and poise		self-confiden	demonstrated ce, poise, and e projection	self-confide	demonstrated ence, poise, projection, rtiveness	
voice projection	0	0	O 1 O		3	0	5	0	
Demonstrates the ability to effectively answer questions		Unable to answer questions		Does not completely answer questions		ly answers tions	in the pr completely	ith the judges rocess of answering tions	
questions	0	0 O 3 O		0	7	0	10	0	
	•		•	•	•	Performa	ance Subtota	1 (100 max)	

Penalty Points (Mark all that apply)

Over allowed time (7 minutes)	-5	0	Dress Code not followed	-5	0	Deduct 5 points for each instance of guidelines not being followed	 0	Total Penalty	
								Grand Total	

Name(s):

School:

State:

Judge's Signature:

# FBLA SALES PRESENTATION Performance Rating Sheet

# □ Preliminary Round □ Final Round

Expectation Item				e in the Points Ea						
		ot		Below	-	eets	-	eeds	Points	Tie
Expectation Item	Demor	strated	Exp	oectations	Expec	tations	Expec	tations	Earned	Breaker
Presents appropriate greeting	No introd prese	uction was ented	but the c	rersation began, ustomer had to e presentation		rsation was he presenter	their introc	s creative in duction and he product		
0 0	0	0	3	0	7	0	10	0		
Able to determine needs	No questions to determ	were utilized ine needs	but specif	asks questions ic needs are not termined	to determine	ses questions e the need of stomer	to determine the custome	ses questions the need of and relates the product		
	0	0	3	0	7	0	10	0		
Presenting the product/service	No product/service was presented		create i product,	r was unable to nterest in the /service or the uct features	product/ser	was able to erest in the vice through of its features	convert un	was able to nnecessary s) into needed (needs)		
	0 O		3 O		7 O		10 O			
Able to overcome objections	Objections were not addressed or overcome		1 objectiv	1 objective was overcome		tions were come	overcome	tions were e, and sale ilted		
objections	0	0	3 O		7	0	10	0		
Demonstrates suggestion selling	No addition: offe		Additional items were suggested, but did not relate to the product/service		suggested t	items were hat relate to ct/service	suggested the product/s	items were hat relate to service and e the sale		
	0	0	3	0	7	0	10	0		
Able to close the sale	Sale was not suggested		but not all	asks for the sale objections were ldressed	and then	ts for the sale re is little n in agreeing	have to ask the pres confirmed th	erson didn't for the sale, entation ne customer's to buy		
	0 O		3	0	7	0	10	0		
Demonstrates the ability to develop relationship	No follo ment	w up was ioned		ctive follow up s mention		nalized and oduct/service ablished	established	ship was resulting in er loyalty		
to develop relationship	0	0	3	0	7	0	10	0		

### **Delivery Skills**

Statements are well- organized and clearly	Presenter appear p	(s) did not prepared	prepared	nter(s) were l, but flow was ot logical		on flowed in sequence	logical s statement	n flowed in a equence; s were well nized	
stated	0	0	3	0	7 O		10	0	
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not rate self- dence		s) demonstrated dence and poise	self-confiden	demonstrated ce, poise, and e projection	self-confid good voice	demonstrated ence, poise, projection, rtiveness	
voice projection	0	O 3 O		0	7	0	10	0	
Demonstrates the ability to effectively answer questions	ffectively answer questions		Does not completely answer questions		1	ly answers tions	in the pr completely	ith the judges rocess of answering tions	
questions	0	O 3 O		7	0	10	0		
	· · · · ·					Performa	ance Subtota	1 (100 max)	

 Penalty Points (Mark all that apply)

 Dress Code not followed
 -5
 O
 Deduct 5 points for each instance of guidelines not being followed
 --- O
 Total Penalty
 --- 

 Grand Total
 --- --- Grand Total
 --- --- 

Name:

School:

Judge's Signature:

Date:

State:



