# 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.



Judge's Signature:

(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.) Below Meets Exceeds Tie **Project Usability** Breaker Demonstrated Expectations Expectations Expectations Earned Media usable but not Media usable but not click Media usable on multiple Media not usable submitted according to and play players/browsers event guidelines Video plays successfully 0 14 0 20 0 Project Concept & Design Evaluation A user with no knowledge Concept and/or topic is Concept and/or topic not Fully addresses the of the concept and/or Fully address the concept topic can identify based on not followed fully developed concept and/or topic and/or topic video 0 0 7 0 0 0 14 20 Contrast, font, sound, and Contrast, font, sound, and Color, backgrounds, font, No design principals Contrast, font, sound or design choice are design choice enhance the and sounds are appropriate for the applied design choice is distracting experience for the user appropriate for the concept/topic concept/topic 0  $\bigcirc$ Graphics enhance the Graphics appropriate for No graphic design Graphics are appropriate experience for the user Graphics are distracting concept and/or topic and principals applied for the concept/topic and are consistent throughout the video consistent throughout the video 0 0 7 0 14 0 20 0 Animation video Animation video Animation video Animation video does not incorporates information incorporates information incorporates information Information related to the incorporate information but there are no sources or and backs it up with in an entertaining way that topic is accurate evidence of validity is backed up with sources sources 0 0 14 0 20 0 0 **Project Evaluation** Video incorporates 3-D Video incorporates 3-D elements that clearly have Video does not Video incorporates basic elements that are been designed in multiple Overall Quality of 3-D incorporate 3-D elements 3-D elements functional wavs elements and animation 14 0 21 0 Transitions flow Multiple types of There are no transitions or Transitions exist but are seamlessly and serve as a transitions are used and all evidence of video editing rough and do not flow logical component of the Quality of editing and flow seamlessly incorporated easily video transition 0 14 0 21 0 30 Flow is logical including a Flow is logical and appears Flow of video does not Flow does not connect clear beginning, middle, sequenced seem logical each element of the video and end Logical flow of thoughts  $\bigcirc$ 14 20  $\bigcirc$ Video includes credits that Video includes credits that recognize the creator, recognize the creator, Video does not include Video includes credits but Video concludes with contributors, and contributors, and includes credits they are limited proper credits and acknowledgement of written acknowledgement acknowledgement of materials used of copyright copyright 0 7 0 0 14 0 20 0 **Penalty Points** Deduct 5 points for each instance of project guidelines not being followed 0 **Total Penalty** Grand Total (200 Max) Name(s): School: State:

Date:



FBL Perfo	rmance	Rating S	heet	☐ Pr		rned column		inal Ro		d or subtract po	ints to brea	k ties )
Expectation Item		Not onstrated		Below pectation		M	eets	oreaker C	Exc	eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the event topic	event topic	erstanding of c OR incorrect oic used	Underst inconsiste per		video to	Demonstra through pre anir		pic	the topic presenta	es expertise of through ation and		
	0	0	3		0	7	0		10	0		
Describes the development process		nation of the ment process	product does no		ess but angible	tangible	e developn and shares planning aments	3	process usi terminology tangible	evelopment ng industry and displays planning ments		
	0	0	5		0	10	0		15	0		
Describes the production process		nation of the tion process			not share ning	tangible	ne product and shares planning nments		process usi terminology tangible	e production ng industry and displays planning ments		
	0	0	5		0	10	0		15	0		
Describes software and equipment used	software a	planation of and equipment used		s softwa pment u		Explains so equipn	oftware AN nent 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		planation of techniques used		ies anim niques u		technique	s animation es used wit erminolog	:h :	animation tec	nd explains chniques used terminology		
1	0	0	3		Ο	7	0		10	0		
Provides proper copyright documentation (pictures used, audio used, etc.)		No document	ation provid	led O		gives ove			copyright reg npliance was			
used, addio used, eee.)		0					10					
Delivery Skills	,		T			,					T	1
Statements are well- organized and clearly stated		er(s) did not r prepared	prepare	enter(s) w d, but flo ot logical	ow was	Presentati logical	on flowed sequence	in	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	demor	er(s) did not estrate self- efidence	Presenter self-confi			Presenter(s) self-confider good voice	nce, poise,	and	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		e to answer estions		ot comp er questi	•		ely answe <del>r</del> stions		in the process completely	ith the judges rocess of answering tions		
questions	0	0	3		0	7	0		10	0		
	ı	1	l .			ı	Perf	forman	ce Subtota	1 (100 max)		
Penalty Points (Mark	all that ap	pply)								/	l	
Over allowed time (7 minutes)	()	Dress Code not followed	-5	0	for eac of guid	ct 5 points ch instance delines not g followed		0	То	tal Penalty		
									Perform	nance Total		
								Pı	oject Tota	1 (200 max)		
									•	Grand Total		
Name(s):												
School:								State	:			
Judge's Signature:								Date	_			



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	Wark one s	Not	WITE SCO.	Below	Onits La		leets	TCAKCI		eeds	Points	Tie
Expectation Item	Den	nonstrated	Ex	pectation	ıs		ctations			tations	Earned	Breaker
	No evide	ence of project	Project	developn	nent is	Project de	velopment	is	Project dev	relopment is		
Describes project development and		ent or strategies	explain	ed briefly	; very	clearly ou	tlined. Mo	re	clearly outlin	ed. Strategies		
strategies used to	pı	resented		l strategie utilized	s are		e strategy is tlined	S		ological and explained		
implement project	0	0	7	utilized	0	14	O		20	O		
			,									
Describes research into		ence of school r community		was com			ch clearly d and clear	·lv		as planned,		
school or community needs		esearch	but not	clearly ou	itlined		tlined	,	executed, as	nd evaluated		
needs	0	0	5		0	10	0		15	0		
			Participa	tion was	limited	The projec				chapter		
Appropriate level of		involvement is explained		nall numb		chapter participated	project and			in the event evidence is		
chapter member	not	explanted	r	nembers			mbers	upie		f the impact		
involvement in project	0	0	3		0	7	0		10	0		
				·			1		Project im	pacted the		
	6.11	1/	D		1 . 1	Project cre	eated tangi	ble		or community		
Degree of impact on the		d/or community s not addressed		was compred a pur		results that	benefitted	the		at something ally changed,		
community and its citizens				r .	Γ	school and/	or commu	inity	and the pro	oject should		
	0	0	7		0	14	0		20	tinue		
	0			<u>.                                      </u>		14	U		20	0		
	No evide	nce of publicity		tion was : e media, b			is recogniz			recognized in		
Evidence of publicity		eceived	evidenc	e of publi	city is	within the s	chool. and munity	l/or		ne way by the or community		
received	0	0	1	shared	0	3	0		5	0		
	0		1			,	U					
	NT 11					Project was	evaluated	and		evaluated and nas created		
Student evaluation of project effectiveness		ence of project on is provided	Project	was eval	uated		uation was	;		dations for		
project effectiveness		1				ass	essed		0	ld the project peated		
	0	0	1		0	3	0		5	0		
Delivery Skills	ı	L	L									
			Dross	enter(s) w	040				Presentation	n flowed in a		
Statements are well-		ter(s) did not ar prepared		d, but flo			on flowed sequence	in		equence; s were well		
organized and clearly	аррса	ar prepared	n	ot logical		logical	sequence			nized		
stated	0	0	3		0	7	0		10	0		
	Drocon	ter(s) did not		•		Presenter(s)	domonstr	atad	Presenter(s)	demonstrated		
Demonstrates self-		nstrate self-	Presenter			self-confide				ence, poise,		
confidence, poise, assertiveness, and good	co	nfidence	seir-conf	idence an	a poise	good void	e projectio	on		projection,		
voice projection	0	0	1		0	3	0		5	0		
							4		Interacted w	ith the judges		
Demonstrates the ability		le to answer		not compl			ely answer	s		rocess of		
to effectively answer questions	qı	uestions	answ	er questic	ons	que	stions			answering stions		
questions	0	0	3		0	7	0		10	0		
		I	-I	l .			Peri	forma	nce Subtota	l (100 max)		
Penalty Points (Mark	all that ar	oply)								/		
Over						ct 5 points						
allowed time -5	0	Dress Code not followed	-5	0		ch instance delines not		(	O To	tal Penalty		
(7 minutes)		not followed				followed						
									Perform	nance Total		
									Report Tota	d (100 max)		
									(	Grand Total		
						0						
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.) Below Meets Exceeds **Points** Tie **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker Project promotes local Project promotes Project indicates future Project specifically understanding of OR local understanding of Project is not an American activities or steps that could be promotes local shows how to support the and support for the Enterprise Project taken to further the work understanding of and American Enterprise American Enterprise started support for the American system but not both system Enterprise system 10 No evidence of school Research clearly Research was completed Research was planned, Describe research into completed and clearly and/or community but not clearly outlined executed, and evaluated school and/or community research outlined needs 0 10 15 Planning, Planning, development and No evidence of planning, Planning, development, development, and implementation Describe planning, development, or OR implementation implementation activities/steps are described development, and activities/steps are and rationale for types of implementation of project explanation is missing implementation of project clearly described activities is given 0  $\cap$ 7  $\bigcirc$ 14  $\bigcirc$ 20  $\cap$ Information about Project was Project was recognized in No evidence of publicity publicity was written in recognized within the more than one way by the Show evidence of received the report but no evidence school and/or school and/or community publicity received of publicity is available community 0 10 0 Project impacted the school Project created and/or community to a level School and/or community Project was completed tangible results that Report benefits to and that something has impact is not addressed benefitted the school and served a purpose degree of impact on the dynamically changed and the and/or community school and/or community project should continue 0 3 10 Project was evaluated Project was evaluated and No evidence of project Project was evaluated and the evaluation recommendations for change evaluation is provided Evaluate the project was assessed were given 0 10 0 3 Report Format Missing one or more All information presented, Information arranged Presented in the correct order Arrange information sections and/or does not but order inconsistent according to rating and includes written according to rating sheet follow rating sheet with rating sheet sheet transitions between sections (See above Expectation 3 10 Items) Inconsistent formatting, Utilizes full bleed, effective use Does not format excessive white space, Consistent formatting of space, related defined Format and design a document and/or unrelated graphics throughout the report graphics, and consistent business report and/or photos formatting 0 0 0 3 0 0 10 No spelling errors, More than 5 grammar, No spelling errors, and not 3-4 grammar, and not more than 2 punctuation, or spelling punctuation, or spelling more than 1 grammar or Include correct grammar, grammar or punctuation error errors errors punctuation, and spelling punctuation errors 0 0 0 1 Report Subtotal (100 max) **Penalty Points** 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:



	(Mark one sco			tne Points Ea low		Use Tie Breakei e <b>ets</b>		i or subtract po eeds	Points	Tie
Expectation Item	Demon		Expec			tations		tations	Earned	Breaker
Demonstrates understanding of the case study and defines	No descript study synope no probler	sis provided;	Describes a case study s defines the		case study sy	and provides rnopsis AND problem(s)	case study sy definitio	s expertise of enopsis AND on of the em(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		s) given but or con(s) are alyzed	given and	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 solution	n identified	implementat	ovided, but ion plan not oped	implemen	olution and tation plan ad developed	implemen	plution and tation plan nd necessary identified		
in promonent	0	0	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Concepts and practices/ basic terminology/ government regulations/ financial services/ technology/types of	No comp demon			competencies onstrated		petencies are instrated	compete	or more ncies are astrated		
institutions/ethics/ financial careers/taxation	0	0	7	0	14	0	20	0		
Delivery Skills						I.	L			
Statements are well- organized and clearly	Presenter(	` '	Presente prepared, b not le	ut flow was		on flowed in sequence	logical so 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	Presenter( demonst confid	rate self-	Presenter(s) of self-confider	demonstrated ace and poise	self-confiden	demonstrated ace, 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 to ques			completely juestions		ely answers	in the pr completely	ith the judges rocess of answering tions		
•	0	0	3	0	7	0	10	0		
						Performa	ance Subtota	1 (100 max)		
Penalty Points (Mark	all that appl	y)	<u> </u>			<u> </u>				
Dress Code not follow	red	-5 C		5 points for ear			Total l	Penalty		
	l		1 - 0					Frand Total		
				Ot	jective Test	Score (to be	used in the ev	vent of a tie)		
Name(s):										
School:						Sta	te:			
Indoe's Signature:						Da	te•			



### FBLA BROADCAST JOURNALISM

**Performance Rating Sheet** 

■ Preliminary Round	☐ Final Round
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(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.) Below Exceeds Tie Not Meets **Points Expectation Item** Expectations Demonstrated Expectations Earned Breaker Expectations Presentation represents a Presentation is pre-Presentation represents a Presentation is 100 LIVE broadcast with recorded with less than LIVE broadcast with Presentation represents a creative techniques and percent pre-recorded 10 percent LIVE LIVE BROADCAST supporting features supporting features 0 0 10 15 Identifies event topic, Identifies and Uses industry terminology No understanding of topic but does not demonstrates to demonstrate the Demonstrates as it relates to the event demonstrate understanding of event understanding of the event understanding of the event guidelines or wrong topic understanding topic topic topic  $\bigcirc$ 5  $\bigcirc$ 10 15  $\cap$ No research done with 3 Research is unrelated to All research is accurate Researches quality and or more inaccurate the topic and 1-2 All research is accurate with supporting evidence related information to the statements inaccurate statements topic 0 Writing is rather bland; Writing is adequate but Writing is strong and not extremely compelling, Writing lacks a clear voice lacks a clear voice and/or effective with a clear voice and original style. Lead is sense of originality. Lead is wordy or voice is and active verbs. Lead is Quality writing related to neither original nor catchy, is adequate but not unclear. Lead is original and catchy and extremely catchy or is overused or boring. appropriate to story and the topic invites readers to piece. original. effective at attention. 0 0 5 10 15 Does not fully resemble Over half of the Impressive overall Broadcast was not a news broadcast. Little performance/product broadcast. Clear balance complete. No graphics to no creativity in resembles a news of creativity/realism. Production graphics well production/product. broadcast Some creativity used, no creativity in Quality of news broadcast production/product. Limited graphics and present. Graphics present done. Balanced team and effective. effort. support. 0 3 0 0 10 0 **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence, Statements are wellprepared, but flow was appear prepared logical sequence statements were well organized and clearly not logical organized stated with use of industry language 0 3 0 0 10 Presenter(s) demonstrated Presenter(s) did not Presenter(s) Presenter(s) demonstrated Demonstrates selfself-confidence, poise, demonstrate selfdemonstrated selfself-confidence, poise, and good voice projection, and confidence, poise, confidence and poise confidence good voice projection assertiveness, and good assertiveness voice projection 0 3 10 Interacted with the judges in the process of Unable to answer Does not completely Completely answers Demonstrates the ability questions answer questions questions completely answering to effectively answer questions questions 0 0 10 Performance Subtotal (100 max) Penalty Points (Mark all that apply) Over Deduct 5 points Dress Code not for each instance allowed -5 0 -5 0 0 **Total Penalty** time followed of guidelines not being followed (7 minutes) Performance Grand Total Name(s): School: State: Judge's Signature: Date:

☐ 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.) Below Meets Exceeds Points Tie Not **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 3  $\bigcirc$ 0 10 0 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 0 0 0 5 10 15 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 0 7 0 14 0 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 15 0 5 10 Substantiates and cites No substantiation provided Substantiates and cites sources sources used while conducting research 0 0 0 **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence; Statements are wellprepared, but flow was appear prepared statements were well logical sequence organized and clearly not logical organized stated with use of industry language 3 10 Presenter(s) demonstrated Presenter(s) did not Presenter(s) demonstrated Presenter(s) demonstrated self-confidence, poise, Demonstrates selfdemonstrate selfself-confidence, poise, and self-confidence and poise good voice projection, confidence, poise, confidence good voice projection assertiveness, and good and assertiveness voice projection 0 0 0 0 10 0 Interacted with the judges Completely answers Unable to answer Does not completely in the process of Demonstrates the ability questions answer questions questions completely answering to effectively answer questions questions 0 0 0 3 10 Performance Subtotal (100 max) Penalty Points (Mark all that apply) Deduct 5 points Over allowed Dress Code for each instance -5 0 0 0 **Total Penalty** -5 not followed of guidelines not time (7 minutes) being followed Performance Grand Total Name(s): School: State: Judge's Signature: Date:



☐ Preliminary Round ☐ Final Round

Ī	(Mark one	score per row AN			Points Ea			reaker				
Expectation Item	Den	Not nonstrated		Below sectation	ıs		eets ctations		Expe	ceeds ctations	Points Earned	Tie Breaker
Describes company, operations, and management (current and projected)	company	escription of c, operations, or nagement	briefly description	ny is expl ; very lim on of ope anageme	nited erations	described. I	ions and		describe description and mana	ny is clearly d. Detailed of operations gement with uture growth		
	0	0	5		0	10	0		15	0		
Describes the financial plan and strategies to obtain loan		escription of olan or strategies		plan is ex ; very lim es are uti	nited ilized	Financial p described. M strategy	More than is outlined	one	described. chronologi	olan is clearly Strategies are cal and clearly lained		
	0	0	5		0	10	0		15	0		
Explains underlying assumptions and provides supporting information	assur	planation of mptions or ng information		mption is o supportion	rting 1	given with supporting		ne	assumption with at supporting	or more ons are given least two statements of sumption		
	0	0	5		0	10	0		15	0		
Identifies and analyzes risks and adverse results and provides plan to avoid adverse results		sks or adverse is identified	result	k OR ad is given; ce of plan	no	Two risks at adverse res includes a least one s advers	ult identifi plan with	ed; at	one adv identified; i with at leas	s and at least rerse result ncludes a plan t two steps to werse results		
	0	0	5		0	10	0		15	0		
Explains purpose of loan amount requested and projections for company stability	reques	anation of loan t or company ojections	Purpos request e least one company	projecti	OR at on for y given	Purpose of explained; projection company's	at least or on for the stability gi	ne	explained projection	f loan request ; at least two ons for the stability given		
otaonity .	0	0	3		0	7	0		10	0		
Delivery Skills			1			I			D	g 1:	Ι	Ι
Statements are well- organized and clearly stated (See above		ter(s) did not ar prepared	prepared	nter(s) w l, but floot ot logical	w was	Presentation logical	on flowed sequence	in	logical statemen	on flowed in a sequence; ts were well anized		
Expectation Items)	0	0	3		0	7	0		10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demo	ter(s) did not enstrate self- enfidence	Presenter(self-confi			Presenter(s) self-confider good voice	nce, poise,	and	self-confid good voic	demonstrated dence, poise, e projection, ertiveness		
voice projection	0	0	3		0	7	0		10	0		
Demonstrates the ability to effectively answer questions		le to answer uestions		ot compler question	,		ely answer stions	s	in the p	with the judges process of ly answering estions		
1	0	0	3		0	7	0		10	0		
							Perf	orma	ınce Subtot	al (100 max)		
Penalty Points (Mark	all that ap	pply)										
Over allowed time (7 minutes)	0	Dress Code not followed	-5	Ο	for eac of guid	ct 5 points ch instance delines not g followed		(	ОТ	otal Penalty		
									Report Tota	al (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.)

Expectation Item	No. Demons	t	Ве	elow ctations	Mee Expecta	ets	Exce Expect	eds	Points Earned	Tie Breaker
Description of business, assumptions, and strategies to obtain loan	No descrip business, assun strategies to loan is g	nptions OR obtain the	business, a and strateg a loan are one o	Description of the business, assumptions, and strategies to obtain a loan are given, but one or more descriptions are vague		of business, ons, and obtain the ovided and ritten	Descrip business, as: and strategic loan serves introduct transitions remainder o	sumptions, es to obtain as a strong tion and s into the		
	0	0	10	0	20	0	30	Ó		
Describe Company:  • Legal form of business  • Company governance  • Company location(s)	More than o components l addres	isted is not	more con limited ( more con	on of one or nponents is OR one or nponents is escribed	All compo described a		All compo described a with sup docume	dequately 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 li addres	isted is not	more con limited ( more con	on of one or nponents is OR one or nponents is escribed	All compo		All compo described a with sup docume	dequately 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 o components E addres	isted is not	more con limited compor	on of one or nponents is OR one nent is not cribed	All compo		All compo described a with sup docume	dequately porting		
and planned for	0	0	10	0	20	0	30	0		
Include Financial Institution Information:  Name and type of financial institution for loan needs Discuss Loan Request Purpose of loan & amount requested Itemzied planned	More than o components l addres	isted is not	more con limited ( more con	on of one or nponents is OR one or nponents is escribed	All compo described a		All compo described a with sup docume	dequately porting		
Projections for future financial stability	0	0	10	0	20	0	30	0		
Include supporting documentation	No Work Cit included in t	he report	formatted page b supp docume missing	s a correctly Work Cited but other corting entation is or limited	Project has a formatted W page and support document proving the control of the co	Vork Cited I other rting tation is ded	Project has formatted V page and suppo documentat sect	Work Cited d other rting ion in each		
	0	0	8	0	18	0	25	0		

### Report Format

Judge's Signature:

Arrange information according to rating sheet (See above Expectation Items)	sheet (See above rating sheet		presented	All information presented, but order inconsistent with rating sheet		arranged the rating et	Presented in the correct order and includes written transitions between sections		
	0	0	3	0	7	0	10	0	
Format and design a business report	Does not format document format white unrel		formattin white spa unrelate	nsistent g, excessive ace, and/or d graphics r photos	Consistent for throughout to		Utilizes for effective us related of graphic consistent f	e of space, defined es, and	
	0	0	3	0	7	0	10	0	
Include correct grammar, punctuation, and spelling	punctuation, o	ore than 5 grammar, ctuation, or spelling errors  3–4 grammar, punctuation, or spelling errors		No spelling of not more grammar or p error	than 2 unctuation	No spelling not more gramm punctuati	than one nar or		
	0	0	1	0	3	0	5	0	
						Repo	rt Subtotal (	(200 max)	
Penalty Points									
Deduct 5 points for each insta	nce of report/pro	oject guidelin	es not being t	followed		0	Total P	enalty	
							Gra	and Total	
Name(s):									
School:					State:				

Date:



☐ Preliminary Round ☐ Final Round

Expectation Item	(Mark one sco N Demon	ot	Be	n the Points Ea low tations	Me	Use Tie Breaker eets tations	Exc	d or subtract po eeds tations	Points Earned	ties.) Tie Breaker		
Describes business concept and company profile	No evidence concept or pro	e of business r company	Business c	oncept OR ofile described	Business co	ncept AND ofile explained	Business company pro- including how	oncept and ofile explained w the concept the profile	Lameu			
	0	0	5	0	10	0	15	0				
Explains marketing aspects of business	No market	ing evident		of marketing ained	Two aspects of marketing explained		Three or more aspects of marketing to increase company performance explained					
	0	0	5	0	10	0	15	0				
Describes operations and management plans	No evidence operation managen	s plan, or		of operations rement plan	Description of operations and management plan		Detailed description of operations and management with plan for future growth					
	0	0	5	0	10	0	15	0				
Provides information on financial documents and projections	No evidence documents projection	or company	at least on documen	ormation on the financial at OR one action	Provides information on two financial documents and at least one projection		at least thre documents	ormation 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	No evidenc adverse		result is	OR adverse given; no of planning	adverse resu includes a 1 least one st	d at least one alt identified; plan with at ep to avoid e results	one adve identified; in with at least	and at least erse result cludes 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 go	oal identified	Two goals identified		Three or more goals identified with specific plan to achieve the goals					
	0	0	3	0	7	0	10	0				
Delivery Skills												
Statements are well- organized and clearly	Presenter( appear p		prepared, b	er(s) were out flow was ogical		n flowed in equence	logical se 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	Presenter( demonst confid	rate self-	` '	demonstrated nce and poise	self-confiden	demonstrated ce, poise, and e projection	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		Does not completely answer questions		Completely answers questions		* *		rocess of answering		
	0	0	3	0	7	0	10	0				
						Performa	ance Subtota	1 (100 max)				

Penalty P	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	 O Total Penalty			
							P	erformance Total		
							Repor	t Total (200 max)		
								Grand Total		
Name(s):										
School:						State:				
Iudge's Sig	enature:					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 Executive Summary is given		Executive Summary is provided but does not show evidence of sound business concept OR reasonable chance of success		Executive S provided Al evidence of business con reasonable succ	ND shows of sound neepts and chance of	Executive serves as introduc transition remainde rep	a strong tion and s into the er of the		
Success.	0	0	5	0	10	0	15	0	1	
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 component 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	adequately 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 of component not addr	s listed is	Description more comp limited OI more comp not desc	onents is Cone or conents is	All compo described a		All compo described a with sup docume	adequately 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 component not addr	s listed is	Description more comp limited C componer descri	OR one nt is not	All compo described a		All compo described a with sup docume	adequately porting		
	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 component not addr	s listed is	Description more comp limited C componer descri	OR one nt is not	All compo described a		All compo described a with sup docume	adequately 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 component not addr	s listed is	Description more comp limited C componer descri	OR one nt is not	All compo described a		All compo described a with sup docume	adequately 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 component not addr	s listed is ressed	Description more comp limited C componer descri	OR one nt is not bed	All compo described a	dequately	All compo described a with sup docume	adequately oporting entation		
	0	0	5	0	10	0	15	0		

Discuss Management and Organization Key employees/principals identified and described Board of directors, advisory committee, consultants, and other human resources identified and described Plan for identifying, recruiting, and securing key participants described	compone	one of the nts listed is dressed	more comp limited ( compone	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		
Compensation and incentives plan	0	0	5	0	10	0	15	0		
Provide Long-term Development Goals for three, five, or more years are identified and documented Risks and potential adverse results identified and analyzed Strategy in place to take business toward	compone	one of the nts listed is dressed	Description more comp limited ( compone descr	OR one nt is not	All components are described adequately		All components are described adequately with supporting documentation			
long-term goals	0	0	7	0	14	0	20	0		
Show Financials Type of accounting system to be used is identified Financial projections are included and reasonable •Year 1 monthly cash flow •Year 1 monthly income statement •Yearly income statements for Years 1,	compone	one of the nts listed is dressed	Description more comp limited ( compone descr	OR one nt is not	All compo described a		All compor described ac with supp documen	lequately orting		
3, and 5	0	0	7	0	14	0	20	0		
Include supporting documentation including a Work Cited page	compone	one of the nts listed is dressed	Description more comp limited ( compone descr	onents is OR one nt is not ibed	All compo described a	adequately	All compor described ac with supp documen	lequately orting tation		
	0	0	5	0	10	0	15	0		
Report Format	1		1		1		ъ	1 4	<u> </u>	1
Arrange information according to rating sheet (See above Expectation Items)	sections a	ne or more nd/or does rating sheet	All infor presented, inconsiste rating	but order ent with	Informatio according to she	o the rating	Presented correct or includes v transitions sectio	der and vritten between		
	0	0	3	0	7	0	10	0		
Format and design a business report		ot format iment	Incons formatting, white spac unrelated and/or	excessive e, and/or graphics	Consistent throughout		Utilizes ful effective use related do graphics consistent fo	of space, efined , and		
	0	0	3	0	7	0	10	0		
Include correct grammar, punctuation, and spelling	punctu	5 grammar, ation, or g errors	3–4 gra punctual spelling	tion, or	No spellin and not me gramn punctuati	ore than 2 nar or	No spelling and not mo one gram punctuatio	ore than mar or		
	0	0	1	0	3	0	5	0		
						Repor	t Subtotal (2	00 max)		
Penalty Points					1 1		T		T	ı
Deduct 5 points for each instance of	report/proje	ct guidelines	not being follo	owed		0	Total Pe	nalty		
						Gr	and Total (2	00 max)		
Name(s)										
School:					State:					
Judge's Signature:					Date:					



	<b>Preliminary</b>	Round	Final
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(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.) Below Meets Exceeds **Points** Tie **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker Demonstrates expertise of No description or case Describes and provides Describes and provides Demonstrates case study synopsis AND study synopsis provided case study synopsis OR case study synopsis AND understanding of the case definition of the no problems defined defines the problem(s) defines the problem(s) study and defines problem(s) problem(s) to be solved 0 0 0 3  $\bigcirc$ 10 Communicates in a Communicates position No position Communicates position professional manner on problem of the case Communicates position position on problem of communicated not related to problem study on problem of case study case study 0 7 0 0 0 14 Feasible solution and Solution provided, but Logical solution and implementation plan No solution identified implementation plan not Identifies logical solution implementation plan developed, and necessary and aspects of developed provided and developed resources identified implementation 0 Display of empathy and Empathy or diplomacy Empathy and diplomacy Displays No empathy or diplomacy diplomacy skills add to displayed in response to displayed in response to displayed resolution of case study empathy/diplomacy when case study problem case study problem problem responding to case study problem 0 0 0 0 0 14 20 **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence; prepared, but flow was Statements are wellappear prepared logical sequence statements were well not logical organized and clearly organized stated 0 7 0 0 3 0 10 0 Presenter(s) demonstrated Presenter(s) did not Presenter(s) demonstrated Demonstrates self-Presenter(s) demonstrated self-confidence, poise, self-confidence, poise, and demonstrate selfself-confidence and poise confidence, poise, good voice projection, confidence good voice projection assertiveness, and good and assertiveness voice projection 0 0 3 0 All questions were clearly All questions were All questions were clearly Unable to ask or answer answered, and more than Demonstrates ability to answered and at least one answered, and two questions three questions were effectively ask and answer question was asked questions were asked asked questions Performance Subtotal (100 max) Penalty Points (Mark all that apply) Deduct 5 points for each instance 0 Dress Code not followed 0 Total Penalty of guidelines not being followed **Grand Total** Name: 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.) Below Meets Exceeds Tie Program Expectations Demonstrated Expectations Expectations Earned **Breaker** Readability Identifiers are used for Identifiers are used and Identifiers exhibit an Appropriate identifiers Identifiers not used programming elements are accurate in all advanced knowledge of used for variables, but are incorrectly placed instances programming constants, arrays, objects, 0 0 0 20  $\bigcirc$ 14 Commentary provided Commentary provided is Commentary provided but Commentary provided is No commentary provided assists the user throughout logical, useful, and is not logical readable, useful, and the demonstration complete complete 0 7 0 0 14 0 20 Program documentation Program documentation Program documentation Program documentation is Program documentation is invites use of advanced not provided contains errors error free readable, useful, and features complete 0 3 7 0 10 0 **Program Structure and Content** Program contains Program contains Program does not contain Program incorporates at unnecessary steps or Program is concise and unnecessary steps and is unnecessary steps or is least one if-then sequence does not contain complex complex complexity that saves the user steps unnecessary complexity 0 14 20 Where data is stored is Where data is stored may Data storage is clear, and Data storage includes Data storage is unclear dynamic backup feature not be secure storage is secure appropriate 0 14 Program sequence is Program sequence Program sequence is Program sequence is logical, error free, and contains one or more logical and error free Program use follows a unclear incorporates if-then errors logical sequence sequences 0 0 7 0 14 0 20 0 Usability & Results Interface contains no No help menu or Program use also includes Includes basic help menu spelling errors, has navigation system an intelligent feature such and usable navigation interactive help menu, and Program use and incorporated as an interactive Q&A has no navigation errors navigation 0 0 0 0 14 Program results update Program produces Program results contain Program results are error dynamically and are error inaccurate results logic errors free free Program results 0 7 0 0 0 0 14 20 Output reports are error Output reports allow user Output reports are not Output reports are not free and provide all to customize and analyze sufficient to analyze data accurate or not available necessary information to information Output reports analyze data 0 0 7 0 0 20 0 14

Delivery Skills											
Statements are well- organized and clearly		tor(s) did not r prepared	Competitor(s) was prepared, but flow was not logical			Demonstrat logical	ion flower	d in	a logica statemer	tion flowed in l sequence; its were well anized	
stated	0	0	3	3 O		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, and good voice projection		and				
voice projection	0	0	3		0	7	0		10	0	
Ability to effectively questions questions			Does not completely answer questions			Completely answers questions		rs	Interacted with the judges in the process of completely answering questions		
	0	0	3 0		0	7	0		10	0	
	•	•	•				Demo	nstra	tion Subtot	al (200 max)	
Penalty Points (Mark	x all that ap	oly)									
Over allowed time -5 (7 minutes)	()	Dress Code not followed	-5	0	for ea of gui	ct 5 points ch instance delines not g followed			О Т	otal Penalty	
										Grand Total	
Name:											
School:								Sta	te:		
Judge's Signature:								Da	te:		



# FBLA COMMUNITY SERVICE PROJECT Performance 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.)

		(Mark O			D write see		i Onits La	inca column.		i coluiiii				
Expectation	n Item	Г	N Demon	ot istrated	Ex	Below pectation	ns		eets ctations			eeds tations	Points Earned	Tie Breaker
Describes proj development a strategies used	and to			e of product or strategies ented	explain limited	developr ed briefly l strategio utilized	; very	clearly out than one	velopment is lined. More strategy is lined	clearly	y outlin chrono	elopment is ed. Strategies blogical and xplained		
implement pro	oject	0		0	7		0	14	0	20	0	0		
Describes rese school or com needs				lence of y research		n was con clearly o	atlined	Research clearly completed and clearly outlined		Research was planned, executed, and evaluated				
needs		0		0	5		0	10	0	1.	5	0		
Appropriate le chapter memb involvement ir	er			olvement is blained	Participation was limited to a small number of members		The project effort was clearly a chapter project and participated in by entire chapter		Entire chapter, and additional individuals, participated in the event and clear evidence is provided of the impact		individuals, in the event evidence is f the impact			
		0		0	3		0	7	0	10	0	0		
Degree of imp community an citizens		Comm				was com rved a pu		results that h	nted tangible penefitted the munity	comn	nunity to someth mically one proje	spacted the to a level that hing has changed, and act should tinue		
		0		0	7		0	14	0	20	0	0		
Evidence of preceived	ublicity	No ev	No evidence of publicity we received ev		Information was shared with the media, but no evidence of publicity is shared		Project was recognized within the school and/or community		Project was recognized in more than one way by the school and/or community		ne way by the			
		0		0	1		0	3	0	5	5	0		
Student evalua project effectiv				e of project is provided	Project	Project was evaluated		the evalu	evaluated and nation was essed	the	e team l ommen ge shoul	evaluated and nas created dations for ld the project peated		
		0		0	1		0	3	0	5		0		
Delivery Sl	kills				I.	<u> </u>		l .		1				
Statements are organized and	e well-			(s) did not prepared	prepare	enter(s) w d, but flo ot logical	w was		on flowed in sequence	le	ogical se tements	n flowed in a equence; s were well nized		
stated		0		0	3		0	7	0	10	0	0		
Demonstrates confidence, po assertiveness, a	oise,		monst	(s) did not rate self- dence	Presenter self-conf			self-confiden	demonstrated ace, poise, and e projection	self- goo	-confide d voice	demonstrated ence, poise, projection, rtiveness		
voice projection	on	0		0	1		0	3	0	5	5	0		
Demonstrates to effectively a questions		Uı	Unable to answer questions			Does not completely answer questions			ely answers stions	iı	n the pr npletely	ith the judges rocess of answering tions		
questions		0		0	3		0	7	0	10	0	0		
									Perform	ance Si	ıbtota	1 (100 max)		
Penalty Po	oints (Ma	rk all that	t appl	y)										
Over allowed time (7 minutes)	-5	0		ress Code t followed	-5	0	for ea of gui	ct 5 points ch instance delines not s followed		0	To	tal Penalty		
										Pe	erform	nance Total		
										Repor	t Tota	1 (100 max)		
											C	Grand Total		
School:								State:						
Iudge's Sigr	nature:							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.) Below Meets Exceeds **Points** Tie **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker Project has quantitatively Project has specific goals Project has specific goals defined goals and Project is not a Project has specific goals OR provides service to AND provides service to indicates future activities Community Service and provides service to the community and its or steps that could be the community and its Project the community and its taken to further the work citizens but not both citizens citizens started 0 0 0 0 0 3 10 Research clearly No evidence of Research was completed Research was planned, Describe research into completed and clearly community research but not clearly outlined executed, and evaluated school and/or community outlined needs  $\cap$ 5  $\cap$ 10 0 15  $\bigcirc$ Planning, development, Planning, development, and implementation No evidence of planning, Planning, development, and implementation activities/steps are Describe planning, development, or OR implementation activities/steps are clearly described and rationale development, and implementation of project explanation is missing described for types of activities is implementation of project given 14 0 20 Information about Project was recognized Project was recognized in No evidence of publicity publicity was written in within the community more than one way by the Show evidence of received the report but no evidence and/or school community and/or school publicity received of publicity is available 0 0 3 0 7 10  $\bigcirc$ Project impacted the community to a level that Project created tangible Community impact is not Project was completed something has Report benefits to and results that benefitted the addressed and served a purpose dynamically changed and degree of impact on the community the project should school and/or community continue 0 3 0 10 Project was evaluated and Project was evaluated and No evidence of project Project was evaluated the evaluation was recommendations for evaluation is provided Evaluate the project assessed change were given  $\bigcirc$ 0 0 0 3 10 Report Format Presented in the correct All information presented, Missing 1 or more Arrange information Information arranged order and includes written sections and/or does not but order inconsistent according to rating sheet according to rating sheet transitions between follow rating sheet with rating sheet (See above Expectation sections Items) 3 0 10 Utilizes full bleed, Inconsistent formatting, Does not format excessive white space, Consistent formatting effective use of space, related defined graphics, Format and design a document and/or unrelated graphics throughout report business report and/or photos and consistent formatting 0 0 10 3 More than 5 grammar, 3-4 grammar, No spelling errors, and No spelling errors, and punctuation, or spelling punctuation, or spelling not more than 2 grammar not more than 1 grammar Include correct grammar, or punctuation errors or punctuation error errors errors punctuation, and spelling 0 0 1 0 3  $\bigcirc$ Report Subtotal (100 max) **Penalty Points** 0 Deduct 5 points for each instance of report/project guidelines not being followed **Total Penalty** Grand Total (100 max) 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.) Below Meets Exceeds **Points** Tie **Project Usability** Demonstrated Expectations Expectations Expectations Earned Breaker Instructions provided are Instructions are clear and Instructions provided but Instructions provided are complete and accurate and No instructions provided executable launches from incomplete or inaccurate complete and accurate the use can execute shortcut without without instructions modifications  $\bigcirc$  $\bigcirc$  $\bigcirc$ 20  $\cap$ 0 14 User interface and More than one fully User interface and/or User interface and instructions are available functional user interface is instructions are available instructions are not User interface and available and instructions on the title screen and are available but not clear navigation clear and fully functional are clear 0 0 0 Contains errors, but did not prevent Errors prevented use of program Error free Errors did not crash the execution of program project or prevent use 20 Program documentation Program documentation Program documentation Program documentation is Program documentation is invites use of advanced not provided contains errors error free readable, useful, and features complete 0 10 Project Concept & Design User with no knowledge Concept and/or topic are Concept and/or topic not Fully addresses the of the concept and/or Program fully addresses not addressed fully developed concept and/or topic topic can identify it based the concept and/or topic on use of project 10 0  $\bigcirc$ 3  $\bigcirc$ Color, contrast, Color, contrast, Color, contrast, Color, contrast, background, typography, background, typography, background, typography, No design principles background, typography, sound, and design are applied sound, and design are sound, and design enhance sound, and design are appropriate for the distracting or busy the user experience appropriate for the concept or topic concept or topic 0 0 3 No graphic design Graphics enhance the user Graphics are Graphics are appropriate Graphics are appropriate principles applied distracting/busy for the concept/topic experience for concept and/or topic  $\bigcirc$ 1 5 Title screen provided, but Title screen has limited Title screen functions and Title screen functions and No title screen provided instructions and/or allows user to execute provides clear instructions provides working functionality without instructions instructions 0 Code is well commented Code contains errors that Code contains errors that Code is error free to explain logic used and prevent the execution did not prevent execution Code is written correctly reason for block of code 0 **Project Evaluation** Rules are error free as Rules contain errors that At least one advanced rule Rules contain substantial discovered through basic Quality of rules and have minimal impact on feature available errors affecting game play game play accuracy of code game play identifying rules 7 14 20  $\bigcirc$ User can navigate the Game is overly simplistic Game is challenging and game with rules as defined Game can be completed and/or cannot be can be completed and several outcomes are Game is challenging but but is simplistic completed available for completion can be completed 0 14 20 User can navigate and Game includes an User can navigate the Experience intended for complete the game operating multi-player game but experience and the game is not defined Player immersion and following the rules function purpose is not defined

7

14

0

20

0

0

experience

Delivery Sl	kills														
Statements a organized an			Presenter(s) did not appear prepared			Presenter(s) were prepared, but flow was not logical				flowed in	n	le	ogical se	flowed in a equence; were well nized	
stated		0		0	1	1 O		3		0		5	,	0	
Self-confidence, poise, assertiveness, and good voice projection			emons	(s) did not trate self- dence	Presenter(s) demonstrated self-confidence and poise			Presenter(s) demonstrated self-confidence, poise, and good voice projection			ınd	Presenter(s) demonstrated self-confidence, poise, good voice projection, and assertiveness			
		0	ı	0	1		0	3		0		5	,	Ο	
Ability to eff	tions			Does not completely answer questions			Completely answers questions				Interacted with the judges in the process of completely answering questions		ocess of answering		
		0	1	0	3 0		0	7		0		10	0	0	
		•		•	•			•	Г	Demon	strat	ion Su	ıbtotal	(200 max)	
Penalty P	oints (Ma	rk all tha	t appl	y)											
Over allowed time (7 minutes)	-5	0	D	ress Code et followed	-5	0	for ea of gui	ct 5 points ch instance delines not g followed			(	)	Tot	al Penalty	
													G	rand Total	
Name(s):															
School:											Stat	e:			
Judge's Sig	gnature:										Dat	e:			



**Performance Rating Sheet** 

	Preliminary	Round	☐ Fina	Round
_	Premimary	Kouna	u rina	i Nound

(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.) Below Meets Exceeds Tie **Expectation Item** Breaker Demonstrated Expectations Expectations Expectations Earned No understanding of Understanding of topic Demonstrates the topic Demonstrates expertise of Demonstrates event topic OR incorrect through presentation and inconsistent from video to the topic through understanding of the performance video presentation and video topic used event topic 0 3  $\bigcirc$ 10 Implementation and Expert description and No explanation of use or Identification OR demonstration of video demonstration of video Describes the use and implementation of implementation of techniques, equipment, techniques, equipment, implementation of technology innovative technology and software and software innovative technology 0 0 20 Expert industry No explanation or Presenter(s) explains the Presenter(s) explains both explanation of both description of the design design OR development the design and the design and development Explains the design and and development process process development process development process process 14 20 0 Video is presented, but Video is presented, with Video of any length inadequate introduction adequate introduction Does not present video Incorporates video into and transition back into presented and transition back into presentation presentation presentation 3 0  $\cap$ 10  $\bigcirc$ Copyright information not Copyright compliance is Material violates copyright Copyright information is Copyright information is addressed or addressed documented using visual guidelines OR video documented, and video noted and documented, incorrectly AND video representation, and video content is not original content is original and video content is content is not original content is original original 14 **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence, prepared, but flow was Statements are wellstatements were well logical sequence appear prepared not logical organized and clearly organized stated 5 Presenter(s) demonstrated Presenter(s) did not Presenter(s) demonstrated Presenter(s) demonstrated Demonstrates selfself-confidence, poise, demonstrate selfself-confidence, poise, and self-confidence and poise good voice projection, confidence, poise, confidence good voice projection and assertiveness assertiveness, and good voice projection 0 0 1 0 3 5 0 Interacted with the judges Completely answers Unable to answer Does not completely in the process of Demonstrates the ability answer questions completely answering questions questions to effectively answer questions questions 0 0 Performance Subtotal (100 max) Penalty Points (Mark all that apply) Over Deduct 5 points Dress Code allowed for each instance -5 0 -5 0 0 Total Penalty time not followed of guidelines not being followed 7 minutes) Performance Total Project Total (200 max) **Grand Total** Name(s): School: State: Judge's Signature: Date:

Judge's Signature:

(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.) Below Meets Exceeds Tie **Project Usability** Expectations Bre<u>aker</u> Demonstrated Expectations Expectations Earned Media usable but not Media usable but not plug Media usable in multiple Media not usable submitted according to and play players Video plays successfully event guidelines 0 0 0 14 0 20 Video Content User with no knowledge Concept and/or topic are Concept and/or topic Fully addresses the of the concept and/or Fully address the concept not followed not fully developed concept and/or topic topic can identify based on and/or topic video 0  $\bigcirc$ 7  $\bigcirc$ 14  $\bigcirc$ 20 0 No evidence of video Video contains transitions Video contains multiple Video is designed using Video contains multiple production skill and use of multiple elements providing limited video editing skill advanced film techniques demonstrated technologies evidence of production 0 14 20 Video contains 3 or less Video contains one Video contains grammar Video is grammar and spelling or grammar grammar and no spelling Grammar, spelling, and spelling error free or spelling errors errors errors punctuation 0 7 0 14 20 Copyright compliance is Copyright information not Material violates Copyright information is Copyright information is addressed or addressed copyright guidelines OR documented using visual documented, and video noted and documented, incorrectly AND video video content is not representation, and video content is original and video content is content is not original original content is original original 0 7 0 14 0 20 0 **Project Evaluation** Flow is logical and appears Presentation is logical and Flow does not connect Flow of video does not sequenced with beginning, includes a call to action at each element of the Presentation has logical seem logical middle, and end the end video flow of information 0 0 14 0 21 30 0 Transitions flow Multiple types of There are no transitions or Transitions exist but are seamlessly and serves as a rough and do not flow transitions are used and all evidence of video editing logical component of the Quality of editing and flow seamlessly incorporated easily video transitions 0 30 0 14 21 Audio uses a variety of sources including direct Audio and visual uses Audio and Visual audio and dubbed audio; Audio and Visual elements variety of sources and elements do not include visual includes multiple Audio and visual elements are limited special effects variety camera angles and are coordinated techniques 7 0 0 0 14 20 0 Video incorporates Video contains multiple Video technology use not Video incorporates use advanced use of film advanced film techniques of film techniques Use of video/film evident such as special effects techniques techniques 0 0 7 0 14 0 Project Subtotal (200 max) **Penalty Points** Deduct 5 points for each instance of project guidelines not being followed 0 **Total Penalty Grand Total** Name(s): School: State:

Date:



Preliminary Round Final Round
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(				the Points Earr					nts to break t	
Project Usability		ot istrated	_	low tations		eets tations	-	eeds tations	Points Earned	Tie Breaker
Website usability and navigation	Website is	not usable	not follo	ble but does ow event elines		ole and meets delines	features th	ntains more nan what is he guidelines		
8	0	0	7	0	14	0	20	0		
Color/contrast, backgrounds, and font are appropriate for the topic	~	principals lied	Color/contrast, font, or design choice is distracting		design c appropria	ast, font, and hoice are ate for the ot/topic	design choic	ast, font, and e enhance the for the user		
	0	0	3	0	7	0	10	0		
Graphics appropriate for	principal	nic design s applied	Graphics are distracting		Graphics are appropriate for the concept/topic		Graphics enhance the experience for the user			
the topic	0	0	3	0	7	0	10	0		
Site Content	1		T		T		T		, ,	
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	0	7	0	14	0	20	0		
Site contains multiple elements providing evidence of production	product	e of website ion skill astrated		esigned using features		ntains use of echnologies		contains d features		
skill	0	0	7	0	14	0	20	0		
Grammar, spelling, and punctuation	Website contains grammar or spelling errors		Website contains 3 or less spelling or grammar errors		Website contains 1 grammar and no spelling errors		Website is grammar and spelling error free			
punctuation	0	0	3	0	7	0	10	0		
Site documentation and			pyright informates			ion addressed a tht regulations i				
copyright compliance	(	)	(	)	1	.0	(	)		
Project Evaluation										
Site is compatible with		mpatible with atforms		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		ns errors that e execution		ns errors that ent execution	Code is	error free	to explain lo	commented ogic used and block of code		
	0	0	7	0	14	0	20	0		
Ability to execute a sale		at/shopping n available		hopping cart not functional	created and	hopping cart I functional be activated)	created wi	hopping cart th multiple tions available be activated)		
	0	0	7	0	14	0	20	0		
Website elements are consistent across all pages		e page is ented	Pages are no	ot consistent		consistent	elements e experience	onsistent and enhance the for the user		
	0	0	7	0	14	0	20	0		

Delivery Sk	ills														
Statements are well- organized and clearly stated			Presenter(s) did not appear prepared			Presenter(s) were prepared, but flow was not logical			Presentation logical	on flowed	l in	lo	gical so	a flowed in a equence, s were well nized	
stated			0		0	3		0	7	С	)	10 O		0	
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						
voice projection	0		0	3		0	7	С	0		)	0			
	Ability to effectively answer questions Unable to answer questions				Does not completely answer questions			Completely answers questions		rs	Interacted with the judges in the process of completely answering questions		ocess of answering		
			0 (		0	3	3 O		7	С	)	10	)	0	
						•			•	Demo	nstra	tion Su	btotal	(200 max)	
Penalty Poi	ints (M	ark	all that	app.	ly)										
Over allowed time (7 minutes)	-5		0		ress Code t followed	-5	0	for ea of gui	ct 5 points ch instance delines not g followed			0	Tot	al Penalty	
													G	Frand Total	
Name(s):															
School:											Sta	te:			
Judge's Signa	ature:										Da	te:			



### FBLA ELECTRONIC CAREER PORTFOLIO

**Performance Rating Sheet** 

<b>□</b> Preliminary	Round
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☐ Final	
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(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.) Below Meets Exceeds **Points** Tie **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker Provides a review of Provides a review of resume and integrates Provides a review of Resume not included or resume including resume using multiple interactive features of experiences, qualifications, demonstrated Resume visual aids technology into and special skills presentation 0 0 10 Shares research on desired Shares research and Shares research on desired qualifications for career Career research not career and correlates included or demonstrated career personal qualifications to and incorporates statistics, Career research data, salary, and obstacles this career 0 0 0 3 0 10  $\bigcirc$ Shares information about Correlates experience and Shares information about No demonstration of school activities and work education and provides school activities and work career related education details about a career experiences and how one Career related education experiences prepared for the other research project 0  $\cap$ 7 0 14  $\bigcirc$ 20  $\cap$ Shares about one special Shares and correlates at skill or proficiency related least one special or Shares about one special No demonstration of to desired career they have proficiency related to special skills or skill or proficiency related Special skills or earned and how it makes desired career skill that is proficiencies to desired career proficiencies them qualified for their linked to a certification or selected career endorsement 0 0 0 14 0 20 Identifies at least two data Identifies at least one data Logically links sources and source used in sources used in research to qualification, No sources identified development of development of resume, and career Identifies sources presentation presentation 0 3 0 0 10 0 **Delivery Skills** Presentation flowed in a Presenter did not appear Presenter was prepared, Presentation flowed in logical sequence; Statements are wellprepared but flow was not logical logical sequence statements were well organized and clearly organized stated 0 3 0 0 0 10 Presenter(s) demonstrated Presenter(s) did not Presenter(s) demonstrated Presenter(s) demonstrated Demonstrates selfself-confidence, poise, demonstrate selfself-confidence, poise, and confidence, poise, self-confidence and poise good voice projection, confidence good voice projection assertiveness, and good and assertiveness voice projection 0 3 0 0 10 Interacted with the judges Unable to answer Does not completely Completely answers in the process of Demonstrates the ability questions answer questions completely answering questions to effectively answer questions questions 0 0 3 0 7 10 Performance Subtotal (100 max) Penalty Points (Mark all that apply) Deduct 5 points for Over allowed each instance of -5 0 Dress Code not followed -5 0 0 Total Penalty time guidelines not being (7 minutes) followed **Grand Total** Name: School: State: Judge's Signature: Date:



#### **Performance 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.) Below Meets Exceeds Points Tie **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker Demonstrates expertise of No description or case Describes and provides Describes and provides Demonstrates case study synopsis AND study synopsis provided case study synopsis OR case study synopsis AND understanding of the case definition of the no problems defined defines the problem(s) defines the problem(s) study and defines problem(s) problem(s) to be solved 0 5 0 0 15 10 Alternative(s) given but At least two alternatives Multiple alternatives given Identifies alternatives and No alternatives identified pro(s) and/or con(s) are given, and pro(s) and and multiple pros and the pro(s) and con(s) of not analyzed con(s) are analyzed cons analyzed for each 0 14 20 Feasible solution and Solution provided, but Logical solution and implementation plan Identifies logical solution No solution identified implementation plan not implementation plan developed, and necessary developed provided and developed and aspects of resources identified implementation 0 0  $\cap$ 7 14  $\bigcirc$ 0 20 Demonstrates knowledge and understanding of the event competencies: Business Plan/ Four or more No competencies One or two competencies Three competencies are Community and business competencies are demonstrated are demonstrated demonstrated relations/ legal issues/ demonstrated initial capital and credit/personnel management/financial management marketing management/taxes/ 0 0 0 0 14 government regulations **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence; prepared, but flow was Statements are wellappear prepared logical sequence statements were well not logical organized and clearly organized stated 3 0 10 Presenter(s) demonstrated Presenter(s) demonstrated Presenter(s) did not Demonstrates self-Presenter(s) demonstrated self-confidence, poise, demonstrate selfself-confidence, poise, and self-confidence and poise good voice projection, confidence, poise, confidence good voice projection assertiveness, and good and assertiveness voice projection 0 0 5 Interacted with the judges Unable to answer Does not completely Completely answers in the process of Demonstrates the ability questions answer questions questions completely answering to effectively answer questions questions 0 0 0 0 3 0 10 Performance Subtotal (100 max) Penalty Points (Mark all that apply) Deduct 5 points for each instance Dress Code not followed 0 0 Total Penalty of guidelines not being followed **Grand Total** Objective Test Score (to be used in the event of a tie) 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.)

Cover Letter	No Demon		Below Expectations		Me Expec			Exceeds pectations	Points Earned	Tie Breaker	
States award applying for	No awar	d stated	Award state match qu	ed does not	States award match of	d and shows award to cations	States av matcl qualif	ward and shows h of award to fications with rated experience			
	0	0	2	0	3	0	4	0			
Promotes self in letter: Lists skills, achievements, volunteerism, experience,	No self-promotion included		Describes skills and academic achievements, but no volunteerism or experience included		volunte	ients, and	achie multiple	s skills, academic vements, and volunteerism or speriences			
etc.	0	0	4	0	6	0	8	0			
States that the resume is included with the letter and asks for interview		No resume statement nor interview requested		States resume included but does not ask for interview		States resume is included and asks interview		States resume is included, asks for interview, provides opportunity to request more information			
and asks for interview	0	0	2	0	3	0	4	0			
Resume											
Targets award on cover	No award	targeted	Targeted awa		Targeted aw cover	ard matches letter		supports targeted on cover letter			
letter	0	0	2	0	3	0	4	0			
Reader friendly – categories can be found	Resume is	unreadable	Resume design is distracting		Resume is reader friendly		Resume is professional in design for targeted award				
easily, white space utilized, professional fonts and font sizes	0	0	4	0	6	0	8	0			
Includes education, activities, and volunteerism or	No educatio volunteerism informati	, experience	Two sections included		Three sections included			r more sections targeted award			
experience information	0	0	4	0	6	0	8	0			
Brief, concise information	Resume is lon	_	Information provided but in paragraph form		Sections are clearly identified with organized information		organize each se	identified and d information in ection supports geted award			
	0	0	2	0	3	0	4	0			
Spelling & Grammar											
Documents are free of spelling, punctuation, and	Three or m	nore errors	Two	errors	No spelling not mor punctus grammat	e than 1	gramma not :	spelling or trical errors, and more than 1 tuation error			
grammatical errors	0	0	3	0	7	0	10	0			
					In	terview Mat	erials Sub	total (50 max)			
Penalty Points (Mark	all that apply	y)									
	Deduct 5 p	points for each	instance of gui	delines not beir	ng followed		0	Total Penalty			
								Grand Total			
Name:											
School:						Sta	te:				
Judge's Signature:						Da	ıc.				

☐ Preliminary Round

					rned column. Use					
Expectation Item		ot istrated	_	low tations	Meets Expectat			ceeds ctations	Points Earned	Tie Breaker
Illustrates participation in and leadership experiences in FBLA	Has not been FBLA other membershattend one s	n involved in than to pay ip dues and tate/national erence	Has limited in FBLA acti had limit	participation ivities OR has ted FBLA opportunities	Is able to com- participation i throughout his and discuss le- experiences in	municate n FBLA gh school adership	Is able to e participal leadership e FBLA have	explain how ation and xperiences in transferred to of his/her life	Zume	Browner.
	0	0	5	0	10	0	15	0		
Explains participation in other school and/or community organizations	participation school and/o organi	dence of on in other or community zations	additional so community other th	s in only one chool and/or organization an FBLA	Explains partic other school community org	and/or anizations	participation compler enhanced of and/or c	explain how in FBLA has nented or other school ommunity		
	0	0	5	0	10	0	15	0		
Explains and shows areas of outstanding achievement		outstanding achievement other than FBLA		Is able to explain and show areas of outstanding achievement		participation compler enhanced o	explain how in FBLA has nented or other areas of achievement			
	0	0	5	0	10	0	15	0		
Indicates understanding of career knowledge and career plans	ng of No career plans at this time		career but he no solid obtained	an idea for a as developed plans OR any career vledge	Knows career shows some evithe career know been obta	dence that vledge has	career plans and how the achieved. Ca how the care was acquire	scuss how the were decided e plans will be a also discuss eer knowledge d and how it we used		
	0	0	5	0	10	0	15	0		
Professional Presenta	ation Skills									
Demonstrates proper greeting, introduction, and closing	proper	does not use greeting, ı, OR closing	introduction	ts greeting, a, OR closing weak	Participant ha greeting, intro AND clo	duction,	their intro themselves a provides follow	is creative in oduction of nd asks for or low-up action onclusion		
	0	0	5	0	10	0	15	0		
Demonstrates strong self- confidence, appropriate assertiveness, and	demonst confidence,	nt did not trate self- assertiveness, husiasm	minimal self assertiven	demonstrated f-confidence, ness, AND nsiasm	Participant use eye contact, ap assertiveness enthusia	propriate , AND	interview j effectively u	nt led the process and sed interview me		
enthusiasm	0	0	3	0	7	0	10	0		
Demonstrates proper verbal and nonverbal communication skills	communicat	D nonverbal tion skills are opriate	Verbal and/or nonverbal communication skills are weak or distracting		All questions w answered using grammar and ap body lang	ng good opropriate	skills are nonverbal co	excellent; ommunication atural		
	0	0	3	0	7	0	10	0		
Application Material	s				T				,	
Student brought		No materials	were brought			Materials w	ere brought.	_		
application materials to interview	0		0			5	0			
						Inter	view Subtota	ıl (100 max)		

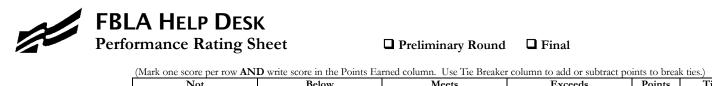
Penalty Points (Mark all that	apply)							
Dress Code not followed	-5	0	Deduct 5 points for each instance guidelines not being followed	of		0	Total Penalty	
							Interview Total	
						Tes	st Total (100 max)	
				Ma	aterials Pr	ejudge	ed Score (50 max)	
Name:						Gran	d Total (250 max)	
School:	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

							Breaker		d or subtract po		
Expectation Item		ot istrated	Below Expectations		Meets Expectations		Exceeds Expectations		Points Earned	Tie Breaker	
Illustrates participation in and leadership experiences in FBLA	Has not been involved in FBLA other than to pay membership dues and attend one state/national conference		Has limited participation in FBLA activities OR has had limited FBLA leadership opportunities		Is able to communicate participation in FBLA throughout high school and discuss leadership experiences in FBLA		LA ool nip .A	Is able to explain how participation and leadership experiences in FBLA have transferred to other areas of his/her life			
	0	U	3		10						
Explains participation in other school and/or community organizations	No evidence of participation in other school and/or community organizations		Participates in only one additional school and/or community organization other than FBLA		Explains participation in other school and/or community organizations		Is able to explain how participation in FBLA has complemented or enhanced other school and/or community organizations				
	0	0	5	0	10	0		15	0		
Explains and shows areas of outstanding achievement	No other achievements outside of FBLA		Has limited areas of outstanding achievement other than FBLA		Is able to explain an show areas of outstand achievement			Is able to explain how participation in FBLA has complemented or enhanced other areas of outstanding achievement			
	0	0	5	0	10	0		15	0		
Indicates understanding of career knowledge and career plans	No career plans at this time		May have an idea for a career but has developed no solid plans OR obtained any career knowledge		Knows career plans and shows some evidence that the career knowledge has been obtained		Is able to discuss how the career plans were decided and how the plans will be achieved. Can also discuss how the career knowledge was acquired and how it will be used				
	0	0	5	0	10	0		15	0		
Professional Presenta	ation Skills		•	1	•	•			•	•	
Demonstrates proper greeting, introduction, and closing	Competitor does not use proper greeting, introduction, OR closing		Competitor's greeting, introduction, OR closing was weak		Competitor has str greeting, introduct AND closing			their intro themselves a provides foll	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	Competitor did not demonstrate self- confidence, assertiveness, OR enthusiasm		Competitor demonstrated minimal self-confidence, assertiveness, AND enthusiasm		Competitor used strong eye contact, appropriate assertiveness, AND enthusiasm		Competitor 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	Verbal AND nonverbal communication skills are inappropriate		Verbal and/or nonverbal communication skills are weak or distracting		All questions were clearly answered using good grammar and appropriate body language		Verbal communications skills are excellent; nonverbal communication is natural				
	0	0	3	0	7	0		10	0		
Application Material	s										
Student brought		No materials	were brought		Materials were brought						
application materials to interview	0		0	0				5 O			
	•	•			•	]	Interv	iew Subtota	l (100 max)		
Penalty Points (Mark	all that app	ly)									•
Dress Code not followed -5 O				5 points for ea delines not bein			(	O To	tal Penalty		
Name:								(	Grand Total		
School:					State:						
Judge's Signature:					Date:					_	



☐ 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.)  Not Below Meets Exceeds Points Tie										
Expostation Itom		lot	Below Expectations		Meets Expectations			Exceeds		Tie
Expectation Item		nstrated	Expec	ctations	Expec	tations		pectations	Earned	Breaker
	Materials not described and/or one or more		Event topic and at least one of the materials described		Event topic and all materials described			erials and event escribed, and the		
Description of the event topic and materials	elements are missing or						present	ers connect the		
topic and materials		nplete		0	1.4	Ι ο		t pieces together		
	0	U	7	0	14	0	20	0		
	No expla	nation or	Explains th	o dosion OD	Explain bot	h the design		ert industry nation of both		
Explains the design and		of the design		e design OR ent process		evelopment		nd development		
development process	and p	rocess			pro	cess		process		
	0	0	7	0	14	0	20	0		
								oes at least four		
	Does not cr	reate interest		two or more he design that	Describes f features of th			that would assist the product and		
Create interest and desire		or the design		in selling the	would assist			now the design is		
for the design			pro	duct	pro	duct		ed to the existing of the company		
	0	0	7	0	14	0	20	O	1	
	· ·		,		17		_			
	Consistenc	y in graphic	Explains h	ow graphic	Demonstrates with visual			Emphasize interpretation of the topic and design as		
Consistency in graphic	design to theme not addressed		design is consistent with theme		aids the consistency between graphic design and theme		it relates	it relates to graphic design and theme including use of visual aids		
design to theme							and the			
	0	0	7	0	14	0	20	0		
Delivery Skills						1				
Denvery okins			D ()				Presenta	ation flowed in a		
Statements are well-	Presenter(s) did not appear prepared		Presenter(s) were prepared, but flow was not logical		Presentation flowed in logical sequence		0	logical sequence;		
organized and clearly					logical s	sequence		statements were well organized		
stated	0	0	1	0	3	0	5	0		
	D	(-) 1:1+	1		Presenter(s) demonstra		Presenter	(s) demonstrated		
Demonstrates self-	Presenter(s) did not demonstrate self- confidence		Presenter(s) demonstrated self-confidence and poise		self-confidence, poise, and good voice projection		self-con	self-confidence, poise,		
confidence, poise, assertiveness, and good							good voice projection, and assertiveness			
voice projection	0	0	1	0	3	0	5	0		
				I.		1	Interacte	d with the judges		
Demonstrates the ability	Unable to answer questions		Does not completely answer questions		Completely answers questions		in the process of			
to effectively answer								completely answering questions		
questions	0	0	3	0	7	0	10	0		
	Performance Subtotal (100 max)									
Penalty Points (Mark	all that appl	T/)				1 (110	illiance Subt	otai (100 iiiax)		
Over	ан шас аррі	·y)		Dedu	ct 5 points					
allowed -5	( )	ress Code	-5	( )	ch instance	_	0	Total Penalty	-	
time (7 minutes)	no	t followed		or guid	delines not followed			Ž		
							Grand Total			
<b>N</b> I ()										
Name(s):										
School:							State:			
Judge's Signature:	dge's Signature:  Date:									



	Not		Below		Meets		Exceeds		Points to break	Tie
Expectation Item		onstrated	Expectations		Expectations		Expectations		Earned	Breaker
Demonstrates understanding of the case study and defines problem(s) to be solved	study syno	ption or case psis provided ems defined	case study s	and provides synopsis OR problem(s)	case study sy	and provides vnopsis AND problem(s)	case study sy definition	es expertise of ynopsis AND on of the lem(s)		
problem(s) to be solved	0	0	3	0	7	0	10	0		
Communicates position on problem of case study	No position communicated		Communicates position not related to problem		Communicates position on problem of the case study		Communicates in a professional manner position on problem of case study			
	0	0	3	0	7	0	10	0		
Identifies logical solution and aspects of implementation	No solution identified		Solution provided, but implementation plan not developed		Logical solution and implementation plan provided and developed		Feasible solution and implementation plan developed, and necessary resources identified			
_	0	0	3	0	7	0	10	0		
Displays empathy/ diplomacy when responding to case study	No empathy or diplomacy displayed		Empathy or diplomacy displayed in response to case study problem		Empathy and diplomacy displayed in response to case study problem		Display of empathy and diplomacy skills add to resolution of case study problem			
problem	0	0	3	0	7	0	10	0		
Shows knowledge of terminology and components related to the case study		tanding of the demonstrated	0,	is presented panded on	termino implemen	rstanding of logy and station into ntation	communi enough f	nology is icated clear or client to I on own		
	0	0	3	0	7	0	10	0		
Demonstrates conflict resolution and closure to	No closure was provided		Situation was closed OR conflict was resolved		Conflict was resolved, the situation has closure		situation has	s resolved, the s closure, and s satisfied		
the case study	0	0	7	0	14	0	20	0		
Delivery Skills										
Statements are well- organized and clearly stated	Presenter did not appear prepared		Presenter was prepared, but flow was not logical		Presentation flowed in logical sequence		Presentation flowed in a logical sequence; statements were well organized			
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	Presenter did not demonstrate self- confidence		Presenter demonstrated self-confidence and poise		Presenter demonstrated self-confidence, poise, and good voice projection		Presenter demonstrated self-confidence, poise, good voice projection, and assertiveness			
voice projection	0	0	3	0	7	0	10	0		
Demonstrates ability to effectively ask and answer questions	Unable to ask or answer questions		All questions were answered and at least one question was asked		All questions were clearly answered, and two questions were asked		All questions were clearly answered, and more than three questions were asked			
I	0	0	3	0	7	0	10	0		
Performance Subtotal (100 max)										
Penalty Points (Mark	all that app	oly)						· · · · · ·		
Dress Code not follow		5 points for ea lelines not bein			Tota	l Penalty				
			or gard	iemies not sem	gronowea			Grand Total		
Objective Test Score (to be used in case of tie)								jective Test to be used in		
Name:										
School: State:										
Judge's Signature:						Da	te:			

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

Not Demonstrated		Below Expectations		Meets Expectations				Points Earned	Tie Breaker
No description or case study synopsis provided no problems defined		Describes and provides case study synopsis OR defines the problem(s)		Describes and provides case study synopsis AND defines the problem(s)		Demonstrates expertise of case study synopsis AND definition of the problem(s)			
0	0	5	0	10	0	15	0		
No alternatives identified		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			
0	0	7	0	14	0	20	0		
No solution identified		Solution provided, but implementation plan not developed		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		
demo	onstrated	are demo	onstrated	demor	nstrated	compete	encies are instrated		
0	0	7	0	14	0	20	0		
	No descr study provided de 0 No al ide 0 No solut	Not Demonstrated  No description or case study synopsis provided no problems defined  0 O  No alternatives identified  0 O  No solution identified  No competencies demonstrated	Not Demonstrated  No description or case study synopsis provided no problems defined  O O 5  No alternatives identified  O O 7  No solution identified  No competencies demonstrated  No competencies demonstrated  One or two care demonstrated  One or two care demonstrated	No description or case study synopsis provided no problems defined  0	Not Demonstrated   Below Expectations   Modescription or case study synopsis provided no problems defined   Describes and provides case study synopsis OR defines the problem(s)   Describes a case study synopsis OR defines the problem(s)   Describes a case study synopsis OR defined   O	Not   Demonstrated   Expectations   Expectations	Not Demonstrated Expectations Expectations  No description or case study synopsis provided no problems defined  Describes and provides case study synopsis OR defined Describes and provides case study synopsis OR defined Describes and provides case study synopsis AND defines the problem(s)  No alternatives identified Describes and provides case study synopsis AND defines the problem(s)  Alternative(s) given but pro(s) and/or con(s) are analyzed prot and multipros and con(s) are analyzed Describes and provided and developed Describes are demonstrated  No solution identified Describes are demonstrated  No competencies demonstrated  One or two competencies are demonstrated  One or two competencies are demonstrated  Three competencies are demonstrated  Three competencies are demonstrated  Four competencies are demonstrated	Not Demonstrated   Expectations   Expectations   Expectations	Describes and provides study synopsis provided no problems defined

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		to answer Does not complete estions 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 appl	y)							
Dress Code not followed		-5		5 points for ea lelines not bein			O To	tal Penalty	
								Grand Total	
								jective Test	
								<b>Score</b> (to be in the event	
							4300	of a tie)	
Name(s):									
School:						Sta	ite:		
_Judge's Signature:						Da	ite:		



☐ Preliminary Round ☐ Final Round

Expectation Item	ì	ore per row AN Not onstrated		Below		M	Use Tie Broets	eaker col	Exc	d or subtract po ceeds ctations	Points Earned	Tie Breaker
Incorporate provided topic	Provided	topic is not ed in speech	Тор	orated into s	arly	•	as clearly		Topic w incorpo expanded	ras clearly rated and thoroughly t the speech		
	0	0	3		0	7	0		10	0		
Identify and execute a consistent theme	No them	ne presented		was identifie sistent throu speech		consistent	entified and throughousech		utilized ex	stories are pand on the l theme		
	0	0	3		0	7	0		10	0		
Include accurate and appropriate supporting information	information inappropr u	apporting a provided OR riate material ased	suppo	ne example orting inform provided	ation	supporting pro	examples of information vided		supporting included enhance	examples of information to develop the speech		
	0	0	3	'	0	7	0		10	0		
Delivery Skills	1					I						
Introduce the topic immediately (Intro)	Topic was r	not introduced		oduction was early presente		Introduction presented, and defined in		y p	resented, a efined imn effective	on was clearly and 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		le topics pres t clear conne		identified, co supported the		nd	effectively support	nsitions were y utilized to the central pic(s)		
	0	0	7		0	14	0		20	0		
Provide effective conclusion	, A	d not have a clusion		clusion was a		Effective co	onclusion w ented	as	connectio	on provides on to entire ntation		
	0	0	3		0	7	0		10	0		
Delivers extemporaneous presentation		ot address nce at all	from n	s speech dire notes with mi eye contact		occasionally appropriate	s at notes while keepi e eye contac udience	t a	occasion ppropriate and utilizes ody langu:	s at notes ally, keeps e eye contact, appropriate age and hand tures		
	0	0	5		0	10	0		15	0		
Demonstrates self- confidence, poise, assertiveness, and good	demon	ter did not astrate self fidence		ter maintaine ntact and poi			ad strong eyoise, and had e projection	re d	onfidence projectio	emonstrated , poise, voice n, and was presentation		
voice projection	0	0	5		0	10	0		15	0		
							Perfo	rmance	e Subtota	ıl (100 max)		
Penalty Points (Mark	all that app	oly)										
Time Penalty for under -5 3:31 or over 4:29		Dress Code not followed	-5	0	for e	uct 5 points ach instance udelines not ag followed		0	To	otal Penalty		
										Grand Total		
Name:												
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.) Below Meets Exceeds **Points** Tie **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker Demonstrates expertise of No description or case Describes and provides Describes and provides Demonstrates case study synopsis AND study synopsis provided case study synopsis OR case study synopsis AND understanding of the case definition of the no problems defined defines the problem(s) defines the problem(s) study and defines problem(s) problem(s) to be solved 0 0 0 5 10 15  $\bigcirc$ Alternative(s)given but Multiple alternatives given At least two alternatives Identifies alternatives and No alternatives identified pro(s) and/or con(s) are given, and pro(s) and and multiple pros and the pro(s) and con(s) of not analyzed con(s) are analyzed cons analyzed for each each 0 0 14 20 Feasible solution and Solution provided, but Logical solution and implementation plan No solution identified implementation plan not implementation plan Identifies logical solution developed, and necessary developed provided and developed and aspects of resources identified implementation 0 0  $\bigcirc$ 14  $\bigcirc$ 20 Demonstrates knowledge and understanding of the event competencies: Four or more Three competencies are No competencies One or two competencies Basic international competencies are demonstrated are demonstrated demonstrated concepts/ownership and demonstrated management/ marketing/finance/ communication (including culture and language)/ ethics/taxes and government regulations/ 0 0 14 0 20 0 currency exchange/ international travel/career development **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence; prepared, but flow was Statements are wellappear prepared logical sequence statements were well not logical organized and clearly organized stated 0 10 Presenter(s) demonstrated Presenter(s) did not Presenter(s) demonstrated Presenter(s) demonstrated Demonstrates selfself-confidence, poise, demonstrate selfself-confidence, poise, and confidence, poise, self-confidence and poise good voice projection, confidence good voice projection assertiveness, and good and assertiveness voice projection 0 0 0 0 0 1 5 Interacted with the judges Unable to answer Does not completely Completely answers in the process of Demonstrates the ability questions answer questions completely answering questions to effectively answer questions questions 3 0 10 Performance Subtotal (100 max) **Penalty Points** (Mark all that apply) Deduct 5 points for each instance Dress Code not followed 0 0 **Total Penalty** of guidelines not being followed **Grand Total** Objective Test Score (to be used in case of a tie) Name(s): School: State: Judge's Signature: Date:



## **FBLA I**NTRODUCTION TO BUSINESS PRESENTATION

**Performance Rating Sheet** 

Preliminary	Round	☐ Final 1	Round
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(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.) Below Meets Exceeds **Points** Tie **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker No understanding of Understanding of topic Demonstrates use of Demonstrates the topic Demonstrates event topic OR incorrect inconsistent from the industry terminology in through presentation understanding of the topic used event guidelines the topic event topic in presentation 10 15 Purpose is well-defined Purpose stated OR logical Purpose is described using No evidence of purpose Describes the purpose and in a logical sequence and logical sequence sequence of ideas given a logical sequence of ideas with a logical sequence of of ideas ideas 0 0 3 0 10 Summary provided logical Summary was effective connection to all aspects No summary or Recommendations or Summarizes information and logical of the event topic through recommendations summary provided, but entire presentation, with from the event topic and recommendations identified plan not developed identifies developed feasible recommendations identified recommendations 0 15 Demonstrates the use of Demonstrates the use of Demonstrates the use of 5 Uses technology for No use of technology 1-2 technology and design 3-4 technology and design or more technology and proper formatting, design features features design features elements, and business 7 0 14 presentation features All statements of More than 3 statements Only 1-2 statements are All statements of Uses suitable and accurate information are accurate are inaccurate inaccurate information are accurate statements of information with supporting evidence in presentation 0  $\bigcirc$ 3  $\bigcirc$ Provides proper Substantiates compliance to copyright regulations using No documentation provided visual representation documentation to comply with state and federal 0 copyright laws **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence: Statements are wellprepared, but flow was appear prepared logical sequence statements were well organized and clearly not logical organized stated with use of industry language  $\bigcirc$ 1  $\bigcirc$  $\bigcirc$ Presenter(s) demonstrated Presenter(s) did not Presenter(s) demonstrated Presenter(s) demonstrated Demonstrates selfself-confidence, poise, demonstrate selfself-confidence, poise, and confidence, poise, self-confidence and poise good voice projection, confidence good voice projection assertiveness, and good and assertiveness voice projection 0 0 1 0 Interacted with the judges Unable to answer Does not completely Completely answers in the process of Demonstrates the ability answer questions questions questions completely answering to effectively answer questions questions 0 0 0 3  $\bigcirc$ 10 Performance Subtotal (100 max) **Penalty Points** (Mark all that apply) Over Deduct 5 points Dress Code allowed for each instance 0 0 0 -5 Total Penalty -5 of guidelines not not followed time (7 minutes) being followed Performance 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.)

Expectation Item		lot nstrated		low tations		eets etations			eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	No descrip	otion or case osis provided ms defined	Describes a case study s	nd provides synopsis OR problem(s)	Describes a	and provides ynopsis AND e problem(s)	case	onstrate study sy definitio	es expertise of enopsis AND on of the lem(s)	2 201	2
problem(s) to be solved	0	0	5	0	10	0	1	15	0		
Identifies alternatives and the pro(s) and con(s)of each	No alternati	ves identified	pro(s) and/ not an	(s)given but or con(s) are nalyzed	given, and	o alternatives pro(s) and e analyzed	and	d multip	rnatives given ble pros and zed for each		
Cacii	0	0	7	0	14	0	2	20	0		
Identifies logical solution and aspects of implementation	No solutio	on identified	implementa	rovided, but tion plan not loped	implemen	olution and station plan and developed	im deve	plemen loped, a	olution and tation plan and necessary identified		
impierie i i i i i i i i i i i i i i i i i	0	0	7	0	14	0	2	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		petencies nstrated		competencies onstrated		petencies are nstrated	· ·	compete	or more encies are enstrated		
event/crowd control/pricing/careers in event planning/supply chain management	0	0	7	0	14	0	2	20	0		
Delivery Skills					•						
Statements are well- organized and clearly stated		(s) did not prepared	prepared, b	er(s) were out flow was ogical		on flowed in sequence	1	logical s atement	n flowed in a equence; s were well nized		
stated	0	0	3	0	7	0	1	10	0		
Demonstrates self- confidence, poise, assertiveness, and good voice projection	demons confi	(s) did not trate self- idence	self-confider	demonstrated nce and poise	self-confider good voice	demonstrated ace, poise, and e projection	self goo	f-confid od voice and asse	demonstrated ence, poise, projection, entiveness		
voice projection	0	0	1	0	3	0		5	0		
Demonstrates the ability to effectively answer questions		to answer stions		completely questions	*	ely answers stions	i	in the particular in the parti	ith the judges rocess of answering stions		
*	0	0	3	0	7	0	1	10	0		
						Perform	ance S	ubtota	l (100 max)		
Penalty Points (Mark	all that appl	ly)									
Dress Code not follow	ved	-5 C		5 points for ea lelines not bein			0	То	tal Penalty		
								(	Grand Total		
									Score (to be in the event of a tie)		
Name(s):											
School:						Sta	ate:				
Judge's Signature:							ate:				
J = 480 0 0 5 5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1											



## FBLA INTRODUCTION TO PUBLIC SPEAKING Performance Rating Sheet Preliminary Round Final Round

☐ Preliminary I	Rounc
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	(Mark one		AND write			oints Ea	rned column.		eaker	column t		1		,
Expectation Item	Den	Not nonstrated		Bel Expect	ow tations	i		eets ctations		E	Exce xpect	eeds tations	Points Earned	Tie Breaker
Incorporate FBLA-PBL goals into speech		LA-PBL goals oned in speech			oals we porated ech		FBLA-PBI clearly incor spo			clearly implem	incor	goals were porated and I throughout peech		
	0	0	3		(	)	7	0		10	Î	0		
Identify and execute a consistent theme		eme presented	not co	nsisten spe		ghout	consistent	entified and throughou eech		utilize	ed exp	stories are and on the theme		
	0	0	3		(	)	7	0		10		0		
Include accurate and appropriate supporting information	informati inappro	supporting on provided Copriate material used	supp	orting i		ation	supporting pro	vided		suppo: inclu enha	rting i ided t	ramples of information o develop he speech		
	0	0	3		(	) 	7	0		10		0		
Delivery Skills	ı						1		1				ı	
Introduce the topic immediately (Intro)	Topic wa	s not introduc	ad .		on was : resente		Introductio presented a defined in		as	presen defined an effec	ted and limme tive to	n was clearly and topic was ediately with ransition into ch body		
	0	0	3		(	C	7	0		10		0		
Support the topic(s) throughout (Body)	Speech	did not have a topic			ics pres		identified, co supported th	,	nd	effec	tively	sitions were utilized to ne central c(s)		
	0	0	7		(	O C	14	0		20		0		
Provide effective conclusion	cc	did not have a	cl	early p	n was r	d		ented	ras	conn	ection	n provides n to entire station		
	0	0	3		(	<u> </u>	7	0		10		0		
Delivers quality presentation		not address ience at all				nimal	occasionally appropriate			present	tation iate b	nemorized and utilizes ody language gestures		
	0	0	5		(	<u> </u>	10	0		15		0		
Demonstrates self- confidence, poise, assertiveness, and good	dem	enter did not onstrate self onfidence			aintaine and pois	-	Presenter has contact, por good voice		d	confid proje	ence, ection	emonstrated poise, voice , and was presentation		
voice projection	0	0	5		(	C	10	0		15		0		
								Perfo	rma	nce Sub	ototal	l (100 max)		
Penalty Points (Mar	k all that a <sub>l</sub>	oply)				1			,					
Time Penalty for under -5 3:31 or over 4:29	0	Dress Code not followed	-5	(	O	for e	uct 5 points ach instance aidelines not ng followed		(	0	Tot	al Penalty		
											G	Frand Total		
Name:														
School:									Sta	ate:				
Judge's Signature:									Da	ate:				



#### FBLA Introduction to Social Media Strategy

**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.) Below Meets Exceeds Points Tie **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker No understanding of Understanding of topic Demonstrates the topic Demonstrates expertise of Demonstrates event topic OR incorrect through presentation and inconsistent from video to the topic through understanding of the performance presentation and video topic used event topic 3  $\cap$ 10 Implementation and Expert description and No explanation of use or Identification OR demonstration of video demonstration of video Describes the use and implementation of implementation of techniques, equipment, techniques, equipment, implementation of technology innovative technology and software and software innovative technology 0 Expert industry No explanation or Explains both the design Explains the design OR explanation of both description of the design and the development development process design and development Explains the design and and process process development process process 0 14 20 0 Campaign is presented but contains less than 3 Campaign is presented Campaign is presented models of social media with 3 models of social with 3 models of social Does not present Incorporates campaign campaign OR contains 3 models media and is well media and is fully into presentation that are not well developed developed developed 0 14 Provides proper Substantiates compliance to copyright regulations using No documentation provided documentation to comply visual representation with state and federal  $\bigcirc$ copyright laws **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence; prepared, but flow was Statements are welllogical sequence appear prepared statements were well not logical organized and clearly organized stated 0 5 Presenter(s) demonstrated Presenter(s) did not Presenter(s) demonstrated Presenter(s) demonstrated Demonstrates selfself-confidence, poise, self-confidence, poise, and demonstrate selfself-confidence and poise good voice projection, confidence, poise, confidence good voice projection assertiveness, and good and assertiveness voice projection 1 0 Interacted with the judges Unable to answer Does not completely Completely answers in the process of Demonstrates the ability completely answering questions answer questions questions to effectively answer questions questions 0 0 7 3 Performance Subtotal (100 max) **Penalty Points** (Mark all that apply) Over Deduct 5 points Dress Code for each instance allowed -5 0 0 0 Total Penalty -5 time not followed of guidelines not being followed (7 minutes) **Grand Total** Name(s): School: State: Judge's Signature: Date:

Judge's Signature:

(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.) Below Meets Exceeds **Points** Tie **Cover Letter** Demonstrated Expectations Expectations Expectations Earned Breaker States job and shows States job and shows match of job to Job stated does not match No job stated match of job to qualification qualifications with States job applying for qualifications demonstrated experience 0 2  $\bigcirc$  $\bigcirc$ 0 3  $\bigcirc$ Describes skills and Describes skills, academic Describes skills, academic No self-promotion academic achievements, Promotes self in letter: achievements, and achievements, and included but no experience Lists skills, achievements, multiple experiences experience included experience, etc. 0 0 4 0 6 0 8 States resume is included, States resume included No resume statement or States resume is included asks for interview, States that the resume is but does not ask for interview requested and asks interview provides opportunity to included with the letter interview request more information and asks for interview 2 0 Resume Targeted job does not Targeted job matches Resume supports targeted No job targeted match cover letter cover letter job on cover letter Targets job on cover letter 0 0 3 0 0 Reader friendly -Resume design is Resume is professional in Resume is reader friendly Resume is unreadable categories can be found distracting design for targeted job easily, white space utilized, professional fonts and 0 0 0 0 0 4 6 8 font sizes No education, activities, All three sections support All three sections included Includes education, or experience information Two sections included targeted job activities, and experience listed information 0 0 0 4 6 8 Clearly identified and Sections are clearly Information provided but Resume is longer than two organized information in identified with organized pages in paragraph form each section supports Brief, concise information information targeted job 0 0 2 0 3 0 0 Spelling & Grammar No spelling errors, and No spelling or grammatical errors, and not more than 1 Three or more errors Two errors Documents are free of punctuation or not more than 1 spelling, punctuation, and grammatical error punctuation error grammatical errors 0 0 0 3 7 10 Interview Materials Subtotal (50 max) Penalty Points (Mark all that apply) Deduct 5 points for each instance of guidelines not being followed 0 Total Penalty **Grand Total** Name: School: State:

Date:



#### ☐ 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.) Meets Exceeds **Points** Tie **Expectation Item** Expectations Expectations Expectations Earned Breaker Demonstrated Answers are relevant and Demonstrates the ability Does not answer Answers are not relevant Answers are relevant to fully support knowledge to understand and questions to question asked the question asked of position/duties respond to interview questions 5 15 0  $\bigcirc$ One previous Multiple previous One previous experience/activity experiences/activities experience/activity Relates previous mentioned and are clearly No evidence of previous mentioned and is clearly mentioned but not related experiences/activities with experience/activities related to position's duties related to position's duties to position's duties or position's duties and skills or skills necessary for or skills necessary for skills necessary for success necessary to succeed success success 0 5 0 10 0 15 0 Comprehensive Has limited knowledge of Extensive knowledge of knowledge of the No evidence of position the organization or Possesses knowledge organization or both the organization and or career field knowledge understanding of the understanding of the career field demonstrated about the position and position career field position demonstrated 0  $\bigcirc$ 5 10 15  $\bigcirc$ Ouestion asked, but it is Ouestion(s) asked that are Question asked that is Asks questions that not related to the directly related to both the related to the organization demonstrate and interest No question asked organization or organization and or understanding of the understanding of the in the organization and understanding of the position understanding of the position position position 0 0 5 0 10 0 15 0 **Professional Presentation Skills** Participant is creative in Participant does not use Participant's greeting, Participant has strong their introduction of introduction, OR closing Demonstrates proper proper greeting, greeting, introduction, themselves and asks for or introduction, OR closing was weak AND closing provides follow-up action greeting, introduction, and in the conclusion closing 0 5 0 10 0 15 Participant did not Participant demonstrated Participant used strong Participant led the Demonstrates strong selfdemonstrate selfminimal self-confidence, eye contact, appropriate interview process and confidence, appropriate confidence, assertiveness, assertiveness, AND assertiveness, AND effectively used interview OR enthusiasm enthusiasm enthusiasm time assertiveness, and enthusiasm 0 0 10 0 3 Verbal communications All questions were clearly Verbal AND nonverbal Verbal and/or nonverbal answered using good skills are excellent; Demonstrates proper communication skills are communication skills are grammar and appropriate nonverbal communication verbal and nonverbal weak or distracting inappropriate body language is natural communication skills 0 3 10  $\bigcirc$ **Application Materials** Student brought No materials were brought Materials were brought application materials to 0 0 0 interview Performance Subtotal (100 max) Penalty Points (Mark all that apply) Deduct 5 points for each instance of Dress Code not followed 0 0 Total Penalty guidelines not being followed Performance Total Materials Prejudged Score (50 max) Grand Total (150 max) Name: School: State: Judge's Signature: Date:



#### ☐ 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		lot nstrated		low tations		eets ctations			eeds tations	Points Earned	Tie Breaker
Demonstrates the ability to understand and respond to interview		ot answer stions	Answers are	not relevant on asked	Answers as			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		e of previous e/activities	experience mentioned b	's duties or	experien mentioned related to po or skills n	sition's d	arly uties	experience mentioned a related to pos or skills ne	previous ss/activities nd are clearly sition's duties ecessary 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 understand	knowledge of hization or ding of the ition	knowled		ne	both the orga	nowledge of anization and demonstrated		
	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 understand	ked, but it is ed to the ation or ding of the	Question a related to th or understa	e organiza	ation	directly relate organiza understand	asked that are ed to both the ation and ding of the		
position	0	0	5	0	10	0		15	0		
Professional Presenta	ation Skills										
Demonstrates proper greeting, introduction, and closing	proper	does not use greeting, n, OR closing		r's greeting, , OR closing weak	Competito greeting, in AND			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,	for did not trate self- assertiveness, husiasm	minimal self assertiven				iate	interview p effectively us	for led the process and sed interview me		
enthusiasm	0	0	3	0	7	0		10	0		
Demonstrates proper verbal and nonverbal communication skills	communicat	D nonverbal tion skills are copriate	communicat	or nonverbal tion skills are distracting	All question answered grammar an body l	using goo	od	skills are nonverbal co	munications excellent; mmunication utural		
communication skins	0	0	3	0	7	0		10	0		
Application Materials	s										
Student brought		No materials	were brought			Mate	rials w	ere brought			
application materials to interview	0		0			5			0		
		•			•	]	Inter	view Subtota	1 (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		
								C	Grand Total		
Name:											
School:					State:						
Iudge's Signature:					Date:						



# FBLA LOCAL CHAPTER ANNUAL BUSINESS REPORT 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	on Item		D	Not emonstrated		Belov Expecta		E	Meets xpectation	ns		ceeds ectations	Points Earned	Tie Breaker
Describe chap work and sun activities	pter's progr		N chap work	o evidence of ster's program of and summary of ear's activities presented	wo	apter's pro	ogram of mmary of s explained	Chap work	ter's progr and summ activities of outlined	am of ary of	Chapter' work and year's ac outlined. chrono	s program of d summary of tivities clearly Activities are ological and explained		
			0	0	5		0	10		)	15	О		
Describe actr chapter and it • Recruitmer • Leadership • Career exp preparatior • Business p: • Chapter fu	ts members nt developme loration and artnerships	: ent	N	o evidence of activities	activ	nere is at l ity describ f the comp	oed in four	activity	re is at leas described nponent lis	in each	descr	activities are ibed in all nents listed		
Public relate publicity		napter	0	0	7		0	14		C	20	0		
Describe activother individuorganizations	uals and	nefit	N	o evidence of activities		nere is at le rity describ compor	oed in one	activity	re is at leas described nponent lis	in each	descr	activities are ibed in all nents listed		
<ul><li>State and</li><li>Other corprojects</li></ul>		,	0	0	7		0	14	(	)	20	0		
Describe con and recognition  Participate conference Other characteristics Competition	on received tion in FBL ces apter and in on earned	: A adividual	conf	o evidence of erence attended, ad recognition received		nere is at l rity descril compor	oed in one	activity	re is at leas described onent listed section	in each	descr	activities are ibed in all nents listed		
and partic		IIIIOTO	0	0	7		0	14	(	Э	20	0		
Delivery S	Skills										1			
Statements ar clearly stated	re well-orga	nized and		senter(s) did not pear prepared		Presenter(s red, but fl logica	ow was not		ntation flor gical seque		a logica statemen	tion flowed in all sequence, ants were well ganized		
			0	0	3		0	7	(	O	10	0		
Demonstrate poise, assertiv voice projecti	veness, and		der	senter(s) did not monstrate self- confidence			monstrated e and poise	self-cor	er(s) demo fidence, po voice proj	oise, and	demon confid good voi	senter(s) strated self- ence, poise, ce projection, sertiveness		
			0	0	1		0	3	(	)	5	0		
Demonstrates			Un	able to answer questions		oes not co nswer que		Con	pletely ans questions		judges in of co	ted with the n the process ompletely ng questions		
			0	0	3		0	7	(	O	10	0		
									Per	formance	e Subtota	1 (100 max)		
Penalty Po	oints (Ma	ark all tha	t appl	y)			Deduct 5	nointe		ı			<u> </u>	<u> </u>
allowed time (7 minutes)	-5	0		ress Code et followed	-5	0	for each ir of guidelir being foll	istance ies not		0	To	tal Penalty		
											Perform	nance Total		
										Rej	port Tota	1 (100 max)		
											C	Grand Total		
School:								State:						
Judge's Sig	nature:							Date:						



## FBLA LOCAL CHAPTER ANNUAL BUSINESS REPORT Report Rating Sheet

_																
	Mark one score per row	AND	write so	ore in	the F	oints	Earned	column	I Ise	Tie Bres	ker column	to add or	subtract	points to	break	ties'

Expectation Item	De	Not emonstrated	Ex	Below spectations	E	Meets xpectations		xceeds ectations	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.		nis section is ng in the report	Part of t	his information is missing		e information is d and easy to find	is inclu find, as scho	information aded, easy to and additional ool and/or mmunity ation is given		
	0	0	5	0	10	0	15	0		
Report activities to benefit chapter and its members:  Recruitment  Leadership development  Career exploration and preparation  Business partnerships  Chapter fundraising  Public relations and chapter		nis section is ng in the report	activity	e is at least one listed in four of components	activity	e is at least one mentioned in eacl ment listed in this section	are re	ple activities ported in all onents listed		
publicity	0	0	7	Ο	14	0	20	0		
Describe activities to benefit other individuals and organizations:  • State and national projects  • Other community service		nis section is ng in the report	activi	e is at least one ty listed in one omponent	activity:	re is at least one mentioned in each ment listed in this section	are re	ple activities ported in all onents listed		
projects	0	0	5	0	10	0	15	0		
Include conferences attended and recognition received:  • Participation in FBLA conferences  • Other chapter and individual recognition earned  • Competitive event winners and participation		nis section is	activi	e is at least one ty listed in one omponent	activity	e is at least one mentioned in each ment listed in this section	are re	ple activities ported in all onents listed		
participation	0	0	5	0	10	0	15	0		
Program of Work		Program of Work	not inclu	ded in report	I	Program of Work	included in	report		
110gram of Worn		0		0		10		0		
Report Format										
Arrange information according to rating sheet (See above expectation items)	section	ng one or more ons and/or does follow rating sheet	but or with	mation presented, der inconsistent n rating sheet	accord	mation arranged ling to the rating sheet	correctinclu transiti	ented in the ect order and des written ions between ections		
	0	0	3	0	7	0	10	es full bleed,		
Format and design a business report		es not format document	excess and/or u	stent formatting, ive white space, unrelated graphics d/or photos		stent formatting ghout the report	effec spac define and	ctive 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 belling errors		4 grammar, ation, or spelling errors	more tl	ling errors. and no han 2 grammar or ctuation errors	and no	elling errors, t more than 1 mmar or uation error		
	0	0	1	0	3	0	5	0		
						Repo	rt Subtota	1 (100 max)		
Penalty Points						T . I			T I	1
Deduct 5 points for each instance	of repo	ort/project guidel	nes not be	eing followed -		0	Total 1	Penalty		
School:				Sta	ıte:		C	Grand Total		
Judge's Signature:				Da	ıte:					

(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.) Below Meets Exceeds **Points** Tie **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker Demonstrates expertise of No description or case Describes and provides Describes and provides Demonstrates case study synopsis AND study synopsis provided case study synopsis OR case study synopsis AND understanding of the case definition of the no problems defined defines the problem(s) defines the problem(s) study and defines problem(s) problem(s) to be solved 0 0 0 5 10 15  $\bigcirc$ Alternative(s)given but At least two alternatives Multiple alternatives given Identifies alternatives and No alternatives identified pro(s) and/or con(s) are given, and pro(s) and and multiple pros and the pro(s) and con(s) of not analyzed con(s) are analyzed cons analyzed for each each 0 0 14 20 Feasible solution and Solution provided, but Logical solution and implementation plan No solution identified implementation plan not implementation plan Identifies logical solution developed, and necessary developed provided and developed and aspects of resources identified implementation 0 0  $\bigcirc$ 14  $\bigcirc$ 20 Demonstrates knowledge and understanding of the event competencies: Information and Four or more No competencies One or two competencies Three competencies are communication systems/ competencies are demonstrated are demonstrated demonstrated human resource demonstrated management/financial management/business operations/management functions/business ownership/careers/ ethics/marketing/social 0 0 0 14 0 20 0 responsibility/ economic concepts/strategic management **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence; prepared, but flow was Statements are welllogical sequence statements were well appear prepared not logical organized and clearly organized stated 3 10 Presenter(s) demonstrated Presenter(s) did not Presenter(s) demonstrated Demonstrates self-Presenter(s) demonstrated self-confidence, poise, demonstrate selfself-confidence, poise, and self-confidence and poise good voice projection, confidence, poise, confidence good voice projection assertiveness, and good and assertiveness voice projection 0 0 0 1 Interacted with the judges Completely answers Unable to answer Does not completely in the process of Demonstrates the ability answer questions questions questions completely answering to effectively answer questions questions 0 0 7 0 3 10 Performance Subtotal (100 max) **Penalty Points** (Mark all that apply) Deduct 5 points for each instance 0 0 **Total Penalty** Dress Code not followed of guidelines not being followed **Grand Total** Objective Test Score (to be used in the event of a tie) 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.) Below Meets Exceeds **Points** Tie **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker Demonstrates expertise of No description or case Describes and provides Describes and provides Demonstrates case study synopsis AND study synopsis provided case study synopsis OR case study synopsis AND understanding of the case definition of the no problems defined defines the problem(s) defines the problem(s) study and defines problem(s) problem(s) to be solved 0 0 5 10 15 Alternative(s)given but Multiple alternatives given At least two alternatives Identifies alternatives and No alternatives identified pro(s) and/or con(s) are given, and pro(s) and and multiple pros and the pro(s) and con(s) of not analyzed con(s) are analyzed cons analyzed for each each 0 0 14 20 Feasible solution and Solution provided, but Logical solution and implementation plan No solution identified implementation plan not implementation plan Identifies logical solution developed, and necessary developed provided and developed and aspects of resources identified implementation 0 0 0 14  $\bigcirc$ 20 Demonstrates knowledge and understanding of the event competencies: Four or more No competencies One or two competencies Three competencies are Business size and scope/ competencies are demonstrated are demonstrated demonstrated systems analysis and demonstrated design/object-oriented analysis and design/user interfaces/system controls/defining systems 0 0 0 0 **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence; prepared, but flow was Statements are wellappear prepared logical sequence statements were well not logical organized and clearly organized stated Presenter(s) demonstrated Presenter(s) demonstrated Presenter(s) did not self-confidence, poise, Demonstrates self-Presenter(s) demonstrated demonstrate selfself-confidence, poise, and confidence, poise, self-confidence and poise good voice projection, confidence good voice projection assertiveness, and good and assertiveness voice projection 0 0 0  $\cap$ 1 3 5  $\bigcirc$ Interacted with the judges Unable to answer Does not completely Completely answers in the process of Demonstrates the ability completely answering questions answer questions questions to effectively answer questions questions 10 Performance Subtotal (100 max) Penalty Points (Mark all that apply) Deduct 5 points for each instance 0 0 Dress Code not followed **Total Penalty** of guidelines not being followed **Grand Total Objective Test** Score (to be used in the event of a tie) 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.) Below Meets Exceeds **Points** Tie **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker Demonstrates expertise of No description or case Describes and provides Describes and provides Demonstrates case study synopsis AND understanding of the case study synopsis provided case study synopsis OR case study synopsis AND definition of the no problems defined defines the problem(s) defines the problem(s) study and defines problem(s) problem(s) to be solved 0 0 0 0 5 10 15 Alternative(s)given but At least two alternatives Multiple alternatives given Identifies alternatives and No alternatives identified pro(s) and/or con(s) are given, and pro(s) and and multiple pros and the pro(s) and con(s) of not analyzed con(s) are analyzed cons analyzed for each each 0 0 14 20 Feasible solution and Solution provided, but Logical solution and implementation plan No solution identified implementation plan not implementation plan Identifies logical solution developed, and necessary developed provided and developed and aspects of resources identified implementation 0 0  $\bigcirc$ 14 20  $\bigcirc$ Demonstrates knowledge and understanding of the event competencies: Basic marketing fundamentals/economics/ Four or more No competencies One or two competencies Three competencies are selling and merchandising/ competencies are demonstrated are demonstrated demonstrated channels of distribution/ demonstrated marketing, information research, and planning/ promotion and advertising media/legal, ethical, and social marketing aspects/e-0 0 0 20 0 commerce **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence; prepared, but flow was Statements are wellappear prepared logical sequence statements were well not logical organized and clearly organized stated 0 0 0 3 10 Presenters did not Presenters had strong eye Entire team demonstrated Demonstrates self-Presenters maintained eye demonstrate self contact, poise, and had confidence, poise, and confidence, poise, contact and poise strong voice projection confidence good voice projection assertiveness, and good 0 voice projection Interacted with the judges Completely answers Unable to answer Does not completely in the process of Demonstrates the ability to answer questions completely answering questions questions effectively answer questions questions  $\bigcirc$  $\bigcirc$ 7 0 3  $\bigcirc$ 10 Performance Subtotal (100 max) Penalty Points (Mark all that apply) Deduct 5 points for each instance 0 0 Total Penalty Dress Code not followed of guidelines not being followed **Grand Total** Objective Test Score (to be used in the event of a tie) Name(s): School: State: Judge's Signature: Date:



### FBLA MOBILE APPLICATION DEVELOPMENT

**Demonstration Rating Sheet** 

☐ Preliminary Round ☐ Final Round

					ned column. U					
Application Readability		ot nstrated	Bel Expec	low tations	Me Expec	eets tations	_	eeds tations	Points Earned	Tie Breaker
Packaged with complete file, readme, and instructions	Incomple	te package	All elements	s of package cluded	All elements are includ labeled, and	ed, clearly	point that e instructions	s clear to the even though are included, nnecessary		
instructions	0	0	3	0	7	0	10	0		
Application functionality	1.1	n does not nch	Applicatio	n launches	Application appropriate E Eclipse, Vis	IDE (Xcode, sual Studio)	compatible than one pla	appears to be with more atform when ched		
	0	0	7	0	14	0	20	0		
Documentation and copyright compliance			pyright informates	tly		on addressed a ht regulations u	sing visual repr	esentation		
сорунди сотриансе		0	(	)		10		0		
Application Design	1		1		1		T		1	
Application addresses the topic/problem	addre	on does not less the problem		addresses the oblem at a al level		ully addresses /problem	addres topic/prob correlation is	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		e process but are tangible locuments	Explains the shares tangi docur	ble planning	industry terr displays tang	cocess using ninology and tible planning ments		
	0	0	7	0	14	0	20	0		
Navigation	App navigat	ion is unclear	App navigat err	ion contains ors	App navigation contains no n	nore than one	free and c	tion is error an be used nstruction		
	0	0	7	0	14	0	20	0		
Code		ncorrectly tten		3 or more ors		or free and appropriately	commented	error free, , and written ent language		
	0	0	7	0	14	0	20	0		
Icon and graphics		not have a n or graphics		pasic custom graphics	App has an i	con that tells bout the app	something a and is integr	con that tells bout the app ated into app phics		
	0	0	7	0	14	0	20	0		
Social media		edia is not porated	One soci platform is i		Two or more platforms are	incorporated	directly with	rated to work at least one a application		
	0	0	7	0	14	0	20	0		
Bugs		ultiple bugs pair use		s that do not ir use		g free and thout errors	a bug repor should a	ree and offers rting system user later er a bug		
	0	0	7	0	14	0	20	0		

Delivery Ski	ills														
Statements are w			Present	er(s) c		prepare	enter(s) w d, but flo ot logical	w was	Presentation logical :	on flowed sequence	in	log	gical se	flowed in a equence; were well nized	
stated			0		0	1		0	3	0		5		0	
Self-confidence, assertiveness, and voice projection	d good		Present demo:		e self-	Presenter self-conf			Presenter(s) self-confider good voice	ice, poise	, and	self-c good	onfide voice	lemonstrated ence, poise, projection, rtiveness	
voice projection			0		0	1		0	3	0		5		0	
Ability to effective answer questions			Unabl qu	e to ar			not comp er questi		Complete que	ely answer	rs	in	the pr	th the judges occess of answering tions	
			0		0	3		0	7	0		10		0	
		,				•				Demo	nstra	tion Sub	ototal	(200 max)	
Penalty Poir	nts (Ma	rk all	that ap	ply)											
Over allowed time (7 minutes)	-5	0			s Code ollowed	-5	0	for eac of guid	ct 5 points ch instance delines not g followed		(	0	Tot	al Penalty	
													G	rand Total	
Name(s):															
School:											Sta	te:			
Judge's Signa	ture:										Da	te:			

(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.) Below Meets Exceeds **Points** Tie **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker Demonstrates expertise of No description or case Describes and provides Describes and provides Demonstrates case study synopsis AND study synopsis provided case study synopsis OR case study synopsis AND understanding of the case definition of the no problems defined defines the problem(s) defines the problem(s) study and defines problem(s) problem(s) to be solved 0 0 0 5 10 15  $\bigcirc$ Alternative(s)given but At least two alternatives Multiple alternatives given Identifies alternatives and No alternatives identified pro(s) and/or con(s) are given, and pro(s) and and multiple pros and the pro(s) and con(s) of not analyzed con(s) are analyzed cons analyzed for each each 0 0 14 20 Feasible solution and Solution provided, but Logical solution and implementation plan No solution identified implementation plan not implementation plan Identifies logical solution developed, and necessary developed provided and developed and aspects of resources identified implementation 0 0 0 0 14 20 Demonstrates knowledge and understanding of the event competencies: Four or more No competencies One or two competencies Three competencies are competencies are Network installation/ demonstrated are demonstrated demonstrated demonstrated network function/ configuration of Internet resources/ backup and recovery/configuring network/services 0 0 0 0 14 20 **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence; prepared, but flow was Statements are wellappear prepared logical sequence statements were well not logical organized and clearly organized stated  $\bigcirc$  $\bigcirc$ 7  $\bigcirc$ 0 10  $\bigcirc$ Presenters did not Presenter(s) did not Presenter(s) demonstrated Demonstrates self-Presenter(s) demonstrated demonstrate self demonstrate selfself-confidence, poise, and self-confidence and poise confidence, poise, confidence confidence good voice projection assertiveness, and good 0 0 0 0 1 3 5  $\bigcirc$ voice projection Interacted with the judges Unable to answer Does not completely Completely answers in the process of Demonstrates the ability questions answer questions completely answering questions to effectively answer questions questions 3 0 10 Performance Subtotal (100 max) Penalty Points (Mark all that apply) Deduct 5 points for each instance 0 Dress Code not followed 0 **Total Penalty** of guidelines not being followed **Grand Total Objective Test** Score (to be used in the event of a Name(s): School: State: Judge's Signature: Date:



### FBLA PARLIAMENTARY PROCEDURE

Performance Rating Sheet

☐ Preliminary Round ☐ Final R	lound
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(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	Completed Completed & Co		ompleted Correct 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													
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		
							Perfe	ormance	Subto	tal (100	max)		
Penalty Points (Mar Deduct 1 point	k all that app	oly)			T	<u> </u>			T		I	Τ	
for each full 30 seconds under 9 or over 11 minutes	0	Dress Code not followed	-5	0	Deduct 5 poin for each instan- of guidelines no being followed	ce ot -		0	To	tal Pena	alty		
										Grand T			
								(to be	bjective used in	the eve	ent of a tie)		
Name:													
School:								State:					
Judge's Signature:								Date:					



Judge's Signature:

## FBLA PARTNERSHIP WITH BUSINESS PROJECT Performance Rating Sheet Preliminary Round

ъ.		D 1
 Pre	liminarv	Round

☐ Final Round

		ore per row AN lot				Use Tie Breake eets		d or subtract po ceeds	Points Points	k ties.) <b>Tie</b>
Expectation Item		nstrated	Below Expectations  Project development is explained briefly; very limited strategies are utilized to implement the partnership  7 O  Leaders were identified but responsibilities were not explained			ctations		ctations	Earned	Breaker
Describes project development and strategies used to implement partnership	partnership	dence of development es presented	explained briefly; very limited strategies are utilized to implement the		Project development is clearly outlined. More than one strategy is outlined to implement the partnership		Project development is clearly outlined. Strategies are chronological and clearly explained to implement the partnership			
I I I I I I I I I I I I I I I I I I I	0	0	7	0	14	0	20	0		
Explain the responsibilities of the business and chapter	No leadership roles explained		but responsibilities were		Leaders were identified and responsibilities explained		Project leaders and leadership roles evident throughout project			
leaders	0	0	5	0	10	0	15	0		
Appropriate level of chapter member involvement in project	Chapter involvement is not explained		Participation was limited to a small number of members		Partnership was clearly a chapter project and participated in by multiple members		Entire chapter participated in the partnership and clear evidence is provided of the impact			
	0	0	3	0	7	0	10	0		
Show evidence of information learned from partnership; Business planning/ organization/control/	informatio	dence of on obtained rtnership	inform from	example of ation obtained partnership is resented	information from particular	examples of on obtained etnership is sented	information from part presert implements	examples of on obtained entership is need and entation of the described		
objectives/goal setting	0	0	7	0	14	0	20	0		
Evidence of publicity received		e of publicity	with the evidence	tion was shared e media, but no e of publicity is shared		recognized by artners	more than o	recognized in one way by the tners		
	0	0	1	0	3	0	5	0		
Student evaluation of project effectiveness		ce of project is provided	Project was evaluated		Project was evaluated and the evaluation was assessed		Project was evaluated and the team has created recommendations for change should the project be repeated			
	0	0	1	0	3	0	5	0		
Delivery Skills	T		T				T n	a 1:	T	Т
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	demons	(s) did not trate self- idence		(s) demonstrated dence and poise	self-confider	demonstrated nce, 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		ot completely er questions	Completely answers questions		Interacted with the judges in the process of completely answering questions			
	0	0	3	0	7	0	10	0		
						Perform	ance Subtota	al (100 max)		
Penalty Points (Mark	all that appl	ly)	T	D-1-	F i				1	Γ
Over allowed time (7 minutes) -5	()	eress Code ot followed	-5	O for ear	ct 5 points ch instance delines not g followed		O To	otal Penalty		
							Perforn	nance Total		
							Report Tota	al (100 max)		
							(	Grand Total		
School:					State:					

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.) Below Meets Exceeds **Points** Tie **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker Project has quantitatively defined goals and Project has specific This partnership does not Partnership goals are Project has specific indicates future activities partnership goals and involve a FBLA chapter listed but not well defined partnership goals or steps that could be partnership involves a and a business taken to further the work FBLA chapter and a started business 0 0 0 0 0 3 10 Leaders were identified Leaders were identified Project leaders and Explain the No leadership roles but responsibilities were and responsibilities leadership roles evident responsibilities of the explained throughout project not explained explained business and chapter 0 leaders 0 5  $\bigcirc$ 10 0 15 Planning, development, Planning, development, and implementation No evidence of planning, Planning, development, AND implementation activities/steps are Describe planning, development, or OR implementation activities/steps are clearly described and rationale development, and implementation of project explanation is missing described for types of activities is implementation of project given 14 0 Information about Project was recognized in No evidence of publicity publicity was written in Project was recognized by more than one way by the Show evidence of received the report but no evidence the partners partners publicity received of publicity is available 0 0 3  $\bigcirc$ 10 0 Benefits, concepts Project impacted the Discuss benefits and No benefits, concepts learned, and degree of partners to a level that Project was completed concepts learned from the learned, or impact is impact for both partners something has and served a purpose partnership and degree of stated is discussed with tangible dynamically changed with impact on both partners one or both partners results as a result of project 0 0 Project was evaluated and Project was evaluated and No evidence of project Project was evaluated the evaluation was recommendations for evaluation is provided Evaluate the project assessed change were given 0 Report Format Presented in the correct Missing 1 or more All information presented, Information arranged Arrange information order and includes written sections and/or does not but order inconsistent according to the rating according to rating sheet transitions between follow rating sheet with rating sheet sheet (See above Expectation Items) 0 3 0 10 Utilizes full bleed, Inconsistent formatting, Does not format excessive white space, Consistent formatting effective use of space, and/or unrelated graphics related defined graphics, Format and design a document throughout the report and consistent formatting business report and/or photos 0 0 3 10 No spelling errors, and More than 5 grammar, 3-4 grammar, No spelling errors, and punctuation, or spelling punctuation, or spelling not more than 2 grammar not more than 1 grammar Include correct grammar, or punctuation errors or punctuation error punctuation, and spelling Report Subtotal (100 max) **Penalty Points** Deduct 5 points for each instance of report/project guidelines not being followed Total Penalty **Grand Total** School: State: Judge's Signature: Date:



**Performance Rating Sheet** 

☐ Preliminary Round	☐ Final Round
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(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.) Below Meets Exceeds Demonstrated Expectations Expectations Expectations Earne Breaker Expectation Item d No understanding of Understanding of topic Demonstrates topic Demonstrates expertise of Demonstrates event topic OR incorrect inconsistent from video to through presentation and topic through presentation understanding of the and video with a strong topic used, and no performance with no clear video with an objective topic and creates an objective created objective created objective created created objective toward the topic  $\bigcirc$  $\bigcirc$ 10 Elements are creative, Elements are related to the Elements are related to the Elements are not related Includes elements that enhancing the message to the topic or a specific topic OR directed toward topic AND directed are related to the topic resulting in audience audience a specific audience toward a specific audience and directed toward a participation specific audience 0 0 0 14 20 No research done with 3 Research is unrelated to Research is accurate with Researches quality and the topic and 1-2 Research is accurate or more inaccurate supporting evidence related information to statements inaccurate statements the topic 0 7 0 3 0 0 No explanation or Expert industry Explains the design OR Explains the design, description of the design, explanation or design, Explains the design, development OR script development, and script development, or script development, and script development, and script writing process writing process writing process writing process writing process 0 7 10 3 Audio editing has Audio editing OR proper Expert description and No explanation of use or appropriate volume and Describes the use and OR video uses 1 camera demonstration of video implementation of audio quality AND video implementation of angle or not in focus and techniques, equipment, or video technology uses multiple innovative audio editing poor sound quality and software angles, steady, and focused and video technology 0  $\bigcirc$ 0 Ο 10 3 Copyright information not Copyright compliance is Copyright information is Material violates copyright Copyright information is addressed or addressed documented using visual guidelines OR video documented, and video noted and documented, incorrectly AND video representation, and video content is not original content is original and video content is content is not original content is original original 0 0 0 14 0 0 **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence, prepared, but flow was not Statements are welllogical sequence statements were well appear prepared logical organized and clearly organized stated Presenter(s) demonstrated Presenter(s) demonstrated Presenter(s) did not Demonstrates self-Presenter(s) demonstrated self-confidence, poise, demonstrate selfself-confidence, poise, and self-confidence and poise confidence, poise, good voice projection, and confidence good voice projection assertiveness, and good assertiveness voice projection 0 0 1 0 3 5 Interacted with the judges Completely answers Unable to answer Does not completely in the process of Demonstrates the ability questions answer questions questions completely answering to effectively answer questions questions 0 0 0 3 0 10 0 Performance Subtotal (100 max) Penalty Points (Mark all that apply) Deduct 5 points Over Dress Code allowed for each instance -5 0 0 0 **Total Penalty** -5 of guidelines not not followed time being followed (5 minutes) **Grand Total** Name(s): School: State: Judge's Signature: Date:



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(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.) Below Meets Exceeds Points Not **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker FBLA-PBL goals were FBLA-PBL goals were not FBLA-PBL goals were No FBLA-PBL goals clearly incorporated and clearly incorporated into clearly incorporated into Incorporate FBLA-PBL mentioned in speech implemented throughout speech speech goals into speech the speech 0 0 3 10 Theme was identified, but Theme identified and Personal stories are No theme presented utilized expand on the not consistent throughout consistent throughout Identify and execute a speech speech central theme consistent theme 3 0 Multiple examples of No supporting One example of Multiple examples of supporting information information provided OR supporting information supporting information Include accurate and inappropriate material included to develop provided provided appropriate supporting used enhance the speech information 3 0 0 **Delivery Skills** Introduction was clearly Introduction was clearly presented, and topic was Introduction was not Topic was not introduced presented, and topic was defined immediately with Introduce the topic clearly presented defined immediately an effective transition into immediately (Intro) the speech body 0 10 0 Central topic(s)were Smooth transitions were Speech did not have a Multiple topics presented identified, connected, and effectively utilized to Support the topic(s) without clear connections topic supported throughout the support the central throughout (Body) speech topic(s) 0 0 7 0 14 0 20 0 Conclusion provides Speech did not have a Conclusion was not Effective conclusion was connection to entire Provide effective conclusion clearly presented presented presentation conclusion 0 0 0 10 Delivers memorized Glances at notes Reads speech directly Does not address occasionally while keeping presentation and utilizes from notes with minimal Delivers quality audience at all appropriate eye contact appropriate body language eve contact presentation with audience and hand gestures 0 5 0 10 15 Presenter demonstrated Presenter did not Presenter had strong eye Demonstrates self-Presenter maintained eye confidence, poise, voice demonstrate self contact, poise, and had contact and poise projection, and was confidence, poise, confidence good voice projection assertiveness, and good assertive in presentation voice projection 0 0 5  $\bigcirc$ 10  $\bigcirc$ 15 0 Performance Subtotal (100 max) Penalty Points (Mark all that apply) Time Deduct 5 points Dress Penalty for for each instance 0 0 0 -5 -5 **Total Penalty** Code not under 4:31 of guidelines not followed being followed or over 5:29 **Grand Total** Name: School: State: Judge's Signature: Date:



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(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.) Below Meets Exceeds Points Tie **Expectation Item** Expectations Breaker Demonstrated Expectations Expectations Earned Materials not described All materials described Event topic and at least and/or one or more Event topic and all and the presenters one of the materials Describe the event topic elements are missing or materials described connect the different described and materials incomplete pieces together 7 0 14  $\bigcirc$ 20 No explanation or Explain both the design Industry explanation of Explains the design OR both design and description of the design AND the development Explains the design and development process and process development process development process 14 Describes at least four Describes two or more Describes four or more features that would assist Does not create interest features of the design that features of the design that in selling the publication Create interest and desire or desire of the design for would assist in selling the would assist in selling the and how the design of the design for the the target audience publication publication connects to target intended target audience audience 0 7 0 14 0 20 0 Emphasize interpretation Demonstrates with of the topic and design as Explains how publication Consistency in publication promotional materials the it relates to publication design to theme not design is consistent with consistency between Incorporates a consistency design and theme addressed theme publication design and in graphic design to theme including use of theme promotional materials 0 0 10 15 No spelling errors; only 1 More than 5 grammar, 3-4 grammar, No spelling errors, 1–2 grammar or punctuation grammar, punctuation Includes correct grammar, punctuation, or spelling punctuation, or spelling error. All information punctuation, spelling, and errors and unrelated errors. All information errors with 2-3 unrelated relates to topic using information related to information relates to topic ideas industry terminology event topic  $\bigcirc$  $\bigcirc$ 1 **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence; prepared, but flow was Statements are welllogical sequence statements were well appear prepared not logical organized and clearly organized stated 5 Presenter(s) demonstrated Presenter(s) did not Presenter(s) demonstrated Presenter(s) demonstrated Demonstrates selfself-confidence, poise, demonstrate selfself-confidence, poise, and self-confidence and poise good voice projection, confidence, poise, confidence good voice projection assertiveness, and good and assertiveness voice projection 0 1 0 Interacted with the judges Unable to answer Does not completely Completely answers in the process of Demonstrates the ability completely answering questions answer questions questions to effectively answer questions questions 0 0 3 Performance Subtotal (100 max) **Penalty Points** (Mark all that apply) Over Deduct 5 points allowed Dress Code for each instance -5 0 0 0 Total Penalty time not followed of guidelines not being followed (7 minutes) **Grand Total** Name(s): School: State: Judge's Signature: Date:

☐ Preliminary Round ☐ Final Round

			D write sco	Polow	Me					Tie
Expectation Item	Not Demonstrated		Ex	Below pectations	Expect			eeds etations	Points Earned	Breaker
Presents appropriate greeting	No introdu prese		but the	eversation began, customer had to ne presentation	The conver		Presenter is creative in their introduction and includes the product			
greenig	0	0	3	0	7	0	10	0		
Able to determine needs	No questions wer to determine seeds		Presenter asks question but specific needs are no determined		Presenter uses question to determine the need the customer		Presenter uses questions to determine the need of the customer and relates the needs to the product			
	0	0	3	0	7	0	10	0		
Presenting the product/service	No product/service was presented		Presenter was unable to create interest in the product/service or the product features		Presenter was able to create interest in the product/service through knowledge of its features		convert u item(s)(want item(s)	was able to nnecessary s) into needed )(needs)		
	0	0	3	0	7	0	10	0		
Able to overcome objections	Objections addressed or		1 objecti	ve was overcome	2–3 object overc		overcom	tions were e, and sale alted		
,	0	0	3	0	7	0	10	0		
Demonstrates suggestion selling	No additiona offe		sugges re	onal items were ted, but did not late to the duct/service	Additional suggested the produce	nat relate to	suggested t product/s	that relate to service and the sale		
	0	0	3	0	7	0	10	0		
Able to close the sale	Sale was no	t suggested	but not a	r asks for the sale ll objections were addressed	Presenter ask and there apprehension	e is little	have to ask the pre- confirmed the	erson didn't for the sale, sentation he customer's to buy		
	0	0	3	0	7	0	10	0		
Demonstrates the ability to develop relationship	No follow menti	, i	Non-effective follow up was mention		Sale was finalized and interest in product/service was established		Relationship was established resulting in customer loyalty			
to develop relationship	0	0	3	0	7	0	10	0		
Delivery Skills				•						•
Statements are well- organized and clearly stated	Presenter( appear p		Presenter(s) were prepared, but flow was not logical		Presentation flowed in logical sequence		logical s statement	n flowed in a sequence; s were well nized		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonstr	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	3	0	7	0	10	0		
Demonstrates the ability to effectively answer	Unable to quest			not completely ver questions	Completely answers questions		in the p completely	rith the judges rocess of y answering stions		
questions	0	0	3	0	7	0	10	0		
	'				'	Performa	ance Subtota	ıl (100 max)		
Penalty Points (Mark	all that apply	y)						, ,	-	
Dress Code not f	followed	-5	0	Deduct 5 points of guidelines no	for each instance of being follower		0	Total Penalty		
			· I		J	•	(	Grand Total		
Name:										
School:						Sta	te:			
Judge's Signature:						Da	te:			

<b>Preliminary</b>	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.) Below Meets Exceeds Tie **Expectation Item** Breaker Demonstrated Expectations Expectations Expectations Earned No understanding of Understanding of topic Demonstrates the topic Demonstrates expertise of Demonstrates event topic OR incorrect through presentation and inconsistent from video to the topic through understanding of the performance presentation and video topic used event topic 0 3  $\cap$ 10 Implementation and Expert description and No explanation of use or Identification OR demonstration of video demonstration of video Describes the use and implementation of implementation of techniques, equipment, techniques, equipment, implementation of technology innovative technology and software and software innovative technology 0 0 20 Expert industry No explanation or Explains both the design Explains the design OR explanation of both description of the design and the development development process design and development Explains the design and and process process development process process 0 14 0 20 0 Campaign is presented but contains less than 3 Campaign is presented Campaign is presented models of social media with 3 models of social with 3 models of social Does not present Incorporates campaign campaign OR contains 3 models media and is well media and is fully into presentation that are not well developed developed developed 0 0 14 20 Provides proper Substantiates compliance to copyright regulations using No documentation provided documentation to comply visual representation with state and federal 0  $\bigcirc$ copyright laws **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence; prepared, but flow was Statements are wellstatements were well appear prepared logical sequence not logical organized and clearly organized stated 0 0 0 1 3 5 Presenter(s) demonstrated Presenter(s) did not Presenter(s) demonstrated Presenter(s) demonstrated Demonstrates selfself-confidence, poise, demonstrate selfself-confidence, poise, and self-confidence and poise good voice projection, confidence, poise, confidence good voice projection assertiveness, and good and assertiveness voice projection 0 0 1 0 Interacted with the judges Unable to answer Does not completely Completely answers in the process of Demonstrates the ability questions answer questions questions completely answering to effectively answer questions questions 0 0 0 7 3 10 Performance Subtotal (100 max) **Penalty Points** (Mark all that apply) Over Deduct 5 points Dress Code allowed for each instance -5 0 0 0 Total Penalty -5 time not followed of guidelines not being followed (7 minutes) **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.) Below Meets Exceeds **Points** Tie **Expectation Item** Demonstrated Expectations Expectations Expectations Earned Breaker Demonstrates expertise of No description or case Describes and provides Describes and provides Demonstrates case study synopsis AND study synopsis provided case study synopsis OR case study synopsis AND understanding of the case definition of the no problems defined defines the problem(s) defines the problem(s) study and defines problem(s) problem(s) to be solved 0 0 5 10 15 Alternative(s)given but At least two alternatives Multiple alternatives given Identifies alternatives and No alternatives identified pro(s) and/or con(s) are given and pro(s) and and multiple pros and the pro(s) and con(s) of not analyzed con(s) are analyzed cons analyzed for each each 0 0 14 20 Feasible solution and Solution provided, but Logical solution and implementation plan No solution identified implementation plan not implementation plan Identifies logical solution developed and necessary developed provided and developed and aspects of resources identified implementation 0 0 0  $\bigcirc$ 14 20 Demonstrates knowledge and understanding of the event competencies: Four or more No competencies One or two competencies Three competencies are Event management/ competencies are demonstrated are demonstrated demonstrated decision making/strategic demonstrated planning/delegation/ leadership/ethics/ entertainment industry/ marketing and promotion/sales/ 0 7 0 0 0 14 20 entrepreneurship/human resources/careers **Delivery Skills** Presentation flowed in a Presenter(s) were Presenter(s) did not Presentation flowed in logical sequence; prepared, but flow was Statements are welllogical sequence appear prepared statements were well not logical organized and clearly organized stated 3 10 Presenter(s) demonstrated Presenter(s) demonstrated Presenter(s) did not Demonstrates self-Presenter(s) demonstrated self-confidence, poise, demonstrate selfself-confidence, poise, and self-confidence and poise good voice projection, confidence, poise, confidence good voice projection assertiveness, and good and assertiveness voice projection 0 0 Interacted with the judges Completely answers Unable to answer Does not completely in the process of Demonstrates the ability answer questions completely answering questions questions to effectively answer questions questions  $\bigcirc$  $\bigcirc$ 7 0 3 Performance Subtotal (100 max) Penalty Points (Mark all that apply) Deduct 5 points for each instance 0 0 **Total Penalty** Dress Code not followed of guidelines not being followed **Grand Total** Objective Test Score (to be used in the event of a Name(s): School: State: Judge's Signature: Date:



☐ 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.) Not Below Meets Exceeds Points Tie **Project Usability** Demonstrated Expectations Expectations Expectations Earned Breaker Website usable but does Website contains more Website usable and meets Website is not usable not follow event features than what is Website usability and all guidelines guidelines required in the guidelines navigation 0 14 0 20 0  $\bigcirc$ Color/contrast, font, and Color/contrast, font, and No design principles Color/contrast, font, or design choice are Color/contrast, design choice enhance the appropriate for the applied design choice is distracting backgrounds, and font are experience for the user concept/topic appropriate for the topic 0 0 5 10 15 No graphic design Graphics are appropriate Graphics enhance the Graphics are distracting Graphics appropriate for principles applied for the concept/topic experience for the user **Site Content** User with no knowledge Topic is not fully Topic is not followed Topic is fully addressed of the topic can identify addressed Fully address the topic based on site 0 0 0 20 No evidence of website Website is designed using Website contains use of Website contains Site contains multiple production skill limited features multiple technologies advanced features elements providing demonstrated evidence of production skill 14 Site contains 3 or less Site contains 1 grammar Site is free of grammar Site contains grammar or Grammar, spelling, and spelling errors spelling or grammar errors and no spelling errors and spelling errors punctuation 0 Documentation addressed and substantiated compliance Documentation and copyright information not addressed or addressed incorrectly Site documentation and to copyright regulations using visual representation copyright compliance **Project Evaluation** Site opens appropriately Site opens appropriately Site is not compatible with Site is only compatible on at least 2 platforms on more than 2 platforms Site is compatible with any platforms with one platform multiple platforms 14 Site interactivity is error Site interactivity contains Site interactivity contains Site interactivity is error Site interactivity functions errors that prevent the errors that did not prevent free and enhances the free execution execution experience for the user and is error free 0 20 14 0 0 7 0 Pages are consistent and Only one page is elements enhance the Pages are consistent Pages are not consistent Website elements are presented experience for the user consistent across all pages 0 14 20  $\bigcirc$ 0 0 0

Delivery Skills											
Statements are well- organized and clearly stated	appea	er(s) did not r prepared	Presenter(s) were prepared, but flow was not logical			Presentation flowed in logical sequence		I	Presentation flowed in a logical sequence, statements were well organized		
	0	0	3	0		7	0		10	0	
Self-confidence, poise, assertiveness, and good voice projection	demor	er(s) did not astrate self- afidence	self confidence and poise		Presenter(s) demonstrated self-confidence, poise, and good voice projection		d d	Presenter(s) demonstrated self-confidence, poise, good voice projection, and assertiveness			
voice projection	0	0	3	0	0		0		10	0	
Ability to effectively answer questions		e to answer estions		s not completely swer questions		Completely answers questions		Ir	Interacted with the judges in the process of completely answering questions		
	0	0	3	3 0		7	0		10	0	
	1		1	•			Demons	tration	n Subtota	ıl (200 max)	
Penalty Points (Mar	k all that app	oly)									
Over allowed time -5 (7 minutes)	0	Dress Code not followed	-5	O 6	for ea of gu	duct 5 points each instance guidelines not ng followed		0	O Total Penalty		
										Grand Total	
Name(s):											
School:						State:					
Judge's Signature:						Date:					