

Project Usability											
Media not usable Solutiones Solutione	Project Usability					_					
Project Concept & Design Evaluation Fully address the concept and/or topic is not followed and for topic is not followed and/or topic is not followed and/or topic is not followed and/or topic is not followed and for topic is not followed and followe	Video plays successfully	Media no	ot usable	submitted a	ccording to						
Fully address the concept and/or topic is not followed O		0	0	7	0	14	0	20	0		
Fully address the concept and/or topic is not followed O	Project Concept & De	esign Evalu	ation								
Contrast, fort, sound, and design choice and paper principles appropriate for the concept/topic O	Fully address the concept	Concept and	d/or topic is					of the cond topic can idea	cept and/or ntify based on		
Colors, bedgerounds, fort, applied appoint principles applied of esign choice is distracting design choice is distracting appropriate for the concerpt/topic occept/topic occept/topic occept/fopic occe		0	0	7	0	14	0	20	0		
Caraphics appropriate for concept and/or topic and consistent throughout the video O O T O I4 O 20 O O O O O O O O O	and sounds are appropriate for the					design cl appropria	hoice are ite for the	design choice	e enhance the		
Graphics appropriate for concept and for topic and consistent throughout the video O	concept/topic	0	0	7	0	14	0	20	0		
Animation video does not incorporate information but there are no sources or evidence of validity 1	concept and/or topic and consistent throughout the	0 1	0	Graphics are	e distracting			experience and are c	for the user consistent		
Animation video does not incorporates information and backs it up with topic is accurate to the topic is accurate. Such a contribution and the topic is accurate to the topic is accurate to the topic is accurate. Such a contribution and the topic is accurate to the topic is accurate. Such as a contract is a point incorporate of the topic is accurate to the topic is a	video	0	0	7	0	14	0	20	0		
Project Evaluation Overall Quality of 3-D elements and animation Quality of editing and transition There are no transitions or evidence of video does not sincuported incorporated as logical flow of thoughts Logical flow of thoughts Video incorporate basic 3-D elements Transitions exist but are rough and do not flow easily incorporated incorporates 3-D elements that are functional functional incorporates 3-D elements that are functional incorporated in multiple varys and do not flow seamlessly & serve as a logical component of the video incorporated in multiple varys and do not flow seamlessly & serve as a logical component of the video incorporate and and appears sequenced Flow does not connect each element of the video includes credits that recognize the creator, contributors, and includes written acknowledgement of credits with they are limited in materials used in multiple varys and do not flow seamlessly & serve as a logical component of the video includes credits that recognize the creator, contributors, and includes written acknowledgement of of copyright on the video includes and end on the video includes and end on the video includes and end on the video includes credits that recognize the creator, contributors, and includes written acknowledgement of copyright on the video includes and end on the			Animation video does not incorporate information but there are no sources or evidence of validity				information it up with	incorporates in an entertai	information ning way that		
Video incorporates 3-D elements that are functional incorporates 3-D elements and animation Video incorporates 3-D elements that are functional incorporate 3-D elements and animation Video incorporates 3-D elements that are functional Video incorporates 3-D elements (and the variety and the variety of t		0					0	20	0		
Overall Quality of 3-D clements and animation O	Project Evaluation										
There are no transitions or evidence of video editing incorporated Transitions exist but are rough and do not flow easily Transitions exist but are rough and do not flow easily Transitions are used and all flow seamlessly Transitions are used and all flow seamlessly						elements	that are	elements that been designe	t clearly have ed in multiple		
Quality of editing and transition There are no transitions or evidence of video editing evidence of video editing incorporated Transitions exist but are rough and do not flow easily seamlessly & serve as a logical component of the video Multiple types of transitions are used and all flow seamlessly Logical flow of thoughts Flow of video does not seem logical Flow does not connect each element of the video Flow is logical and appears sequenced Flow is logical including a clear beginning, middle, and end Video concludes with proper credits and acknowledgement of copyright Video does not include credits but they are limited Video includes credits but they are limited Video includes credits that recognize the creator, contributors, and acknowledgement of materials used Video includes credits that recognize the creator, contributors, and includes with acknowledgement of copyright Video includes credits but they are limited Video includes credits that recognize the creator, contributors, and includes written acknowledgement of copyright Video includes credits that recognize the creator, contributors, and includes written acknowledgement of copyright Video includes credits but acknowledgement of project guidelines not being followed. Video includes credits that recognize the creator, contributors, and includes written acknowledgement of copyright Video includes credits that recognize the creator, contributors, and includes written acknowledgement of copyright Video includes credits but acknowledgement of copyright Video includes credits but acknowledgement of copyrig		0	0	14	0	21	0	30	0		
Flow of video does not seem logical Flow does not connect each element of the video Flow is logical and appears sequenced Flow is logical including a clear beginning, middle, and end Flow is logical including a clear beginning, middle, and end Flow is logical including a clear beginning middle, and end Flow is logical including a clear beginning, middle, and end Flow is logical including a clear beginning middle, and end Flow is logical including a clear beginning, middle, and end Flow is logical including a clear beginning, middle, and end Flow is logical including a clear beginning, middle, and end Flow is logical including a clear beginning appears sequenced Flow is logical including a clear beginning and end Flow is logical including a clear beginning and end Flow is logical including a clear beginning appears sequenced Flow is logical including a clear beginning and end Flow is logical including a clear beginning and end Flow is logical includes redits that recognize the creator, contributors, and includes credits that recognize the creator, contributors, and includes redits that recognize the creator, contributors, a	` ,	evidence of	video editing	rough and o	do not flow	seamlessly o logical comp	& serve as a conent of the	transitions ar	e used and all		
Flow of video does not seem logical Flow does not connect seach element of the video Flow wise logical and appears sequenced Clear beginning, middle, and end Flow wise logical and appears sequenced Flow wise logical and appears sequenced Flow wise logical and appears Flow wise logical and end Flow wise logical and		0	0	14	0	21	0				
Video concludes with proper credits and acknowledgement of copyright Deduct 5 points for each instance of project guidelines not being followed. Name(s): Video includes credits that recognize the creator, contributors, and acknowledgement of materials used Video includes credits that recognize the creator, contributors, and includes written acknowledgement of copyright O O 7 O 14 O 20 O Total Penalty - Grand Total (200 Max) Name(s): State:	Logical flow of thoughts							clear beginn	ing, middle,		
Video concludes with proper credits and acknowledgement of copyright O O 7 O 14 O 20 O Penalty Points Deduct 5 points for each instance of project guidelines not being followed. Name(s): School: State:		0	0	7	0	14	0	20	0		
Penalty Points Deduct 5 points for each instance of project guidelines not being followed O Total Penalty - Grand Total (200 Max) Name(s): School: State:	proper credits and acknowledgement of					recognize (contribu acknowled	the creator, tors, and Igement of	recognize contributors, written ackno	the creator, and includes owledgement		
Deduct 5 points for each instance of project guidelines not being followed O Total Penalty - Grand Total (200 Max) Name(s): School: State:	сорунди	0	0	7	0	14	0	20	0		
Name(s): School: State:	Penalty Points										
Name(s): School: State:	Deduct 5 points	for each instar	nce of project gr	uidelines not be	ing followed.		0	Total l	Penalty	-	
School: State:								Grand Tota	1 (200 Max)		
Index's Signature Date:											
Judge o Date.	Judge's Signature					Date:					



FBLA 3-D ANIMATION Performance Rating Sheet

☐ Preliminary Round ☐ Final Round

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

Expectation Item		ot istrated		low tations		eets tations		eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the event topic	event topic	ostanding of OR incorrect used	Understanding of topic inconsistent from video to performance		through pres	tes the topic sentation and action	Demonstrates expertise of the topic through presentation and animation			
•	0	0	3	0	7	0	10	0		
Describes the development process		No explanation of the pre-production process		Explains the pre- production process but does not share tangible planning documents		s the pre- process and ble planning ments	process usi terminology tangible	e-production ing industry and displays planning ments		
	0	0	5	0	10	0	15	0		
Describes the production process		ation of the	Explains the production process but does not share tangible planning documents		process a tangible	e production and shares planning ments	process usi terminology tangible	e production ing industry and displays planning ments		
	0	0	5	0	10	0	15	0		
Describes software and equipment used	software ar	anation of ad hardware aed	Explains software OR hardware used			ftware AND are used	hardware us alternative	oftware and sed as well as options and r final choice		
	0	0	7	0	14	0	20	0		
Describes animation techniques used		nation of chniques used	Identifies animation techniques used		technique	animation s used with erminology	animation ted	and explains chniques used y terminology		
artiqueo uocu	0	0	3	0	7	0	10	0		
Provides proper copyright documentation (pictures		No document	ation provided		Substantiate		copyright reguresentation	ılations using		
used, audio used, etc.)	(0	()	1	.0	()		



Delivery Skills

Statements a organized an				(s) did not prepared	prepared, b	er(s) were out flow was ogical	Presentat logica	ion flowe		logical statemen	n flowed in a sequence, as were well unized	
stated		0		0	1	0	3	(0	5	0	
Demonstrate confidence, p assertiveness	ooise, , and good		monst	(s) did not crate self- dence		demonstrated nce and poise	Presenter(s self-confide good voi	ence, pois	se, and	self-confid good voic	demonstrated lence, poise, e projection, ertiveness	
voice project	ion	0		0	1	0	3	(0	5	0	
Demonstrate to effectively questions		Uı		o answer tions		completely questions		tely answ estions	rers	in the p	rith the judges process of y answering stions	
questions		0		0	3	0	7	(0	10	0	
								Pe	erforma	ance Subtot	al (100 max)	
Penalty P	oints (M	ark all tha	t app	ly)								
Time over 7 minutes	-5	0				Deduct 5 points nstance of guid being follo	lelines not			O To	tal Penalty	
										Perfor	nance Total	
										Project Tota	al (200 max)	
											Grand Total	
Name(s):												
School:									Sta	te:		
Judge's Sig	gnature:								Da	te:		



FBLA AMERICAN ENTERPRISE PROJECT

PB CHAPTER RE	ties.)	e score per rov		core in the Poin	its Earned colu	mn. Use T	ie Breaker column t	o add or subtra	ct points to	
Expectation Item	N Demon			low tations	Meet Expecta		Excee Expecta		Points Earned	Tie Breaker
Project specifically promotes local understanding of and support for the American	Project is not Enterpris		understand shows how t American	omotes local ding of OR o support the Enterprise at not both	Project pro local understa and support American Ea system	anding of for the nterprise	Project indica activities or steps taken to furthe starte	that could be er the work		
Enterprise system	0	0	3	0	7	0	10	0		
Describe research into school and/or community	No evidence and/or co	mmunity		as completed arly outlined	Research outline	nd clearly	Research was executed, and			
needs	0	0	5	0	10	0	15	0		
Describe planning, development, and implementation of project	No evidence of planning, development, or implementation of project O O 7 O				Plannin developme implemen activities/st clearly des	nt, and tation teps are	Planning, develor implement activities/steps at and rationale for activities is	tation are described or types of		
	0	0	7	0	14	0	20	0		
Show evidence of publicity received	No evidence rece		publicity was	ion about as written in at no evidence v is available	Project recognized w school ar commu	vithin the ad/or	Project was rec more than one school and/or	way by the		
	0	0	3	0	7	0	10	0		
Report benefits to and degree of impact on the school and/or community				Project was completed and served a purpose		reated ults that he school nmunity	Project impacted and/or commune that somethed dynamically chart project should	ity to a level ing has nged and the		
	0	0	3	0	7	0	10	0		
Evaluate the project	No evidence evaluation	e of project is provided	Project wa	s evaluated	Project was e and the eva was asse	luation	Project was ev recommendation were gi	is for change		
	0	0	3	0	7	0	10	0		
Report Format										
Arrange information according to rating sheet (See above Expectation	sections and	ne or more /or does not ing sheet	but order i	on presented, nconsistent ing sheet	Information according to shee	o rating	Presented in the and includes transitions between	written		
Items)	0	0	3	0	7	0	10	0		
Format and design a business report	Does no docu	t format ment	excessive v and/or unrel	t formatting, white space, lated graphics photos	Consistent for throughout to		Utilizes full bleed of space, relate graphics, and formatt	ed defined consistent		
	0	0	3	0	7	0	10	0		
Include correct grammar, punctuation, and spelling		5 grammar, , or spelling ors	punctuation	ammar, n, or spelling cors	No spelling and not mor gramma punctuation	re than 2 or	No spelling erro more than 1 gr punctuatio	rammar or		
	0	0	1	0	3	0	5	0		
							Report Subtota	1 (100 max)		
Penalty Points						T				
Deduct 5 points for each	ch instance of re	port/project g	uidelines not be	eing followed.		0	Total Pe	•	-	
							Grand Total (1	00 max)		
School:					State:					
Judge's Signature:					Date:					



FBLA BANKING AND FINANCIAL SYSTEMS

IDLA	FBLA Performa (Mark ties.)	nce Rati	ng Sheet					nn to add or sub	tract points	to break
Expectation Item	N	ot istrated	_	low tations		eets tations	_	eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	No descrip study synop	tion or case sis provided; ms defined	Describes a case study s	nd provides synopsis OR problem(s)	Describes a case study sy	and provides enopsis AND problem(s)	Demonstrate case study sy definition	es expertise of enopsis AND on of the lem(s)		
problem(s) to be solved	0	0	5	0	10	0	15	0		
Identifies alternatives and the pro(s) and con(s) of	No alternativ	ves identified		(s) given but or con(s) are alyzed	given and	pro(s) and e analyzed	and multip	rnatives given ble pros and red for each		
each	0	0	7	0	14	0	20	0		
Identifies logical solution and aspects of implementation	No solutio	n identified	implementat	ovided, but tion plan not loped	implemen	olution and tation plan ad developed	implemen developed a	olution and tation plan nd necessary identified		
implementation	0	0	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Concepts and practices/ basic terminology/ government regulations/ financial services/ technology/types of		petencies istrated		competencies onstrated		petencies are instrated	compete	or more encies are estrated		
institutions/ethics/ financial careers/taxation	0	0	7	0	14	0	20	0		
Delivery Skills Statements are well- organized and clearly		(s) did not prepared	prepared, b	r(s) were ut flow was ogical		on flowed in sequence	logical s statement	n flowed in a equence, s were well nized		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not crate self- dence		demonstrated nce and poise	self-confiden	demonstrated ace, poise, and e projection	self-confid good voice	demonstrated ence, poise, projection, entiveness		
voice projection	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions		o answer tions		completely questions	*	ly answers tions	in the process in the	ith the judges rocess of answering stions		
questions	0	0	3	0	7	0	10	0		
						Performa	ance Subtota	ıl (100 max)		
Penalty Points										
Deduct 5 points for each in guidelines not being follo)				Total P	enalty	-	
							(Grand Total		
				O	ojective Test	Score (to be	used in the ev	vent of a tie)		
Name(s):										
School:						Sta	te:			
Judge's Signature:						Da	te:			



FBLA BROADCAST JOURNALISM

☐ Preliminary	Dound	☐ Final	Dound
☐ Preliminary	Kound	☐ Fina	I Kound

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.]

Expectation Item		Not nstrated		Below ectations		eets ctations		ceeds ctations	Points Earned	Tie Breaker
Presentation represents a LIVE BROADCAST	Presentation	is 100 percent ecorded	Present recorded	ation is pre- with less than cent LIVE	Presentation LIVE bro	n represents a padcast with ng features	Presentation LIVE bro	n represents a adcast with chniques and ng features		
	0	0	5	0	10	0	15	0		
Demonstrates understanding of the event topic	it relates t guidelines o	ading of topic as to the event or wrong topic	but does strate ur	s event topic, s not demon- nderstanding	demonstr standing of	fies and ates under- f event topic	to demonstr standing or	y terminology ate the under- f event topic		
Researches quality and		done with 3 or	the top	is unrelated to pic and 1-2	All research	O h is accurate		h is accurate ting evidence		
related information to the topic	0	0	inaccurat 5	te statements	10	0	15	0		
Quality writing related to the topic	Writing lack and original neither origin	es a clear voice style. Lead is al nor catchy, is d or boring.	Writing is lacks a and/o original adequi	s rather bland; clear voice or sense of lity. Lead is ate but not ely catchy or riginal.	Writing is a not ex compelling voice is und appropriate fairly ef	adequate but stremely s, is wordy or clear. Lead is to story and fective at ntion.	Writing is effective wit and active v	strong and h a clear voice erbs. Lead is d catchy and ders to piece.		
	0	0	5	0	10	0	15	0		
Quality of news broadcast	No graph creat	s not complete. ics used, no ivity in on/product.	a news br to no c producti Limited	fully resemble oadcast. Little creativity in ion/product. graphics and apport.	performan resembles a cast. Som present.	alf of the nce/product a news broad-ne creativity Graphics and effective.	broadcast. of creative Production done. Bal	ive overall Clear balance ity/realism. graphics well anced team fort.		
	0	0	3	0	7	0	10	0		
Delivery Skills			1		ı				ı	
Statements are well- organized and clearly stated with use of industry	` '	did not appear pared	prepared,	nter(s) were but flow was t logical		on flowed in sequence	logical s	n flowed in a sequence, well organized		
language	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good		r(s) did not self- confidence	demon	senter(s) strated self- ace and poise	demonst confidence	enter(s) crated self- e, poise, and e projection	self-confid good voice	demonstrated lence, poise, e projection, ertiveness		
voice projection	0	0	3	0	7	0	10	0		
Demonstrates the ability to effectively answer questions	Unable to an	swer questions		ot completely r questions		ely answers stions	the process	with judges in of completely g questions		
questions	0	0	3	0	7	0	10	0		
						Perform	ance Subtota	al (100 max)		
Penalty Points (Mark			1	1	1		1		r	
Time over 7 minutes -5	O eac	luct 5 points for ch guidline not eing followed		0			To	tal Penalty	-	
	•		•			Po	erformance (Grand Total		
Name(s):										
School										
Judge's Signature:						Da	ite:			



FBLA BUSINESS ETHICS

Performance Rating Sheet ☐ Preliminary Round ☐ Final Round

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

Expectation Item	N Demor	ot istrated		low tations		eets		ceeds ctations	Points Earned	Tie Breaker	
Identifies and defines the ethical topic	ethical topic	cation of an as it relates to guidelines		R defines the l topic		d defines the	topic is s	of the ethical tated using terminology			
1	0	0	3	0	7	0	10	0			
Ethical dimensions of the topic are clearly defined	No ethical di defi	mensions are	topic given	nensions of but they are alyzed	are given a	of the topic nd analyzed ting evidence	with multip	s are analyzed le supporting e analyzed			
	0	0	5	0	10	0	15	0			
Identifies and offers an effective ethical solution		al solution tified		al solution vith no plan	with suppor	tion provided ting evidence developed	solution re with a plan	ible ethical commended and necessary s identified			
	0	0	7	0	14	0	20	0			
Researches quality and related information to the		done with 3 naccurate nents	the ethical to	unrelated to opic and 1–2 statements	Research	is accurate		accurate with			
ethical topic	0	0	5	0	10	0	15	0			
Substantiates and cites sources used while		No substantia	ntion provided			Substantiates	and cites source	es			
conducting research	()	()	1	.0		0			
Delivery Skills											
Statements are well- organized and clearly stated with use of industry	Presenter appear p	(s) did not prepared	prepared, b	er(s) were out flow was ogical		on flowed in sequence	logical :	n flowed in a sequence, ts were well anized			
language	0	0	3	0	7	0	10	0			
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not rrate self- dence		demonstrated nce and poise	self-confiden	demonstrated ace, poise, and e projection	self-confid good voice	demonstrated lence, poise, e projection, ertiveness			
voice projection	0	0	1	0	3	0	10	0			
Demonstrates the ability to effectively answer questions		o answer tions		completely questions		ely answers	in the p completel	rith the judges process of y answering stions			
questions	0	0	3	0	7	0	10	0			
	Performance Subtotal (100 max)										
Penalty Points (Mark	all that app	ly)									
Time over 7 minutes -5	O in	duct 5 points for stance of guide not being follow	lines	0			То	otal Penalty	-		
						F	erformance (Grand Total			
									•		
Name(s):											
School:						St	ate:				
Judge's Signature:						D	ate:				



FBLA BUSINESS FINANCIAL PLAN

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

Expectation Item	Not Demonstrated			elow ctations	Mee Expecta		Exce Expect		Points Earned	Tie Breaker
Description of business, assumptions, and strategies to obtain loan	No description business, assurstrategies to o	No description of business, assumptions OR strategies to obtain the loan is given		tion of the assumptions, gies to obtain e given, but or more ns are vague	Description of assumption strategies to loan are prowell wi	of business, ons, and obtain the wided and	Descrip business, as and strategic loan serves introduct transitions remainder o	etion of sumptions, es to obtain as a strong tion and s into the		
	0	0	10	0	20	0	30	0		
Describe Company: Legal form of business Company governance Company location(s)	More than o components E addres	isted is not	more cor limited more cor	on of one or mponents is OR one or mponents is escribed	All compos described a		All compo described a with sup docume	ndequately oporting		
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 E addres	isted is not	more cor limited more cor	on of one or mponents is OR one or mponents is escribed	All compos described a		All compo described a with sup docume	ndequately porting		
Workforce described (current and projected)	0 0		10 O		20 O		30 O			
Present Target Market: Target market defined (size, growth potential, needs) Risks and potential adverse	components l	More than one of the components listed is not addressed		on of one or mponents is I OR one ment is not cribed	All compos described a		All compo described a with sup docume	ndequately porting		
results identified, analyzed, 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 Itemized planned expenditures	More than o components l addres	isted is not	more cor limited more cor	on of one or nponents is OR one or nponents is escribed	All compo described a		All compo described a with sup docume	ndequately 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 t supp docume missing	work Cited out other corting centation is or limited	Project has a formatted W page and support document provide	Vork Cited I other rting tation is	Project has formatted V page and suppo documentat sect	Work Cited d other orting ion in each ion		
	0	0	8	0	18	0	25	0	1	1



FBLA BUSINESS FINANCIAL PLAN Report Rating Sheet (continued)

Report Format

Arrange information according to rating sheet (See above Expectation Items)	Missing 1 or me and/or does a rating sl	not follow	presented	ormation l, but order nt with rating neet	Information according to shee	the rating	Presente correct o includes transitions secti	rder and written s between		
	0	0	3	0	7	0	10	0		 -
Format and design a business report	Does not docum		formatting white spa unrelate	nsistent g, excessive ace, and/or d graphics r photos	Consistent f		Utilizes for effective us related of graphic consistent	e of space, defined cs, and		
	0	0	3	0	7	0	10	0		
Include correct grammar, punctuation, and spelling	More than 5 punctuation, o	or spelling	punctuatio	rammar, n, or spelling rors	No spelling of not more grammar or p erro	than 2 unctuation	No spelling not more gramn punctuati	than one nar or		
	0	0	1	0	3	0	5	0		
						Repo	rt Subtotal ((200 max)		
Penalty Points										
Deduct 5 points for	or each instance of	report/proje	ect guidelines	not followed		0	Total F	Penalty	-	
							Gr	and Total		
Name(s):										
School:					State:					
Judge's Signature:					Date:					



FBLA BUSINESS PLAN

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

Expectation Item	No Demons		Belo Expect		Mee Expects		Exce Expecta		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		Summary but does vidence of usiness at OR chance of ess	Executive So provided AN evidence of business con reasonable of successions	ND shows of sound neepts and chance of	Executive Serves as a introduct transitions remainde repo	a strong ion and into the r of the		
	0	0	5	0	10	0	15	0		
Develop Company Profile Legal form of business Effective date of business Company mission statement/vision Company governance Company location(s) Immediate development goals	More than o components not addr	s listed is	Description more comp limited Of more comp not des	R one or conents is	All compo described a		All composed described as with supple documents	dequately porting		
Overview of company's financial status	0	0	5	0	10	0	15	0		
Present Industry Analysis Description of industry (size, growth rates, nature of competition, history) Trends and strategic opportunities within industry	More than o components not addr	s listed is	Description more comp limited Of more comp not des	R one or conents is	All compo		All composed ascribed a with supposed document	dequately porting		
industry	0	0	5	0	10	0	15	0		
Present Target Market Target market defined (size, growth potential, needs) Effective analysis of market's potential, current patterns, and sensitivities	components			of one or conents is OR one nt is not cibed	All compo described a		All composed ascribed a with supposed documen	dequately 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 o components not addr	s listed is essed	Description more comp limited (compone: descri	onents is OR one nt is not ibed	All compo described a	dequately	All composed ascribed a with supposed documents	dequately porting ntation		
	0	0	5	0	10	0	15	0		
Share Marketing Plan and Sales Strategy Key message to be communicated identified Options for message delivery identified and analyzed including Web process Sales procedures and methods defined	More than o components not addr	s listed is essed	Description more comp limited (compone descr	oonents is OR one nt is not ibed	All compo described a	dequately	All compor described a with sup documen	dequately porting ntation		
	0	0	5	0	10	0	15	0	-	
Describe Operations Business facilities described Production plan defined and analyzed Workforce plan defined and analyzed Impact of technology	More than o components not addr	s listed is essed	Description more comp limited (compone descri	OR one nt is not libed	All compo described a	dequately	All composed ascribed a with supposed documer	dequately porting ntation		
	0	0	5	0	10	0	15	0		



Provide Long-term Development Cook for three, five, or more years are skennifed and analyzed States and proteinal adverse results skennifed and analyzed States and proteinal adverses results and proteinal adverses and adverses results and adv	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 Compensation and incentives plan	compone	n one of the nts listed is dressed	more comp limited C componer	Description of one or more components is limited OR one component is not described		onents are adequately	All components are described adequately with supporting documentation			
Goals for three, five, or more years are identified and decumental deverements is familiared MR one components is not addressed on addressed of addressed of the components is not addressed on addressed of the components is not addressed on addressed on addressed of the components is not addressed on add	compensation and meetitives plan	0	0	5	0	10	0	15	0		
Show Financials Type of accounting system to be used is identified Financial projections are included and reasonable *Vera I monthly cash flow *Vera I monthly income statement *Veraly income statements for Years 1, 3, and 5 The financial projections are included and reasonable *Vera I monthly income statement *Veraly income statements for Years 1, 3, and 5 The financial projections are included and reasonable *Vera I monthly income statement *Veraly income statements for Years 1, 3, and 5 The financial projections are included and reasonable *Vera I monthly income statement *Veraly income statements for Years 1, 3, and 5 The financial projection of one or incomponents is not described adequately *Vera I monthly income statements *Veraly income statements for Years 1, 3, and 5 The financial projection of the components is not described adequately *Vera I monthly income statements *Veraly income statements for Years 1, 3, and 5 The financial projection of one or incomponents is not described adequately *Vera I monthly income statements *Veraly income statements for Years 1, 3, and 5 The financial projection of one or income described adequately *Vera I monthly cash flow *Vera I	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 not ad	nts listed is dressed	more comp limited C componer descri	onents is OR one at is not bed	described adequately		described ac with supp documen	lequately oorting itation		
Type of accounting system to be used is identified. Financial projections are included and reasonable and reaso	iong-term goals	0	0	7	0	14	0	20	0		
More than one of the components isted including a Work Cited page	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	compone	nts listed is	more comp limited C componer	onents is OR one at is not			described ac with supp	lequately orting		
More than one of the components is components is components is not addressed on or addressed on the component is not described adequately with supporting documentation according to rating sheet (See above Expectation Items) All components are described adequately with supporting documentation.	3, and 5	0	0	7	0	14	0	20	0		
Arrange information according to rating sheet (See above Expectation Items) Missing one or more sections and/or does not follow rating sheet (See above Expectation Items) O O O O O O O O O O O O O O O O O O		compone	fore than one of the components listed is not addressed more component is not component is not						lequately orting		
Arrange information according to rating sheet (See above Expectation Items) Missing one or more sections and/or does not follow rating sheet (See above Expectation Items) Missing one or more sections and/or does not follow rating sheet O O 3 O 7 O 10 O		0	0	5	0	10	0	15	0		
Arrange information according to rating sheet (See above Expectation Items) Arrange information according to rating sheet (See above Expectation Items) Arrange information according to the rating sheet inconsistent with rating sheet (See above Expectation Items) Arrange information according to the rating sheet inconsistent with rating	Report Format	r				1		1		, ,	
Format and design a business report Does not format document Does not format document Does not formating, excessive white space, and/or unrelated graphics and/or photos Does not formating throughout the report Consistent formatting throughout the report Consistent formatting graphics and/or photos Does not format document Does not format document Does not format document Does not format document Does not format throughout the report Consistent formatting throughout the report Consistent formatting graphics, and consistent formatting graphics, and consistent formatting graphics, and consistent formatting and not more than 2 grammar or punctuation, or spelling errors Does not format properties Does not format throughout the report Does not format properties Does not formatting throughout the report Does not formatting throughout the report Does not formatting properties Does not formatting pr		sections a	nd/or does	presented, l inconsiste	out order nt with	according to	the rating	correct ore includes v transitions	der and written between		
Format and design a business report Does not format document Does not format description Does not format document Does not format description Does not format document Does not format defined graphics and consistent formatting throughout the report Does not for property and/or plotted and/or plotted Does not format defined graphics and consistent formatting throughout the report Does not format defined graphics and consistent formatting throughout the report Possible graphics and consistent formatting throughout the report Does not format defined graphics and consistent formatting throughout the report Possible graphics and consistent formatting throughout defined graphics and consistent formation errors Possible graphics and not more than 2 Possible graphi		0	0	3	0	7	0	10	0		
Include correct grammar, punctuation, and spelling errors and not more than 2 grammar or punctuation errors and not more than 2 grammar or punctuation errors and not more than 2 grammar or punctuation error punctuation errors. No spelling errors, and not more than 2 grammar or punctuation errors punctuation error punctuation errors.	Format and design a business report	docı	iment	formatting, white space unrelated g and/or p	excessive e, and/or graphics photos		the report	effective use related de graphics consistent fo	of space, efined , and ormatting		
Include correct grammar, punctuation, and spelling errors spel		0	0	3	O	NI11:-	- 11				
Report Subtotal (200 max) Penalty Points Deduct 5 points for each instance of report/project guidelines not being followed O Total Penalty - Grand Total (200 max) Name(s) School: State:	0 ,1	punctu spellin	ation, or g errors	punctuati	ion, or errors	and not me gramn	ore than 2 nar or	and not mo	ore than mar or on error		
Penalty Points Deduct 5 points for each instance of report/project guidelines not being followed O Total Penalty -		0	O	1	O	3			1		
Deduct 5 points for each instance of report/project guidelines not being followed O Total Penalty - Grand Total (200 max) Name(s) School: State:							Repor	t Subtotal (2	00 max)		
Name(s) School: State:	•									1 1	1
Name(s) School: State:	Deduct 5 points for each instan	ice of report	/project guide	elines not being	g followed				-	-	
School: State:	Nama(s)						Gr	and Total (2	00 max)		
	· /					State:					



FBLA CLIENT SERVICE

Performance Rating Sheet

Preliminary	Round	Final
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Final

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

Expectation Item	Not Below Meets Demonstrated Expectations Expectations]	Exce Expect	eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines problem(s) to be solved	No descript study synops no problen	sis provided	Describes a case study s defines the	ynopsis OR	Describes a case study sy defines the	nopsis AND	case st	tudy sy:	s expertise of nopsis AND on of the em(s)		
problem(s) to be solved	0	0	3	0	7	0	10)	0		
Communicates position on problem of case study	No po commu		Communica not related		Communica on problem stu	of the case	pro	fession	icates in a nal manner problem of study		
	0	0	7	0	14	0	20)	0		
Identifies logical solution and aspects of implementation	No solution	n identified	Solution pro implementat devel	ion plan not	implement	Logical solution and implementation plan provided and developed		olement oped ar	olution and tation plan nd necessary identified		
трепенацоп	0	0	7	0	14	0	20)	0		
Displays empathy/diplomacy when responding to case study	No empathy displ		Empathy or displayed in case study	response to	Empathy an displayed in case study	response to	diplo	macy s	empathy and skills add to of case study blem		
problem	0	0	7	0	14	0	20)	0		
Delivery Skills											
Statements are well- organized and clearly	Presenter die	* *	Presenter was		Presentatio logical s		lo	gical se	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 demonstr confic	rate self-	Presenter de self-confiden		Presenter de self-confidence good voice	ce, poise, and	self- good	confide l voice	emonstrated ence, poise, projection, rtiveness		
voice projection	0	0	3	0	7	0	10)	0		
Demonstrates ability to effectively ask and answer questions	Unable to as		All questi answered and question v	d at least one	All questions answered questions	and two	answe	ered an			
	0	0	3	0	7	0	10)	0		
						Performa	ınce Su	btota	1 (100 max)		
Penalty Points Deduct 5 points for each ins											
guidelines not being follo	owed -)					Tot	al Penalty	-	
								G	Frand Total		
Name:											
School:						Sta	te:				
Judge's Signature:		Date:									



FBLA CODING & PROGRAMMING

	BLA C	ting She				column l	Use T	ie Break	er colu	mn to add or si	ibtract point	rs to break
Program Readability	ties.) No Demon	ot	Be	low	M	eets ctations			Exc	eeds tations	Points Earned	Tie Breaker
Appropriate identifiers used for variables, constants, arrays, objects,	Identifiers	s not used	programmi	are used for ng elements rrectly placed		are used a rate in all ances	nd		ınced kı	exhibit an nowledge of mming		
etc.	0	0	7	0	14	0		2	0	0		
Commentary provided is readable, useful, and	No comment	ary provided		provided but logical	Logical a	and useful ry provide		use	er throu	y assists the ighout the process		
complete	0	0	7	0	14	0		2		0		
General program documentation is readable, useful, and	Program doo not pro			cumentation as errors	Program doc erro	r free	on is	0	tes use	cumentation of advanced ures		
complete	0	0	7	0	14	0		2	0	0		
Program Structure as	nd Content											
Program is concise and does not contain	Program unnecessary com	steps and is plex	unnecessar	contains y steps or is pplex		es not con ary steps o plexity		least o	one if-tl	corporates at hen sequence ne user steps		
unnecessary complexity	0	0	7	0	14	0		2	0	0		
Data storage is	Where data unc			is stored may secure	Data storag storage	e is clear a is secure	and			ge includes ckup feature		
appropriate	0	0	7	0	14	0		2	0	0		
Program use follows a logical sequence	Program so unc		contains o	sequence ne or more cors	Program s logical and			logi	cal, erro corpora	equence is or free, and tes if-then ences		
	0	0	7	0	14	0		2	0	0		
Usability & Results						1		I				
					Interface	contains n	0	Progr	am use	also includes		
Program use and navigation	No help navigatio incorp	n system		ic help menu navigation		errors, has elp menu,	and	an int	elligent an inter	feature such active help &A		
	0	0	7	0	14	0		2	0	0		
Program Results	Program inaccurat			sults contain errors	Program res	sults are er ree	ror		mically	sults update and are error ee		
	0	0	14	0	21	0		3	0	0		
Output Reports	Output repeaccurate or r			ports are not analyze data	necessary in	provide al	l		tomize	low user to and analyze nation		
	0	0	14	0	21	0		3	0	0		
							Dec			l (200 max)		
Penalty Points							rro	iject st	ibiota	1 (400 IIIax)		
Tenanty Tonits	Deduct 5 1	points for each	instance of gui	idelines not bei	ng followed	_		0	To	tal Penalty	_	
					8							
										Grand Total	<u> </u>	
Name:												
School:							Sta	te:				
Judge's Signature:							Da	te:				



FBLA COMMUNITY SERVICE PROJECT Report Rating Sheet (Mark one score per row AND write score in the Points Earned column. Use Tie Breaker column to add or subtract points to break ties.)

Expectation Item	Not Demonstrated		Below Expectations		Meets Expectations		Exceeds Expectations		Points Earned	Tie Breaker	
Project has specific goals and provides service to the community and its citizens	Project Communi Pro	is not a ty Service ject	Project has specific goals OR provides service to the community and its citizens but not both		Project has s AND provide the communicities	specific go les service unity and i zens	e to	Project has quantitatively defined goals and indicates future activities or steps that could be taken to further the work started		<u> </u>	J. Current
	0	0	3	0	7	0		10	0		
Describe research into school and/or community	No evid communit			as completed arly outlined	completed	h clearly and clear ined	ly	Research was planned, executed, and evaluated			
needs	0	0	5	0	10	0		15	0		
Describe planning, development, and implementation of project	No evidence developi implementati	ment, or on of project	OR imple explanation	evelopment, mentation n is missing		mentation ps are cle ribed	1	types of activ	steps are rationale for vities is given		
	0	0	7	0	14	0		20	0		
Show evidence of publicity received	No evidence rece	1 ,	publicity wa the report bu	ion about as written in t no evidence is available	Project was within the and/or			Project was a more than or community a	ne way by the		
	0	0	3	0	7	0		10	0		
Report benefits to and degree of impact on the school and/or community	Community addre			s completed l a purpose	Project crearesults that be common			Project im community t someth dynamically project shou	o a level that ing has changed &		
	0	0	3	0	7	0		10	0		
Evaluate the project	No evidenc		Project wa	s evaluated		evaluated ation was essed		Project was e recommen change w	dations for		
	0	0	3	0	7	0		10	0		
Report Format			•	•	•	•		•			
Arrange information according to rating sheet (See above Expectation	Missing 1 sections and follow rat	or does not	but order i	on presented, nconsistent ing sheet	Information according to			Presented ir order & incl transition sect	udes written s between		
Items)	0	0	3	0	7	0		10	0		
Format and design a business report	Does no docu		and/or unrel	t formatting, white space, ated graphics photos	Consistent througho	formattir out report		Utilizes f effective us related defin and consister	se of space,		
	0	0	3	0	7	0		10	0		
Include correct grammar, punctuation, and spelling	More than punctuation err	, or spelling	punctuation	ammar, n, or spelling ors	No spelling not more that or punctua	in 2 gramı	mar	No spelling not more that or punctua	n 1 grammar		
	0	0	1	0	3	0		5	0		
							Re	port Subtota	l (100 max)		
Penalty Points											
Deduct 5 points for each	ch instance of re	eport/project g	guidelines not b	eing followed	-5	0		Total I	Penalty	-	
						•		Grand Tota	l (100 max)		
School:					State:						
Judge's Signature:					Date:						



FBLA COMPUTER GAME & SIMULATION PROGRAMMING Project Rating Sheet (Mark one score per row/ write score in the Points Earned column. Use Tie Breaker column to add or subtract points to break ties.)

	Not			Below Meets			Meets Exceeds				Points	Tie
Project Usability	Demon		Е		ations	Expec				ectations	Earned	Breaker
,	2011011				le but not	Media usal			•	ble with Read		
Storage media, uploaded	Media no	et usabla			cording to	necessary file				ecutable file in		
folder, and shortcuts	Media iid	it usable			idelines	execute th				structure		
formatted properly	0	0	7	ciit gu	O	14		O	20	O	1	
	Ü		,			17				_		
Instructions clear and	NI - i i -		Instruc	tions p	provided but	Complete a	nd acc	urate		s provided, but		
executable launches from	No instruction	ons provided	incom	plete c	or incorrect	instructio	ons giv	en		ing allows user ute without		
shortcuts without modifications	0	0	7		0	14		0	20	O		
modifications	U		/	ı		User inte				an one fully		
	User interf	ace and/or			are not clear	instructio				aser interface is		
User Interface and	instructions		OR us		rface is not	identified on				& instructions		
navigation				defir	ned	are fully f	unctio	nal	ar	e clear		
	0	0	7		0	14		0	20	0		
	_			Cor	ntains errors. b	ut did not prev	ent					
Errors did not crash the	Errors prev	ented use of p	rogram	001	execution of		0110		No errors e	xisted		
project or prevent use	0)		10	0		2	20	0		
Project Concept & D	esion	•							•			
Tioject Concept & D	l								l			
		/		. 1/		E 11				no knowledge		
Fully address the concept	Concept and				or topic not reloped	Fully add				ncept and/or		
and/or topic	not fol	iowed	Tu	ny dev	reioped	concept an	id/ or to	opic		entify based on of project		
_	0	0	3		0	7		0	10	O	1	
			3			Contrast, for		_				
Color, backgrounds, font,	No graph		Contra	st. for	nt, sound or	design cl				ont, sound, and		
and sounds are	principle	s applied			is distracting	appropria				ce enhance the		
appropriate for the					8	concep			experienc	e for the user		
concept/topic	0	0	3		0	7		0	10	0		
	No graph	ic design	C		disesses and a	Graphics are	appro	priate	Graphics	enhance the		
Graphics appropriate for	principle		Graphics are distracting		for the concept/topic		experience for the user					
concept and/or topic	0	0	3		0	7		0	10	0		
			Title	slide h	as limited	Title slide fu	netion	e and	Title slide	provided, but		
Title slide functions and	No title slic	le provided	instr	uction	is and/or	provides clea			allows us	er to execute		
provides working			1	unctio		provides elea	r motre	icuons	without	instructions		
instructions	0	0	3		0	7	1	0	10	0		
		,							Code is wo	ell commented		
	Code contair				s errors that	Code is e	error fr	ee		logic used and		
Code is written correctly	prevent the	e execution	did not	preve	nt execution				reason for	block of code		
	0	0	7		0	14		0	20	0		
Project Evaluation												
,	_	_	Rules c	Ontain	errors have	Rules are e	rror fre	ee as	A . 3	1 , ,		
Quality of rules and	Rules contain				act on game	discovered the	hrough	basic		e advanced rule		
accuracy of code	errors affecti	ng game play		pla	~	game	play		reatur	e available		
identifying rules	0	0	7		0	14		0	20	0		
	C	des el es el 11 el								navigate the		
771	Game is ove and/or c				completed	Game is cha				rules as defined		
The game is challenging	and/or c		bu	t is sin	nplistic	can be co	omplete	ed		l outcomes are		
but can be completed				-		1.4				or completion	4	
	0	0	7		0	14		<u> </u>	20	. , ,	<u> </u>	
	Experience	ntended for			vigate the	User can na				includes an		
Player immersion and	the game is				perience and	complete following				multi-player nction		
experience	Ü		pur	oose 18	defined	- U					- 1	
	0	0	/		0	14	-	0	20	0		
								Pro	oject Subto	tal (200 max)		
Penalty Points												
	5 points for eac	h instance of o	uidelines	not be	ing followed	-		0	Tota	l Penalty	-	
_ 54461	r	3.50	,		J		1	Ť		Grand Total		
Name(s):								<u> </u>		Giana Iotal		
i vallic(s).												
School:						State:						
Judge's Signature:						Date:						
Judge's Signature.						Date.						



FBLA DIGITAL VIDEO PRODUCTION
Project 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.)

	N	ot	Bel	low	Me	eets	Exc	eeds	Points	Tie
Project Usability	Demon	strated	Expec	tations	Expec	tations	Expec	tations	Earned	Breaker
Video plays successfully	Media no	ot usable	Media usal submitted a event gu		Media usable and	but not plug play		e in multiple yers		
	0	0	7	0	14	0	20	0		
Video Content				I		I	I	I .	Į.	
Fully address the concept and/or topic	Concept and not fol		Concept and fully de	or topic not veloped	,	resses the ad/or topic	of concept a	o knowledge and/or topic Ty based on leo		
	0	0	7	0	14	0	20	0		
Video contains multiple elements providing evidence of production	No evideno product demon	ion skill	Video is des limited video		and use o	ns transitions of multiple plogies	Video contains advanced features such as animation			
skill	0	0	7	0	14 O		20	0		
Grammar, spelling, and	Video contains grammar or spelling errors spelling or gra 0 0 7				ns one gram- pelling errors		ammar and error free			
punctuation			7	0	14	0	20	0		
Copyright information is noted and documented; video content is original	Copyright inf addressed o incorrectly content is r	or addressed AND video not original	Material viola guidelines content is a	OR video not original	documente	aformation is d and video s original	documented representation content in			
	0	0	7	0	14	0	20	0		
Project Evaluation										
Presentation has logical flow of information	Flow of vid		Flow does a	not connect t of the video	appears seq	ogical and uenced with niddle, & end	includes a ca	is logical and ll to action at end		
now of information	0	0	14	0	21	0	30	0		
Quality of editing and transition	There are no or evidence editing inc	e of video	rough and o	Transitions exist but are rough and do not flow easily		ons flow nd serves as a conent of the deo	transitions ar	types of e used and all amlessly		
	0	Ο	14	0	21	0	30	0		
Audio and visual elements are coordinated	Audio ar elements a	nd Visual are limited	Audio ar elements do var	not include	sources incl audio and di visual inclu camera a	a variety of uding direct ubbed audio; des multiple ngles and iques		isual includes effects		
	0	Ο	7	0	14	0	20	0		
Use of video technology	Video techno evid	ology use not lent		orates use of ology	0,		advanced fea	ains multiple atures such as effects		
	0	0	7	0	14	0	20	0		
						Pro	ject Subtota	1 (200 max)		
Penalty Points				I		I		,		
Deduct 5 points	for each instan	ce of project go	idelines not be	ing followed.		0	Total 1	Penalty	-	
							(Grand Total		
Name(s):										
School:				State:						
Judge's Signature:					Date:					
										_



FBLA DIGITAL VIDEO PRODUCTION

P B L CHAPTER		ore per row Al	VD write score	in the Points E			Breake		dd or subtract p		
Expectation Item		lot nstrated		low tations		leets ctations			ceeds ctations	Points Earned	Tie Breake
Demonstrates understanding of the event topic	event topic	standing of OR incorrect c used	inconsistent	ling of topic from video to rmance	Demonstra through pre			the top	es expertise of ic through on and video		
event topic	0	0	3	0	7	0		10	0		
Describes the use and implementation of innovative technology	impleme	tion of use or entation of nology	impleme	eation OR ntation of technology	Implementation and demonstration of video techniques, equipment, and software		demonstra techniques	scription and tion of video s, equipment, oftware			
	0	0	7	0	14	0		20	0		
Explains the design and development process	description	No explanation or description of the design and process O O 7 O 14 O 20 O Expert industry explanation of both design and development process O O 7 O 14 O 20 O									
	0	0	7	0	14	0		20	0		
Incorporates video into presentation	Does not p	present video		2 minutes of resented	incorpora	nutes of vi ted and is ated into the entation		adequate in transitio	o is presented, troduction and n back into entation		
	0	0	7	0	14	0		20	0		
Provides proper documentation of		No document	tation provided		Substantiate			copyright reg esentation	ulations using		
pictures, audio, etc.		0	(С		10			0		
Delivery Skills											
Statements are well- organized and clearly		r(s) did not prepared	prepared, b	er(s) were out flow was ogical	Presentati- logical	on flowed sequence	in	logical statemen	on flowed in a sequence, ts were well anized		
stated	0	0	1	0	3	0		5	0		
Demonstrates self- confidence, poise, assertiveness, and good	demons	c(s) did not trate self- idence		demonstrated nce and poise	Presenter(s) self-confider good voice		and	self-confid good voic	demonstrated dence, poise, e projection, ertiveness		
voice projection	0	0	1	0	3	0		5	0		
Demonstrates the ability to effectively answer questions		to answer stions		completely questions		ely answer	's	in the p complete	with the judges process of ly answering stions		
questions	0	0	3	0	7	0		10	0		
						Peri	forma	ince Subtot	al (100 max)		
Penalty Points (Mar	k all that apr	olv)							(1	<u> </u>
Time over 7 minutes -5	O instan	ct 5 points for once of project gunot being follow	uide	_ 0				Т	otal Penalty	-	
I	mics	being tonov						Perform	nance Total		
							1		al (200 max)		
							<u>'</u>		Grand Total		
Name(s):									oranu 10tal	1	
Name(s):											
School:							Sta	te:			
Judge's Signature:							Dat	te:			



FBLA E-BUSINESS

Project 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.)

Project Usability	No Demon		Bel Expect			Meets ectations		eeds tations	Points Earned	Tie Breaker
	Demon	Strated	Website usa		•		1	ntains more	Larried	Dicarci
Website usability and	Website is	not usable	submitted a	ccording to		sable and meets uidelines	features th	nan what is		
navigation	0	0	event gu 7	iidelines O	14	0	required in t	the guidelines		
	U	0	,	0		ont, sound, and				
Color/contrast,	No design		Contrast, for			choice are		nt, sound, and e enhance the		
backgrounds, and font are appropriate for the topic	app	lied	design choice	is distracting		riate for the ept/topic		for the user		
appropriate for the topic	0	0	7	0	14	0	20	0		
Graphics appropriate for	No graph		Graphics are	e distracting		are appropriate		enhance the		
topic	principle:	s арриец О	7	0	14	oncept/topic	20	for the user		
Site Content	-				-					
			т · ·	11			User with n	o knowledge		
Fully address the topic	Topic is no	ot followed	Topic is devel		Topic is f	ully addressed		can identify		
,	0	0	7	0	14	0	based on site			
Site contains multiple	No evidence				11					
elements providing	product		Website is de limited			ontains use of		contains d features		
evidence of production	demon	strated	limited	reatures	multiple	technologies	advance	a reatures		
skill	0	0	7	0	14	0	20	0		
	Website conta	ains grammar	Website cont			e contains 1	Website is g	grammar and		
Grammar, spelling, and punctuation	or spellir			spelling or grammar errors		grammar and no spelling errors		error free		
punctuation	0	0 O		0	14 O		20	0	1	
Cir. 1	Copyright	Copyright information no		addressed	Substantia		to copyright regu	ulations using		
Site documentation and copyright compliance		incor	,				presentation			
Project Evaluation	())		10	()		
1 loject Evaluation	Site is not cor	aanatilala yyitk	Cito io only	a compatible	Site opens	appropriately	Site opens a	ppropriately		
Site is compatible with	any pla	tforms	Site is only with one			st 2 platforms		n 2 platforms		
multiple platforms	0	0	3	0	7	0	10	0		
	Code contain	ns errors that	Code contain	ns errors that	0.1.	ā		commented		
Site interactivity functions and is error free	prevent the	execution	did not preve	ent execution	Code 1	s error free		ogic used and block of code		
	0	0	7	0	14	0	20	0		
	NY 1 1	/ 1	Checkout/sl	nopping cart	Chaelrout	/shopping cart	Checkout/s	hopping cart		
Al-Tites to account a sale	No checkou cart option	11 0	available	but not		and functional		ith multiple		
Ability to execute a sale	*		funct		14	0	20	tions available	-	
	0	0	7	0	14	U		onsistent and		
Website elements are	Only one prese	1 0	Pages are no	ot consistent	Pages as	re consistent	elements e	enhance the		
consistent across all pages			_		14	0	experience 20	for the user		
	0	0	7	0	14		oject Subtota	ŭ		
Penalty Points							ojeci subiota	1 (200 Max)		
Deduct 5 points for eac	l. it			1		<u> </u>		Г-4-1 D14		
Deduct 3 points for eac	ii iiistance oi p	roject guidenne	s not being ton	owed.	C	<u> </u>	1	Total Penalty	-	
								Grand Total		
Name(s)										
School:					State: Date:					
Judge's Signature:										



	erformaı (Mar	E-BUSIN nce Ratin k one score per	g Sheet	e score in the F		Final			nn to add or sul	otract points	s to break
Expectation Item		Not nstrated		low tations	Me Expec	ets		Exce Expec		Points Earned	Tie Breaker
Fully addresses the topic		ot followed	Topic is	not fully essed	Topic is full		sed	User, with no of topic, ca	o knowledge an identify		
	0	0	3	0	7	0		10	0		
Explains the website usability and navigation	Website is	s not usable	not follo	ble but does ow event elines	Website usab		eets	Website con features the required in the	an what is		
usability and navigation	0	0	7	0	14	0		20	0		
Site contains multiple elements providing evidence of production	produc	ce of website tion skill nstrated		esigned using features	Website cor multiple te			f Website contains advanced features			
skill	0	0	7 O 14			0		20	0		
Explains the development of media elements such as graphics, video, etc.		tion of media nents		two media ats used	Explains the media elem			Explains the media eleme identifies wh sele	nts used and ny they were		
8-4	0	0	7	0	14	0		20	0		
Site documentation and		entation and co ddressed or add	1, 0					sed and substantiated compliance ons using visual representation			
copyright compliance		0	()	1	0)		
Delivery Skills			ı		ı					Ī	
Statements are well- organized and clearly		Presenter(s) did not appear prepared		Presenter(s) were prepared, but flow was not logical		Presentation flowed in logical sequence		statements were well organized			
stated	0	0	1	0	3	0		5	0		
Demonstrates self- confidence, poise, assertiveness, and good	demons	c(s) did not trate self- idence	Presenter(s) demonstrated self-confidence and poise		Presenter(s) demonstrated self-confidence, poise, and good voice projection		, and	Presenter(s) of self-confide good voice and asset	ence, poise, projection,		
voice projection	0	0	1	0	3	0		5	0		
Demonstrates the ability to effectively answer questions		to answer stions		completely questions	Complete ques	1.	rs	Interacted wi in the pr completely ques	ocess of answering		
4	0	0	3	0	7	0		10	0		
						Peri	forma	ance Subtota	1 (100 max)		
Penalty Points (Mark											
Time over 7 minutes -5	O De	duct 5 points fo	r each instance being followed.	of guidelines n	ot	0		Tot	al Penalty	-	
								Perform	ance Total		
							1	Project Total	l (200 max)		
								G	Frand Total		
Name(s):											
School:							Sta	te:			
Judge's Signature: Date:											



FBLA ELECTRONIC CAREER PORTFOLIO

FBLA PBL CHAPTER	Project F	Rating Sh	neet	CAREE write score in the	☐ Prelim	inary Roun	d	ımn to add or sı	abtract point	ts to break
Expectation Item		ot		elow ectations		eets tations		ceeds ctations	Points Earned	Tie Breaker
Resume	Resume not	included or	Provides resume experiences	s a review of e including s, qualifications, secial skills	Provides a	a review of ng multiple ıl aids	Provides resume an interactive technol	a review of d integrates e features of logy into ntation	Larred	Bicarci
	0	0	3	0	7	0	10	0		
Career research		search not demonstrated		arch on desired areer	career and personal qua	ch on desired correlates diffications to career	qualificatio and incorpor	search and ns for career rates statistics, and obstacles		
	0	0	3	0	7	0	10	0		
Career related education		nstration of ed education	school activ	ormation about vities and work eriences	school activi experiences	mation about ties and work and how one or the other	education a details abo	xperience and and provides out a career h project		
	0	0	7	0	14	0	20	0		
Special skills or proficiencies	special	nstration of skills or iencies	skill or pro	out one special ficiency related ired career	skill or profic to desired car earned and I them qualif	t one special ciency related reer they have now it makes ied for their d career	least one proficience desired care linked to a c	correlates at special or y related to er skill that is ertification or sement		
	0	0	7	0	14	0	20	0		
Identifies sources	No source	s identified	sourc develo	Identifies at least one data source used in development of presentation		least two data used in ment of ntation	research to	es sources and qualification, and career		
	0	0	3	0	7	0	10	0		
Portfolio Usability										
Navigation is easy and	Navigation n	nade no sense	Navigation	n was difficult	~	vas somewhat ctive	0	was easy and ective		
effective	0	0	3	0	7	0	15	0		
Clear presentation with logical arrangement of	Presentation	was not clear		n had very little	somewh	on flowed in at logical		n flowed in a al sequence		
information	0	0	3	0	7	0	15	0		
	1	ı	1	1	1	Perform	ance Subtota	al (100 max)		
Penalty Points						1 61101111	arree Subtott	ii (100 iiiux)		
Deduct 5 points for each in	nstance of guidel	ines not being	followed.	0			7	Total Penalty	-	
				1	1		(Grand Total		
Name:										
School:						Sta	te:			
Judge's Signature:						Da	te:			



FBLA ELECTRONIC CAREER PORTFOLIO

	Perfor	ma	nce Rati	ng She	et			Final Rou	nd	mn to add or sub	otract points	to break
Expectation Item	D	Nemon	ot strated	Ex	Below pectation			ets tations		ceeds ectations	Points Earned	Tie Breaker
Resume	Resur	ne not	included or strated	Provid resur experience	les a rev me inclu	riew of ading ifications,	Provides a	review of ng multiple l aids	Provides resume a interactiv techno	s a review of nd integrates re features of blogy into entation		
	0		0	3		0	7	0	10	0		
Career research	include		earch not lemonstrated		search o	on desired	personal qua this c	correlates lifications to career	Shares research and qualifications for career and incorporates statistics, data, salary, and obstacles			
	0		0	3		0	7	0	10	0		
Career related education			stration of d education	school ac		on about and work es	experiences	nation about ties and work and how one or the other	education details al	experience and and provides bout a career ch project		
	0		0	7		0	14	0	20	0		
Special skills or proficiencies	sı		stration of skills or encies			cy related	skill or profic to desired car earned and h them qualif	t one special ciency related eer they have now it makes ied for their I career	least on proficien desired car linked to a	d correlates at e special or cy related to eer skill that is certification or orsement		
	0		0	7		0	14	0	20	0		
Identifies sources	Nos	sources	s identified	sou dev	s at least arce used elopment esentati	nt of	develop	east two data used in ment of ntation	research to	nks sources and o qualification, , and career		
	0		0	3		0	7	0	10	0		
Delivery Skills												
Statements are well- organized and clearly stated	Preser	nter die prep		but flow		repared, ot logical	logical s	n flowed in equence	logical statemer	on flowed in a sequence, ats were well ganized		
	0		0	3		0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good voice projection	de			self-conf		enstrated and poise	0	ce, poise, and projection	self-confi good voic and as	demonstrated dence, poise, ce projection, sertiveness		
voice projection	0		0	3		0	7	0	10	0		
Demonstrates the ability to effectively answer questions	Ur	nable to quest			not com ver ques	tions	ques	ly answers tions	in the complete	with the judges process of ely answering estions		
	0		0	3		0	7	0	10	0		
								Performa	ance Subto	tal (100 max)		
Penalty Points (Man	k all tha			1			T		1		1 1	
Time over 7 minutes -5	0		duct 5 points for ance of guideling being follower	nes not	-5	0				Total Penalty	-	
										Grand Total		
Name:												
School:								Sta	te:			
Judge's Signature:								Da	te:			



FBLA ENTREPRENEURSHIP
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.)

Expectation Item	N Demon	ot istrated	Bel- Expect			eets etations		ceeds ctations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines		tion or case sis provided ms defined	Describes ar case study sy defines the	ynopsis OR	case study sy	and provides ynopsis AND e problem(s)	case study sy definition	es expertise of ynopsis AND on of the lem(s)		
problem(s) to be solved	0	0	5	0	10	0	15	0		
Identifies alternatives and the pro(s) and con(s) of	No alternativ	ves identified	Alternative(s pro(s) and/o not ana	or con(s) are	given and	pro(s) and e analyzed	and multip	rnatives given ble pros and zed for each		
each	0	0	7	0	14	0	20	0		
Identifies logical solution and aspects of implementation	No solution	n identified	Solution pro implementati devel	ion plan not oped	implemen	olution and station plan ad developed	implemen developed a	olution and station plan and necessary s identified		
	0	0	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Business Plan/ Community and business relations/ legal issues/ initial capital and credit/personnel management/financial management marketing	No comp demon	petencies istrated	One or two c are demo			petencies are astrated	compete	or more encies are nstrated		
management/taxes/ government regulations	0	0	7	0	14	0	20	0		
Delivery Skills	•				•	•		•		
Statements are well- organized and clearly stated	Presenter appear p	` '	Presenter prepared, bu not lo	ut flow was		on flowed in sequence	logical s statement	n flowed in a requence, s were well nized		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	Presenter demonst confid		Presenter(s) d self-confiden		self-confiden	demonstrated ace, poise, and e projection	self-confid good voice	demonstrated ence, poise, e projection, ertiveness		
voice projection	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions	Unable t ques	o answer tions	Does not c answer q			ely answers	in the p	rith the judges rocess of y answering stions		
1	0	0	3	0	7	0	10	0		
						Perform	ance Subtota	al (100 max)		
Penalty Points						1			1	ı
Deduct 5 points	for each instan	ce of guidelines	s not being follo	owed.		0	To	tal Penalty	-	
							(Grand Total		
				Ol	bjective Test	Score (to be	used in the e	vent of a tie)		
Name(s):	Name(s):									
School:				Sta	te:					
Judge's Signature:						Da	te:			