Expectatio	on Item	(Marl	Ν	Not nstrated		Below ectation	ns	1	Meets ectatio	ons	]	Exce	eds ations	Points Earned	Tie Breaker
Demonstrates understanding			nt topic	standing of OR incorrect c used		anding o istent du sentation	iring	Demonst during			the	topic	s expertise of c during tation		
event topic			0	0	3		0	7		0	10		0		
Describes the implementatio innovative tec	on of	No	impleme	tion of use or ntation of nology		ification mentatio ive techr	n of	Implem demo: innovati	nstratic	on of	impler dem	ment onsti	scription, ation, and ration of technology		
	87		0	0	7		0	14		0	20		0		
Explains the d development 1			cription	anation or of the design process	Explains develop	the desi	0	Explains l and the F		pment	expla	natio	ndustry n of both evelopment cess		
			0	0	7		0	14		0	20		0		
Incorporates of into presentati	1 0			ot present paign	models of OR con that a	ns less th of social	nan 3 media nodels vell			of social well	with 3 med	mode ia an	s presented els of social d is fully oped		
			0	0	7		0	14		0	20		0		
Provides prop documentation	n to comply	7		No documen	tation provid	ed		Substantia	tes cor		copyright resentation	regul	lations using		
with state and copyright laws				0		0			10			С	)		
Delivery S								•							
Statements are organized and		Ι		r(s) did not prepared	prepared	nter(s) w l, but flo ot logical	w was	Presenta logica	tion flo Il seque		logie statem	cal se	flowed in a equence; were well nized		
stated			0	0	1		0	3		0	5		0		
Demonstrates confidence, po assertiveness,	oise, and good		demons	r(s) did not trate self- idence	Presenter( self-confi			Presenter( self-confid good vo	énce, p	oise, and	self-co good v	nfide oice	lemonstrated ence, poise, projection, rtiveness		
voice projectio	on		0	0	1		0	3		0	5		0		
Demonstrates to effectively a questions	5			to answer stions		ot comp er questi	2	Comple qu	etely an lestion:		in th comple	ne pr etely	th the judges ocess of answering tions		
questions			0	0	3		0	7		0	10		0		
				1	1			I		Perform	ance Subi	total	(100 max)		
Penalty Po	oints (Ma	rk all th	nat ann	lv)									( · · · ····)	I	
Over allowed time (7 minutes)	-5	0	E	Press Code ot followed	-5	0	for ea of gui	ct 5 points ch instance delines not 5 followed			0	Tot	al Penalty		
				I.							•	G	rand Total		
										L		J	inite 10tal		

School: State: Judge's Signature: Date:

# FBLA SPORTS AND ENTERTAINMENT MANAGEMENT Performance Rating Sheet

Expectation Item		lot nstrated	-	low tations		eets tations	-	eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	study synop	tion or case osis provided ms defined	case study s	nd provides synopsis OR problem(s)	case study sy	nd provides mopsis AND problem(s)	case study sy	on of the		
problem(s) to be solved	0	0	5	0	10	0	15	0		I
Identifies alternatives and the pro(s) and con(s) of	No alternati	ves identified	pro(s) and/	(s)given but or con(s) are aalyzed	given and	alternatives pro(s) and e analyzed	Multiple alternatives given and multiple pros and cons analyzed for each			
each	0	0	7	0	14	0	20	0		
Identifies logical solution and aspects of implementation	No solutio	n identified	implementa	ovided, but tion plan not loped	implemen	lution and tation plan d developed	implemen developed a	olution and tation plan nd necessary identified		
implementation	0	0	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Event management/ decision making/strategic planning/delegation/ leadership/ethics/ entertainment industry/		petencies istrated		competencies onstrated		petencies are astrated	compete	r more ncies are sstrated		
marketing and promotion/sales/ entrepreneurship/human resources/careers	0	0	7	0	14	0	20	0		
Delivery Skills										
Statements are well- organized and clearly		(s) did not prepared	prepared, b	er(s) were out flow was ogical		n flowed in equence	logical s statements	n flowed in a equence; 5 were well nized		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demons	(s) did not trate self- dence	Presenter(s) self-confider	demonstrated nee and poise		demonstrated ce, poise, and e projection	Presenter(s) of self-confide good voice and asse	ence, poise, projection,		
voice projection	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions		to answer stions		completely questions		ly answers tions	in the pr completely	th the judges cocess of answering tions		
1	0	0	3	0	7	0	10	0		
						Performa	ance Subtota	1 (100 max)		
Penalty Points (Mark	all that appl	y)							· · · · ·	
Dress Code not follow	ved	-5 (		5 points for ea lelines not bein		C	) Tota	l Penalty		
							Obj Score	ective Test (to be used e event of a		

