### Performance Rating Sheet

**FBLA BUSINESS ETHICS**  
**Performance Rating Sheet**

**Preliminary Round**

1. **Expectation Item:** Identifies and defines the ethical topic  
   - Not Demonstrated: No identification of an ethical topic as it relates to the event guidelines  
   - Below Expectations: Identifies OR defines the ethical topic  
   - Meets Expectations: Identifies and defines the ethical topic  
   - Exceeds Expectations: Definition of the ethical topic is stated using industry terminology  
   - Points Earned:  0 3 7 10  
   - Tie Breaker: 

2. **Expectation Item:** Ethical dimensions of the topic are clearly defined  
   - Not Demonstrated: No ethical dimensions are defined  
   - Below Expectations: Ethical dimensions of topic given but they are not analyzed  
   - Meets Expectations: Dimensions of the topic are given and analyzed with supporting evidence  
   - Exceeds Expectations: Dimensions are analyzed with multiple supporting evidence analyzed  
   - Points Earned:  0 5 10 15  
   - Tie Breaker: 

3. **Expectation Item:** Identifies and offers an effective ethical solution  
   - Not Demonstrated: No ethical solution identified  
   - Below Expectations: One ethical solution provided with no plan  
   - Meets Expectations: Ethical solution provided with supporting evidence and a plan developed  
   - Exceeds Expectations: One feasible ethical solution recommended with a plan and necessary resources identified  
   - Points Earned:  0 7 14 20  
   - Tie Breaker: 

4. **Expectation Item:** Researches quality and related information to the ethical topic  
   - Not Demonstrated: No research done with 3 or more inaccurate statements  
   - Below Expectations: Research is unrelated to the ethical topic and 1–2 inaccurate statements  
   - Meets Expectations: Research is accurate  
   - Exceeds Expectations: Research is accurate with supporting evidence  
   - Points Earned:  0 5 10 15  
   - Tie Breaker: 

5. **Expectation Item:** Substantiates and cites sources used while conducting research  
   - Not Demonstrated: No substantiation provided  
   - Below Expectations: Substantiates and cites sources  
   - Points Earned:  0 10 
   - Tie Breaker: 

**Delivery Skills**

1. **Expectation Item:** Statements are well-organized and clearly stated with use of industry language  
   - Not Demonstrated: Presenter(s) did not appear prepared  
   - Below Expectations: Presenter(s) were prepared, but flow was not logical  
   - Meets Expectations: Presentation flowed in logical sequence  
   - Exceeds Expectations: Presentation flowed in a logical sequence, statements were well organized  
   - Points Earned:  0 3 7 10  
   - Tie Breaker: 

2. **Expectation Item:** Demonstrates self-confidence, poise, assertiveness, and good voice projection  
   - Not Demonstrated: Presenter(s) did not demonstrate self-confidence  
   - Below Expectations: Presenter(s) demonstrated self-confidence and poise  
   - Meets Expectations: Presenter(s) demonstrated self-confidence, poise, and good voice projection  
   - Exceeds Expectations: Presenter(s) demonstrated self-confidence, poise, good voice projection, and assertiveness  
   - Points Earned:  0 1 3 10  
   - Tie Breaker: 

3. **Expectation Item:** Demonstrates the ability to effectively answer questions  
   - Not Demonstrated: Unable to answer questions  
   - Below Expectations: Does not completely answer questions  
   - Meets Expectations: Completely answers questions  
   - Exceeds Expectations: Interacted with the judges in the process of completely answering questions  
   - Points Earned:  0 3 7 10  
   - Tie Breaker: 

### Penalty Points  
(Mark all that apply)

<table>
<thead>
<tr>
<th>Expectation Item</th>
<th>Points Earned</th>
<th>Tie Breaker</th>
</tr>
</thead>
<tbody>
<tr>
<td>Time over 7 minutes</td>
<td>-5</td>
<td></td>
</tr>
<tr>
<td>Dress Code not followed</td>
<td>-5</td>
<td></td>
</tr>
<tr>
<td>Event Guidelines not followed</td>
<td>-5</td>
<td></td>
</tr>
<tr>
<td>Total Penalty</td>
<td>-</td>
<td></td>
</tr>
</tbody>
</table>

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