FBLA FUTURE BUSINESS LEADER

FBLA FUTURE BUSINESS LEADEN

Interview Materials 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

(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 Regale

Cover Letter		Not Below Meets Demonstrated Expectations Expectations				etations	Earned	Breaker		
States award applying for	No awar	rd stated		ed does not alification	match of	d and shows award to cations	match of qualifica	d and shows f award to tions with ed experience		
	0	0	2	0	3	0	4	0		
Promotes self in letter: Lists skills, achievements, volunteerism, experience,	No promo inclu						achieven multiple vol	cills, academic nents, and lunteerism or riences		
etc.	0	0	4	0	6	0	8	0		
States that the resume is included with the letter and asks for interview	No resume s interview			ne included not ask for view	States resum and asks	e is included interview	asks for provides of	ne is included, interview, oportunity to e information		
and asks for interview	0	0	2	0	3	0	4	0		
Resume										
Targets award on cover	No aware	l targeted	0	ard does not ver letter	Targeted aw cover	rard matches letter		ports targeted cover letter		
letter	0	0	2	0	3	0	4	0		
Reader friendly – categories can be found	Resume is	unreadable	Resume distra	design is acting	Resume is re	eader friendly		rofessional in argeted award		
easily, white space utilized, professional fonts and font sizes	0	0	4	0	6	0	8	0		
Includes education, activities, and volunteerism or	No education volunteerism information	n, experience	Two section	ns included	Three section	ons included		ore sections geted award		
experience information	0	0	4	0	6	0	8	0		
Brief, concise information	Resume is lor paş	~	Information in paragra		identified wi	are clearly ith organized nation	organized ir each section	entified and aformation in on supports d award		
	0	0	2	0	3	0	4	0		
Spelling & Grammar										
Documents are free of spelling, punctuation, and	Three or n	nore errors	Two	errors			grammatica not mo	elling or al errors, and re than 1 tion error		
grammatical errors	0	0	3	0	7	0	10	0		
					In	terview Mat	erials Subto	tal (50 max)		
Penalty Points										1
	Deduct 5 p	oints for each i	nstance of guid	lelines not bein	g followed.		O To	tal Penalty	-	
							(Grand Total		
Name:										
School:						Sta	te:			
Judge's Signature:	Date:									

	BLA F			NESS LI	EADE	R					
P R FLORIDA I	nterview	Rating S	Sheet				ninary R				
L ***** (1	Mark one score pe			nts Earned colun	nn. Use Tie F	Meets			ts to break ties.)	Points	Tie
Expectation Item	Demon		_	tations	Ex	pectati		_	tations	Earned	Breaker
	Has not been		Has limited	participation			nunicate		xplain how		
Illustrates participation in	FBLA other membershi		in FBLA acti	ivities OR has			n FBLA h school		tion and experiences in		
and leadership experiences in FBLA	attend one st	tate/national		ed FBLA	and dis	cuss lea	adership	FBLA have t	ransferred to		
	confe 0	rence	5	0	experie 10	ences in	FBLA O	other areas of	f his/her life		
	0	0	5	0	10		U				
	No evid	lence of	Participates	s in only one	n				xplain how in FBLA has		
Explains participation in	participatio	on in other	additional so	chool and/or			pation in and/or	complen	nented or		
other school and/or community organizations	school and/o			organization an FBLA	commun	ity orga	nizations		other school ommunity		
								organi	zations		
	0	0	5	0	10		0	15	0		
			Has limite	ed areas of	Is able	to expl	ain and		xplain how in FBLA has		
Explains and shows areas of outstanding	No other ac outside o		outstanding	achievement	show are	as of ou	utstanding	complen	nented or		
achievement	outside)1 1 D121	other th	an FBLA	ac	hievem	ent		ther areas of achievement		
	0	0	5	0	10		0	15	O		
									cuss how the		
				an idea for a as developed		1	olans and		were decided plans will be		
Indicates understanding of	No career p	olans at this ne	no solid	plans OR			dence that dedge has	achieved. Ca	n also discuss		
career knowledge and career plans	CII.	ne		any career zledge		en obtai	0		er knowledge d and how it		
			KHOW	ricuge					e used		
D 4 1 1 D	0	0	5	0	10		0	15	0		
Professional Presenta	ation Skills										
	Participant o	loes not use	Competito	r's greeting,	Compe	titor ha	s strong		is creative in duction of		
Demonstrates proper	proper g	greeting,	introduction	, OR closing	greeting	g, intro	duction,	themselves as	nd asks for or		
greeting, introduction, and closing	introduction	, OR closing	was	weak	AN	VD clos	sing	*	ow-up action onclusion		
	0	0	5	0	10		0	15	0		
	Competito	or did not	Competitor	demonstrated	Compet	itor use	ed strong	Competit	or led the		
Demonstrates strong self- confidence, appropriate	demonst	rate self-	minimal self	f-confidence,	eye con	tact, app	propriate		process and		
assertiveness, and	OR entl	ussertiveness, nusiasm		ness, AND usiasm		iveness, nthusias			sed interview ne		
enthusiasm	0	0	3	0	7		0	10	0		
	Verbal ANI			or nonverbal			ere clearly		munications		
Demonstrates proper verbal and nonverbal	communicat inappre			tion skills are distracting			ng good propriate		excellent; mmunication		
communication skills					0	ly langu	iage		tural		
Application Material	0	0	3	0	-/		0	10	0		
Application Material	s	No motoriale	were brought				Matariala xx	ere brought.			
Student brought application materials to		No materiais					Materials w	ere brougiit.			
interview	0		0				5		0		
							Inter	view Subtota	1 (100 max)		
Penalty Points										, ,	
Deduct 5 points for	r each instance	of guidelines no	ot being follow	ed.		0			tal Penalty	-	
									rview Total		
						Ma	terials De	rejudged Sco	1 (100 max)		
Name:						1412	uciiais FI	Grand Tota			
School:					State:	I		314114 1014	- (=co man)	<u> </u>	
Judge's Signature:					Date:						



FBLA FUTURE BUSINESS LEADER

Interview 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

Expectation Item	No Demon		Bel Expect		Me Expect			Exce Expect		Points Earned	Tie Breaker
Illustrates participation in and leadership experiences in FBLA	Has not been FBLA other membership attend one st confer	than to pay p dues and ate/national Has limited participation in FBLA activities OR ha had limited FBLA			Is able to concentration participation throughout and discuss experience	n in FBL/ high school leadership	A ol P	Is able to e participa leadership ex FBLA have t other areas o	tion and experiences in transferred to		
Explains participation in other school and/or community organizations	No evid participatio school and/o organiz	ence of n in other r community	Participates additional scl community of other tha	in only one hool and/or organization	Explains par other scho community o	rticipation ool and/or	:	Is able to e participation complement enhanced of and/or coorganiz	xplain how in FBLA has nented or ther school ommunity		
Explains and shows areas of outstanding achievement	No other accountside of	nievements	Has limited outstanding a other tha	d areas of achievement	Is able to e	explain and		Is able to e participation complement enhanced of outstanding	xplain how in FBLA has nented or ther areas of		
Indicates understanding of career knowledge and career plans	No career p	lans at this	May have an career but ha no solid p obtained a knowl	n idea for a s developed blans OR my career	Knows care shows some of the career knows been of	er plans ar evidence t nowledge l	hat	Is able to discareer plans vand how the achieved. Car how the caree was acquired will be	cuss how the were decided plans will be a also discuss er knowledge d and how it		
	0	0	5	0	10	0		15	0		
Professional Presenta	tion Skills										
Demonstrates proper greeting, introduction, and closing	Competitor of proper g introduction,	reeting,	Competitor introduction, was v	OR closing	Competitor greeting, in AND	troduction		Competitor: their intro themselves ar provides follo in the co	nd asks for or ow-up action		
	0	0	5	0	10	0		15	0		
Demonstrates strong self- confidence, appropriate assertiveness, and	Competito demonstr confidence, a OR enth	rate self- ssertiveness,	Competitor d minimal self- assertivend enthus	confidence, ess, AND	Competitor eye contact, assertiven enthu	appropria ess, AND		Competition interview properties of the competition	process and sed interview		
enthusiasm	0	0	3	0	7	0		10	0		
Demonstrates proper verbal and nonverbal communication skills	Verbal AND communication inappropriate in the communication of the commu	on skills are opriate	Verbal and/o communicati weak or d	ion skills are istracting	All questions answered u grammar and body la	asing good l appropria nguage	ł	Verbal come skills are nonverbal co- is na	excellent; mmunication tural		
Application Materials	0	0	3	0	7	0		10	0		
Application Waterials	•	NT	1 1.			37.	,	1 1.			
Student brought application materials to		No materials				Materi	ais we	ere brought			
interview	0		0					5	0		
						Iı	nterv	view Subtota	l (100 max)		
Penalty Points	Deduct 5 points for each instance of guidelines not being followed.			1				T .	1D 1		
Deduct 5 points i	or each instance	e or guidelines	not being follov	wea.		0			al Penalty Frand Total	-	
Name:	Jame:					L			nanu I Utal		
School:					State:						
Judge's Signature:					Date:						



	BLA GI oduction (Marl ties.)	Rating	She			relimina column.	•		er colu	mn to add or st	ıbtract point	s to break
Expectation Item	N			Below		leets				eeds	Points Earned	Tie
Theme	Topic is not		pı	At least one of the comotional materials addresses the topic	All materia	ls address	the	All pr	comotic ows the	onal materials e fully and developed e/topic	Earned	Breaker
	0	0	7	0	14	0		20	0	0		
Elements included	Elements are		b	ments are appropriate at do not direct the ience to a specific item	Elements a	re suitable opriate	and	appro	opriate owards	are suitable, and directed a specific ence		
	0	0	7	0	14	0		20	0	0		
Layout	Does not cre or desire for			two or more features the design that have balance	Layout h	as directio	n		nstrate	of layout direction and ance		
	0	0	2	0	6	0		10	0	0		
Fonts and type style	Inconsiste inappro	,	U	ses consistent fonts		and type st priate for t esign		suppo	ort the	nd type style look and feel erall image		
	0	0	2	0	6	0		10	0	0		
Format	Inconsiste inappro	opriate	tl	Format is consistent proughout materials		led audien	ce	appro a	priate a aestheti	onsistent and and enhances c appeal		
	0	0	2	0	6	0		10	0	0		
Graphic Design	Lacks cı	reativity	Sl	hows support of the topic	Shows	creativity			nality, a	reativity, and supports pic		
	0	0	3	0	7	0		1.	5	0		
Attention and eye appeal	Lacks ey	e appeal	H	las one element that grabs attention	Is appeali	ng to look	at			attention and the audience		
7 11	0	0	3	0	7	0		1.	5	0		
						Per	form	ance Su	ubtota	ıl (100 max)		
Penalty Points												
Dedu	ct 5 points for e	ach instance o	f guide	lines not being followed				0	To	tal Penalty	-	
									(Grand Total		
N. ()												
Name(s):												
School:							Sta	ite:				
Judge's Signature:							Da	ite:				



FBLA F PBL CHAPTER PO	erforman	ce Ratin	C DESI			Final Rou		r colui	mn to add or su	ıbtract point	s to break
Expectation Item	N Demon			low		eets		Exc	eeds tations	Points Earned	Tie Breaker
Description of the event topic and materials	Materials no and/or on elements are incom	ot described the or more the missing or	Event topic one of the	and at least e materials ribed	Event to	pic and all described	All mand	aterial the p	s described resenters e different ogether	Earned	Dieakei
	0	0	7	0	14	0	20		0		
Explains the design and development process	No expla description (and p	of the design rocess	developme	e design OR ent process	and the de	th the design evelopment cess	expl design	anatic			
	0	0	7	0	14	0	20		0		
Create interest and desire for the design	Does not cr or desire fo	r the design	features of the would assist pro-	two or more ne design that in selling the duct	features of the would assist pro-	our or more ne design that in selling the duct	feature in sellir identify connec brand	s that ng the how ted to	would assist product and the design is the existing the company		
	0	0	7	0	14	0	20		0		
Consistency in graphic design to theme	Consistence design to addre	theme not	design is con	ow graphic nsistent with eme	aids the co	es with visual onsistency aphic design heme	of the t it relate and the	opic a s to g eme ii	nterpretation and design as raphic design ncluding use ad aids		
	0	0	7	0	14	0	20		0		
Delivery Skills Statements are well- organized and clearly stated	Presenter(٠,	prepared, b	er(s) were out flow was ogical		on flowed in sequence	log	gical so	n flowed in a equence, s were well nized		
stated	0	0	1	0	3	0	5		0		
Demonstrates self- confidence, poise, assertiveness, and good	Presenter(demonst confid	rate self-		demonstrated nce and poise	self-confiden	demonstrated ice, poise, and e projection	self-co good	onfide voice	demonstrated ence, poise, projection, rtiveness		
voice projection	0	0	1	0	3	0	5		0		
Demonstrates the ability to effectively answer questions	Unable t ques			completely questions		ly answers	in	the pr	th the judges rocess of answering tions		
queodono	0	0	3	0	7	0	10		0		
						Perforn	nance Sul	otota	l (100 max)		
Penalty Points (Marl	all that ap	ply)									
Time over 7 minutes -5	Deduct !	points for eac	ch instance of g	uidelines not b	eing followed.		0	Tot	tal Penalty	-	
-								G	Frand Total		
Name(s):											
School:							State:				
Judge's Signature:							Date:				