Name(s):

School:

State:

Judge's Signature:



# □ Preliminary Round □ Final Round

(1	Mark one score	e per row AND	write score in	the Points Earr	ed column. Us	se Tie Breaker o	column to add o	or subtract poin	ts to break	ties.)
Project Usability		lot nstrated	-	low tations		eets etations	-	eeds tations	Points Earned	Tie Breaker
Website usability and navigation	Website is	not usable	Website usable but does not follow event guidelines			ole and meets delines	features th	ntains more han what is he guidelines		
8	0	0	7	0	14	0	20	0		
Color/contrast, backgrounds, and font are appropriate for the topic	No design principles applied		Color/contrast, font, or design choice is distracting		design c appropria	ast, font, and hoice are ate for the ot/topic	design choice	ast, font, and e enhance the for the user		
"hb-oh-ma rot on robat	0	0	5	0	10	0	15	0		
Graphics appropriate for	No graphic design principles applied		Graphics ar	e distracting		e appropriate ncept/topic		enhance the for the user		
topic	0 O		5	0	10	0	15	0		

## Site Content

Fully address the topic	Topic is not followed		Topic is not fully addressed		Topic is fully addressed		User with no knowledge of the topic can identify based on site				
	0	0	7	0	14	0	20	0			
Site contains multiple elements providing evidence of production skill	No evidence of website production skill demonstrated		Website is designed using limited features		Website contains use of multiple technologies		Website contains advanced features				
	0	0	7	0	14	0	20	0			
Grammar, spelling, and punctuation	Site contains grammar or spelling errors		Site contains 3 or less spelling or grammar errors		Site contains 1 grammar and no spelling errors		Site is free of grammar and spelling errors				
	0	0	3	0	7	0	10	0			
Site documentation and copyright compliance	Documentation and copyright information not addressed or addressed incorrectly						d substantiated compliance ng visual representation				
		0		0		10		0			

# **Project Evaluation**

Site is compatible with multiple platforms	Site is not compatible with any platforms		Site is only compatible with one platform		Site opens appropriately on at least 2 platforms		Site opens appropriately on more than 2 platforms			
	0	0	7	0	14	0	20	0	]	l I
Site interactivity functions and is error free	Site interactivity contains errors that prevent the execution		Site interactivity contains errors that did not prevent execution		Site interactivity is error free		Site interactivity is error free and enhances the experience for the user			
	0	0	7	0	14	0	20	0		
Website elements are consistent across all pages		e page is ented	Pages are no	ot consistent	Pages are	consistent	elements e	nsistent and nhance the for the user		
consistent across an pages	0	0	7	0	14	0	20	0		

Delivery Skills												
Statements are well- organized and clearly stated	Presenter(s) did not appear prepared		Presenter(s) were prepared, but flow was not logical		Presentation flowed in logical sequence		le	Presentation flowed in a logical sequence, statements were well organized				
	0	0	3	0		7	0	10	0	0		
Self-confidence, poise, assertiveness, and good voice projection	demon	er(s) did not strate self- fidence	rate self-		demonstrated ence and poise		Presenter(s) demonstrated self-confidence, poise, and good voice projection		Presenter(s) demonstrated self-confidence, poise, good voice projection, and assertiveness			
voice projection	0	0	3	0		7	0	10	0	0		
Ability to effectively answer questions	Unable que		Does not completely answer questions		Completely answers questions		iı	Interacted with the judges in the process of completely answering questions				
	0	0	3	0		7	0	10	0	0		
	Demonstration Subtotal (200 max)											
Penalty Points (Mark	all that app	ly)										
Over allowed time -5 (7 minutes)	0	Dress Code not followed	-5	()	Deduct 5 po for each insta of guidelines being follow			0	Т	otal Penalty		
									Grand Total			
Name(s):												

School:

State:

Judge's Signature: