



# Performance Events

## GUIDELINES

- ◆ Each chapter may only submit teams consisting of one (1) to three (3) members from active local chapters, on record in the national center as having **paid dues by Sunday, March 14, 2010** of the current school year in each knowledge event. Each member can participate in three (3) performance events.
- ◆ **New** for this year chapters may submit teams according to the following Conference Attendee:

Number of Conference Attendees	Number of Eligible Teams/Participants
1 - 59	3
60 - 89	4
90	5

- ◆ Performances and/or interviews will be randomly scheduled based on advance registration; schedules will be posted during conference registration at the State Business Leadership Conference. We will work to accommodate participation in multiple presentation and team events, but cannot guarantee that we will be able to resolve all conflicts. Presentations (not interviews) are open to conference attendees, except performing participants of this event.
- ◆ **Online testing window begins on Wednesday, March 17, 2010 and ends on Wednesday, March 24, 2010.** Online testing will NOT be offered on-site. **NO EXCEPTIONS. Requests should be sent to [skillevents@capbl.org](mailto:skillevents@capbl.org) by February 15, 2010.**
- ◆ Objective tests will be conducted through the FBLA-PBL Online Testing Program. Passwords, login information and web address will be distributed to chapters upon receipt of competitive events rosters. Writing samples will be administered on-site during the writing sample session on Friday, March 26, 2010 at the State Business Leadership Conference.
- ◆ Although proctors are not required for any online objective test portion of performance events, members are expected to follow the FBLA-PBL Code of Ethics (see Chapter Management Handbook) and uphold the integrity and respect of this prestigious organization.
- ◆ All participants who are in violation of the FBLA-PBL Dress Code will be disqualified. If a member is out of dress code upon arrival, members will still be allowed to participate, but will not be eligible for an award.
- ◆ Panels of 2 – 3 judges will be populated by California PBL state partners, conference sponsors, and various business professionals.

## BUSINESS DECISION MAKING – TEAM EVENT

---

### STATE AND NATIONAL COMPETITION

This event recognizes PBL members who develop competency in management, decision making, and who demonstrate knowledge of these key principles. This event is based on team rather than individual competition. In addition to learning and applying business decision-making skills, team participants develop speaking ability and poise through oral presentations.

#### Eligibility

Each chapter may submit teams according to the following Conference Attendee Guidelines:

Number of Conference Attendees	Number of Eligible Teams/Participants
1 - 59	3
60 - 89	4
90 +	5

Participants are members from active local chapters, on record in the national center as having paid dues by Sunday, March 14, 2009 of the current school year in each skill event. Each member can participate in three (3) performance events.

No more than one (1) team member on each team may have competed in this event at a prior NLC or have competed more than two (2) years at the national level.

#### Overview

This event consists of two (2) parts: an objective test and a performance component.

A one (1) hour objective test will be administered during the online testing period based on the competencies listed. Team members will take one objective test collaboratively. Non-graphing calculators are allowed.

The case study will consist of a problem encountered by management in one or more of the following areas: business planning, organizational design, economic environment, short-term and long-range planning, human resource management, financial management, and marketing management. All the questions raised in the case must be addressed during the oral presentation.

#### Guidelines

- The top ten (10) teams with the highest score on the objective test will advance to the final round. In the case of a tie, the objective test score will be used to break a tie.
- Twenty-five (25) minutes before the performance, each team will receive the case study.
- Two (2) 4" x 6" note cards will be provided for each team member and may be used during the preparation and performance of the event. Information may be written on both sides of the note cards. Note cards will be collected following the presentation.
- No reference materials, visual aids, or electronic devices may be brought to or used during the preparation or performance.
- Teams have ten (10) minutes to present the case. *[Business Decision Making continue]*

**[Business Decision Making – page 2]**

- Teams should introduce themselves, describe the situation, make their recommendations, and summarize their case. All team members are expected to actively participate in the performance.
- A timekeeper will stand at nine (9) minutes and again at ten (10) minutes. When each team is finished, the time used will be recorded. A five (5) point deduction will be made for presentations over ten (10) minutes.
- Following each presentation, judges will conduct a three (3) minute question-answer period.
- The final performance is open to conference attendees who are not performing participants of this event.

**Objective Test Competencies**

- principles of business ownership and management (business planning, organizational design, economics, environment, leadership)
- business plans ethics and social responsibilities
- financial management
- government regulations
- human resource management
- legal issues
- marketing management
- taxation

**Performance Competencies**

- topic presented in a logical manner
- communication skills evident through voice projection and diction
- critical thinking/problem solving used to resolve case
- presentation includes positive and negative aspects of implementation
- all team members contribute to presentation
- effectively answer questions

**REFERENCE: Business Decision Making—Performance RATING SHEET-3.**