



# 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.

## MANAGEMENT ANALYSIS & DECISION MAKING – INDIVIDUAL / TEAM EVENT

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### STATE AND NATIONAL COMPETITION

Earning a degree in a specific field is important to an individual’s future success in the job market. This event recognizes PBL members who possess knowledge across the core curriculum in the area of management.

#### Eligibility

Each chapter may submit participants 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 may have competed in this event at a prior NLC.

#### Overview

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

A one (1) hour objective test will be administered based on the competencies listed. Individuals or team members will take one objective test collaboratively. Non-graphing calculators are allowed.

The case study is an interactive role play situation.

#### Guidelines

- The top ten (10) individuals or teams with the highest score on the objective test will advance to the final round. The objective test score will be used to break a tie.
- Twenty (20) minutes before the performance, each team will receive the case study.
- Two (2) 4” x 6” note cards will be provided for each individual or 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.
- The individual or team has seven (7) minutes to interact with a panel of judges and present the solution to the case. The judges will play the role of the second party in the presentation and refer to the case for specifics. This is a role-play event.

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- The 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 six (6) minutes and again at seven (7) minutes.
- The final performance is open to conference attendees who are not performing participants of this event.

**Objective Test Competencies**

- organizational behavior
- organizational theory
- management principles
- management information systems
- production/operations management
- business policies/strategic management

**Performance Competencies**

- demonstrate critical thinking and problem solving
- describe case study and explain recommendations
- demonstrate good communication skills
- explain strength and weakness of proposed solution
- effectively answer questions

**REFERENCE: Management Analysis & Decision Making—Performance RATING SHEET-28.**