FBLA FOR PORTION PORTION	erforman	ce Ratin	g Sheet	e score in the P	☐ Final R		se Tie	Breaker colum	nn to add or sub	tract points	to break
Expectation Item		ot strated	_	low tations		leets ctations			eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	No descrip study synop no probler	sis provided	case study s	and provides synopsis OR problem(s)	Describes case study s defines th		ND	case study sy definition	es expertise of enopsis AND on of the dem(s)		
problem(s) to be solved	0	0	3	0	7	0		10	0		
Communicates position on problem of case study	No po commu	inicated	not related	ates position to problem		n of the ca		profession position on case	icates in a nal manner problem of study		
	0	0	3	0	7	0		10	0		
Identifies logical solution and aspects of implementation	No solutio	n identified	implementa	ovided, but tion plan not loped		olution and ntation plan nd develop	n	implemen developed a	olution and tation plan nd necessary identified		
impomonauson	0	0	3	0	7	0		10	0		
Displays empathy/ diplomacy when responding to case study	No empathy displ		displayed in	r diplomacy response to y problem	Empathy a displayed is case stud		to to	diplomacy s resolution o	empathy and skills add to of case study olem		
problem	0	0	3	0	7	0		10	0		
Shows knowledge of terminology and components related to the	No understa			is presented panded on	impleme	erstanding ology and ntation inte entation		communic enough fo	ology is cated clear or client to on own		
case study	0	0	3	0	7	0		10	0		
Demonstrates conflict resolution and closure to	No closure v	vas provided		as closed OR as resolved	Conflict wa situation	s resolved, has closur		situation has	resolved, the closure, and satisfied		
the case study	0	0	7	0	14	0		20	0		
Delivery Skills											
Statements are well- organized and clearly stated	prep		but flow wa	ras prepared, is not logical	logical	on flowed sequence	in	logical so statements organ	n flowed in a equence, s were well nized		
	0	0	3	0	7	0		10	0		
Demonstrates self- confidence, poise, assertiveness, and good voice projection		rate self- dence	self-confider	emonstrated nce and poise	Presenter of self-confider good voice	nce, poise, e projectio	and	self-confide good voice and asse	emonstrated ence, poise, projection, rtiveness		
voice projection	0	0	3	0	7	0		10	0		
Demonstrates ability to effectively ask and answer questions		sk or answer tions	answered an	ions were d at least one was asked		ns were cle ed and two were aske		answered an	s were clearly ad more than stions were ked		
^	0	0	3	0	7	0		10	0		
						Perf	forma	nce Subtota	l (100 max)		
Penalty Points					ı	 					
Deduct 5 point	ts for each insta	nce of guidelin	es not being fo	llowed.		_ 0			l Penalty	-	
								Ob	Grand Total jective Test to be used in case of tie)		
Name:											
School:							Stat	e:			
Judge's Signature:							Dat				



FBLA HOSPITALITY & EVENT MANAGEMENT

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.)

	ties.)								,	,
Expectation Item		Not nstrated		low tations	Meets Expectations			eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	study synop	otion or case osis provided ms defined	case study s	and provides synopsis OR e problem(s)	case study sy	and provides enopsis AND problem(s)	case study definition	es expertise of synopsis & on of the lem(s)		
problem(s) to be solved	0	0	5	0	10	0	15	0		
Identifies alternatives and the pro(s) and con(s)of each	No alternati	ves identified	pro(s) and/	e(s)given but or con(s) are nalyzed	given and	pro(s) and e analyzed	and multip	matives given le pros and red for each		
Identifies logical solution and aspects of implementation	No solutio	on identified	implementa deve	rovided, but tion plan not loped	Logical so	olution and tation plan d developed	Feasible so implemen developed a resources	olution and tation plan nd necessary identified		
1	0	0	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Manage strategic plan/hospitality marketing concepts/hospitality markets and customers/operation and management/hotel sales process/project management/financial resources/meeting design and layout/event site selection and management/marketing the event/communication and professionalism/legal issues, financial management, and budgeting/current trends/environmental, ethical, and global issues/manage the event/develop financial resources/ manage event budget/human resources/train and manage staff and volunteers/design the program/manage stakeholder relationships/engage speakers and performers/food and beverage sales/managing movement of attendees		petencies nstrated		competencies onstrated		petencies are astrated	compete	or more encies are astrated		

Delivery Skills											
Statements are well- organized and clearly stated	Presenter	(s) did not prepared	prepared, b	er(s) were out flow was		n flowed in equence		logical s statement	n flowed in a equence, s were well nized		
stated	0	0	3	0	7	0		10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not rate self- dence		demonstrated nce and poise	Presenter(s) of self-confiden good voice		d i	self-confid good voice	demonstrated ence, poise, projection, entiveness		
voice projection	0	0	1	0	3	0		5	0		
Demonstrates the ability to effectively answer questions	Unable t ques	o answer tions		completely questions		ly answers tions		in the process	ith the judges rocess of answering tions		
_	0	0	3	0	7	0		10	0		
						Perfor	mance	Subtota	d (100 max)		
Penalty Points											
Deduct 5 p	oints for each	instance of guid	delines not bein	g followed.			0	To	tal Penalty	-	
								Obj	Grand Total jective Test Score (to be in the event of a tie)		
Name(s):											
School:						5	State:				
Judge's Signature:						I	Date:				



FBLA IMPROMPTU SPEAKING

Preliminary I	Round 📮	Final Round
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	BLA IM	ce Rating	g Sheet		☐ Pre	liminary Ro		Final Roun		
Expectation Item	(Mark ties.) No Demon	ot	eow AND write Bel Expect	low	oints Earned co Me Expect	ets	Breaker colum Exce	eeds	Points Earned	Tie Breaker
Incorporate provided topic	Provided to mentioned	opic is not	Topic is r	not clearly	Topic wa	as clearly	Topic wa incorpor expanded t	as clearly ated and	Damed	Dreamer
	0	0	3	0	7	0	10	0		
Identify and execute a consistent theme	No theme	presented	Theme was in not consisten spe	t throughout	Theme ide consistent t	throughout	Personal s utilized exp central	and on the		
	0	0	3	0	7	0	10	0		
Include accurate and appropriate supporting information	No sup information p inappropria us	provided OR te material	One exa supporting i prov	information	Multiple ex supporting i	nformation	Multiple ex supporting i included t enhance t	information o develop		
iniomiauon	0	0	3	0	7	0	10	0		
Delivery Skills										
Introduce the topic immediately (Intro)	Topic was no	ot introduced	Introduction clearly p		Introduction presented an defined im	nd topic was	Introduction presented an defined imm an effective to the spee	nd topic was ediately with ransition into		
	0	0	3	0	7	0	10	0		
Support the topic(s) throughout (Body)	Speech did top	oic	Multiple topi without clear	connections	Central top identified, co supported the spec	nnected, and roughout the	Smooth tran effectively support tl topi	utilized to he central		
	0	0	5	0	10	0	20	0		
Provide effective conclusion	Speech did concl	usion	Conclusio clearly p	resented	Effective cor	ented	Conclusion connection presen	n to entire		
	0	0	3	0	7	0	10	0		
Delivers extemporaneous presentation	Does not audiend		Reads spee from notes v eye co	vith minimal	Glances occasionally v appropriate with au	while keeping eye contact	Glances occasiona appropriate and utilizes body langua gest	lly, keeps eye contact, appropriate ge and hand		
	0	0	5	0	10	Ο	15	0		
Demonstrates self- confidence, poise, assertiveness, and good	Presente: demonst confid	rate self	Presenter ma	nintained eye and poise	Presenter ha contact, poi good voice	se, and had	Presenter de confidence, projection assertive in p	poise, voice , and was		
voice projection	0	0	5	0	10	0	15	0		
						Performa	ance Subtota	l (100 max)		
Penalty Points								,		
Time Penalty for under 3:31 4:29	or over	-5 C	Deduct	5 points for ea	ich instance of g followed.	guidelines not b	peing Tot	al Penalty	-	
	I	l	l				G	Frand Total		
Name:										
School:						Sta	te:			
Judge's Signature:						Da	te:			



FBLA INTERNATIONAL BUSINESS
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.)

Expectation Item		ot istrated		low tations	Ex	Meets pectati			eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines problem(s) to be solved	study synop	tion or case sis provided ms defined	case study s	and provides synopsis OR problem(s)	Describ	es and ly synop	provides psis AND oblem(s)	Demonstrate case study sy definition	es expertise of rnopsis 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	pro(s) and/	(s)given but or con(s) are nalyzed	given	and pro	ternatives o(s) and nalyzed	and multip	matives given le pros and red for each		
each	0	0	7	0	14		0	20	0		
Identifies logical solution and aspects of implementation	No solutio	n identified	implementa	rovided, but tion plan not loped	imple	nentati	ion and on plan leveloped	implemen developed a	olution and tation plan nd necessary identified		
p.cc	0	0	7	0	14		0	20	0		
Demonstrates knowledge and understanding of the event competencies: Basic international concepts/ownership and management/ marketing/finance/ communication (including culture and language)/		petencies istrated		competencies onstrated		ompete monstr	encies are ated	compete	or more encies are astrated		
ethics/taxes and government regulations/ currency exchange/ international travel/career development	0	0	7	0	14		0	20	0		
Delivery Skills											
Statements are well- organized and clearly stated		(s) did not prepared	prepared, b	er(s) were out flow was ogical		tation fl cal sequ	lowed in uence	logical s statements	n flowed in a equence, s were well nized		
stated	0	0	3	0	7		0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not crate self- dence		demonstrated nce and poise	self-conf	idence,	nonstrated poise, and ojection	self-confid- good voice	demonstrated ence, poise, projection, rtiveness		
voice projection	0	0	1	0	3		0	5	0		
Demonstrates the ability to effectively answer questions		o answer tions		completely questions		oletely a	answers ns	in the process in the	ith the judges rocess of answering tions		
questions	0	0	3	0	7		0	10	0		
	•	•	•	•	•		Performa	ance Subtota	1 (100 max)		
Penalty Points					T	1				1	
Deduct 5 points f	or each instance	e of guidelines	not being follow	wed.		0		Total P		-	
								Objective Te	est Score (to case of a tie)		
Name(s):							<u> </u>	De abea m		<u> </u>	
School:							Sta	te:			
School: State: Judge's Signature: Date:											



П	Preliminary	Pound	Final	Round
ч	Preliminary	Kouna	 rınaı	Kouna

FBLA INTRODUCTION TO BUSINESS PRESENTATION

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.)

Expectation Item	Not Demonstrated		Below Expectations		Meets Expectations		Exceeds Expectations		Points Earned	Tie Breaker
Demonstrates understanding of the	No understar topic OR in	nding of event correct topic sed	Understanding of topic inconsistent from the event guidelines		Demonstrat	tes the topic resentation	Demonstrates use of industry terminology in the topic			
event topic in presentation	0	0	5	0	10	0	15	0		
Describes the purpose with a logical sequence of		e of purpose l sequence	logical seque	stated OR ence of ideas	Purpose is described using a logical sequence of ideas		Purpose is well-defined in a logical sequence to accomplish it			
ideas	0	0	3	0	7	0	10	0		
Summarizes information from the event topic and identifies recommendations	No summary or recommendations identified		Recommendations or summary provided, but plan not developed		Summary was effective and logical recommendations developed		Summary provided logical connection to all aspects of the event topic through entire presentation, with feasible recommendations identified			
	0	0	5	0	10	0	15	0		
Uses technology for proper formatting, design elements, and business	No use of	technology	Demonstrates the use of 1–2 technology features		Demonstrates the use of 3–4 technology features		Demonstrates the use of 5 or more technology features			
presentation features	0	0	7	0	14	0	20	0		
Uses suitable and accurate statements of information		statements are curate	,	atements are		ments of are accurate	All states information with support			
in presentation	0	0	3	0	7	0	10	0		
Provides proper documentation to comply with state and federal		No documenta			visual rep		o copyright regulations using resentation			
copyright laws	-	0	0		10		0			
Delivery Skills							I		1	
Statements are well- organized and clearly stated with use of industry	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 well organized			
language	0	0	1	0	3	0	5	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not trate self- dence	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	1	0	3	0	5	0		
Demonstrates the ability to effectively answer	Unable to answer questions		Does not completely answer questions		Completely answers questions		Interacted with judges in the process of completely answering questions			
questions	0	0	3	0	7	0	10	0		
						Performa	ance Subtota	1 (100 max)		
Penalty Points (Mark										
Time over 7 minutes -5 O	Deduct 5 poinstance of g being fo	uidelines not		0		Total I	Penalty		-	
Performance Grand Total										
Name(s):										
School:						Sta	te:			
Judge's Signature	-									



FBLA INTRODUCTION TO EVENT PLANNING

	rforman	ce Rating						on to add or sub	atmet points	to break
Expectation Item	ties.)	(Mark one score per row AND write score in the Points Earned column. Use Tie Breaker column to add or subtracties.) Not Below Meets Exceeds P Demonstrated Expectations Expectations Expectations								Tie Breaker
Demonstrates understanding of the case study and defines problem(s) to be solved	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)			
problem(s) to be solved	0	0	5	0	10	0	15	0		
Identifies alternatives and the pro(s) and con(s)of each	No 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		
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	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Customer service skills/ management skills/event staffing/legal aspects/	No competencies demonstrated		One or two competencies are demonstrated		Three competencies are demonstrated		Four or more competencies are demonstrated			
convention management/ designing and executing an event; crowd control/ pricing/careers in event planning/supply chain management	0	0	7	0	14	0	20	0		
Delivery Skills										
Statements are well- organized and clearly stated	Presenter(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			
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	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	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions		o answer tions		completely questions	*	ely answers stions	in the p completel	rith the judges rocess of y answering stions		
	0	0	3	0	7	0	10	0		
						Perform	ance Subtota	al (100 max)		
Penalty Points										
Deduct 5 points f	or each instance	e of guidelines	not being follow	wed.		0	To	tal Penalty	-	
					- L	1		Grand Total		
							Ob	jective Test Score (to be in the event of a tie)		
Name(s):										
School:						Sta	te:			
Judge's Signature:						Da	te:		·	



FBLA INTRODUCTION TO PUBLIC SPEAKING

□ Preliminary	Round	☐ Final	F
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Expectation Item	Not Demonstrated		Below Expectations		Meets Expectations		Exceeds Expectations		Points Earned	Tie Breaker
Incorporate FBLA-PBL goals into speech	No FBLA-PBL goals mentioned in speech		FBLA-PBL goals were not clearly incorporated into speech		FBLA-PBL goals were clearly incorporated into speech		FBLA-PBL goals were clearly incorporated and implemented throughout the speech			
	0	0	3	0	7	0	10	0		
Identify and execute a consistent theme	No theme	presented	Theme was identified, but not consistent throughout speech		Theme identified and consistent throughout speech		Personal stories are utilized expand on the central theme			
	0	0	3	0	7	0	10	0		
Include accurate and appropriate supporting information	No sup information j inappropria us	provided OR ate material	supporting prov	One example of supporting information provided		Multiple examples of supporting information provided		examples of g information to develop the speech		
	0	0	3	0	7	0	10	0		
Delivery Skills			T .		T .		l			
Introduce the topic immediately (Intro)	Topic was not introduced		Introduction was not clearly presented		Introduction was clearly presented and topic was defined immediately		Introduction was clearly presented and topic was defined immediately with an effective transition into the speech body			
	0	0	3	0	7	0	10	0		
Support the topic(s) throughout (Body)	Speech did not have a topic		Multiple topics presented without clear connections		Central topic(s)were identified, connected, and supported throughout the speech		Smooth transitions were effectively utilized to support the central topic(s)			
	0	0	5	0	10	0	20	0		
Provide effective conclusion	Speech did not have a conclusion		Conclusion was not clearly presented		Effective conclusion was presented		Conclusion provides connection to entire presentation			
conclusion	0	0	3	0	7	0	10	0		
Delivers quality presentation	Does not address audience at all		Reads speech directly from notes with minimal eye contact		Glances at notes occasionally while keeping appropriate eye contact with audience		Delivers memorized presentation and utilizes appropriate body language and hand gestures			
	0	0	5	0	10	0	15	0		
Demonstrates self- confidence, poise, assertiveness, and good	Presenter did not demonstrate self confidence		Presenter maintained eye contact and poise		Presenter had strong eye contact, poise, and had good voice projection		Presenter demonstrated confidence, poise, voice projection, and was assertive in presentation			
voice projection	0	0	5	0	10	0	15	0		
						Performa	ance Subto	al (100 max)		
Penalty Points										
Time Penalty for under 3:31 or over 4:29	-5	O Dec	luct 5 points for not b	r each instance eing followed.	of guidelines		0	Total Penalty	-	
							Grand Total			
Name:										
School:						Sta	te:			
Judge's Signature:						Da	te:			



FBLA INTRODUCTION TO SOCIAL MEDIA STRATEGY

Preliminary	Round	

Expectation Item	Not Demonstrated		Below Expectations		Meets Expectations		Exceeds Expectations		Points Earned	Tie Breaker
•		nding of event	Understanding of topic		Demonstrates the topic		Demonstrates expertise of			
Demonstrates understanding of the	*	correct topic		t from video	0 1	through presentation and video		the topic through presentation and video		
event topic	0	sed O	to perfe	Ormance	7 V1C	0	presentation 10	on and video		
	0	U	3	U			_			
		tion of use or		eation OR	Implemen demonstrati			cription and tion of video		
Describes the use and implementation of		ntation of nology		ntation of technology	techniques,	equipment,	techniques	, equipment,		
innovative technology		· ·			and so			oftware		
	0	0	7	0	14	0	20	0		
Explains the design and	description	nnation or of the design		e design OR	Explains both the design and the development		Expert industry explanation of both design and development			
development process	and p	rocess		F	pro	cess	process			
	0	0	7	0	14	0	20	0		
Incorporates campaign into presentation	Does not pre	sent campaign	but contain models of OR contain that are	is presented as less than 3 social media as 3 models a not well sloped		els of social nd is well	with 3 moo	is presented dels of social nd is fully eloped		
	0	0	7	0	14	0	20	0		
Provides proper documentation of		No documenta	ition provided				o copyright regulations using presentation			
pictures, audio, etc.	0		0		10		0			
Delivery Skills										
Statements are well- organized and clearly	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			
stated	0	0	1	0	3	0	5	0		
Demonstrates self- confidence, poise, assertiveness, and good	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			
confidence, poise,	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions	Unable to answer questions		Does not completely answer questions		Completely answers questions		Interacted with the judges in the process of completely answering questions			
questions	0	0	3	0	7	0	10	0		
	1	<u>l</u>	l	<u>l</u>		Perform	ance Subtota	al (100 max)		
Penalty Points (Mark	z all that app	lv)				1 CHOIIII	unce oubtota	ai (100 IIIax)		
Time over -5			r ooch instan	of midalin	not followed		O To	stal Donalter		
7 minutes -5 O Deduct 5 points for each instance of guidelines not followed O Total Penalty -										
Grand Total										
Name(s):										
School:						Sta	te:			
Judge's Signature: Date:										



	terview I	Materials	ERVIEW Rating S	Sheet	Points Earned c	olumn. Use T	ie Breaker coli	ımn to add or sı	ıbtract point	s to break
Cover Letter	ties.) N Demon		Bel		Me			ceeds ctations	Points Earned	Tie Breaker
States job applying for	No job		Expec Job stated do qualifi	es not match	Expect States job a match o qualific	and shows f job to	States job match qualifica	and shows of job to tions with ed experience	Earned	Dreaker
	0	0	2	0	3	0	4	0		
Promotes self in letter: Lists skills, achievements, experience, etc.		tion of self ided			Describes skills, academic achievements, and experience		Describes skills, academic achievements, and multiple experiences			
•	0	0	4	0	6	0	8	0		
States that the resume is included with the letter and asks for interview	No resume : interview		States resur but does r inter	not ask for	States resume and asks i		asks for provides o	ne is included, interview, oportunity to be information		
and asks for interview	0	0	2	0	3	0	4	0		
Resume							Г		1 1	
Targets job on cover letter	No job	targeted	Targeted jo match co	b does not ver letter	Targeted jo cover			ports targeted over letter		
,	0	0	2	0	3	0	4	0		
Reader friendly – categories can be found easily, white space utilized,	Resume is	unreadable	Resume distra	0	Resume is rea	ader friendly		professional in targeted job		
professional fonts and font sizes	0	0	4	0	6	0	8	0		
Includes education, activities, and experience	No education or experience list	information	Two section	ns included	All three secti	ions included		ctions support ted job		
information	0	0	4	0	6	0	8	0		
Brief, concise information	Resume is lor pag	~	Information in paragr		Sections a identified wit inform	th organized	organized in each secti	entified and nformation in on supports ted job		
	0	0	2	0	3	0	4	0		
Spelling & Grammar									1	
Documents are free of spelling, punctuation, and grammatical errors	Three or n	nore errors	Two	errors	No spelling not more punctua grammati	e than 1 ition or	grammatic not mo	elling or al errors, and re than 1 tion error		
grammaticai errors	0	0	3	0	7	0	10	0		
					In	terview Mat	erials Subto	tal (50 max)		
Penalty Points									, ,	
	Ded	act 5 points for	each instance	of guidelines no	t followed.		O To	tal Penalty	-	
							(Grand Total		
Name:										
School:						Sta	te:			
Judge's Signature:						Da	te:			



FBLA JOB INTERVIEW

Interview Rating Sheet

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

Expectation Item	N Demon			Below Expectations			ons		Exce Expec	eeds tations	Points Earned	Tie Breaker
Demonstrates the ability to understand and respond to interview		t answer	Answers are	Answers are not relevant to question asked			levant to	Answ fully	ers are	relevant and t knowledge on/duties		
questions	0	0	5	0	10		0	1.	5	0		
Relates previous experiences/activities with position's duties and skills necessary to succeed	No evidence experience		One pr experience mentioned bu to position skills necessar	e/activity at not related 's duties or	experie mentione related to p or skills	d and oositio	ctivity is clearly on's duties sary for	exp menti related	erience ioned a d to pos skills ne	previous s/activities nd are clearly sition's duties ccessary for ccess		
	0	0	5	0	10		0	1.	5	0		
Possesses knowledge about the position and career field	No evidence or career fiel	e of position d knowledge	Has limited k the organi understand posi	ization or ling of the	knowl organ underst			both	the orga	nowledge of anization and lemonstrated		
	0	0	5	0	10		0	1.	5	0		
Asks questions that demonstrate an interest in the organization and understanding of the	No quest	ion asked	Question asl not relate organiza understand posi	ed to the ation or ding of the	Question related to or unders	the org	ganization ng of the	direct	ly relate organiza derstano	asked that are and to both the ation and ding of the ation		
position	0	0	5	0	10		0	1.	5	0		
Professional Presenta	tion Skills				I							
Demonstrates proper greeting, introduction, and closing	Participant of proper grintroduction	greeting,	Competitor introduction was v	, OR closing	Competi greeting AN		duction,	thems provide	ir intro elves and des foll	is creative in duction of and asks for or ow-up action onclusion		
	0	0	5	0	10		0	1.	5	0		
Demonstrates strong self- confidence, appropriate assertiveness, and	demonst confidence, a	or did not rate self- assertiveness, husiasm	Competitor d minimal self- assertiven- enthu	-confidence, ess, AND	Competit eye conta assertiv ent	ct, app	propriate , AND	inte	rview p	or led the process and sed interview me		
enthusiasm	0	0	3	0	7		0	1	0	0		
Demonstrates proper verbal and nonverbal communication skills	Verbal ANI communicat inappro	ion skills are	Verbal and/o communicat weak or d	ion skills are	All question answere grammar a body	d usin	g good propriate	sk	ills are	munications excellent; mmunication tural		
	0	0	3	0	7		0	1	0	0		
Application Materials	3				Т							
Student brought application materials to		No materials	were brought				Materials we	ere brou	ıght			
interview	0		0				5			0		
D . D.							Performa	ınce Sı	ıbtota	1 (100 max)		
Penalty Points	-i		elines not follow	J			0		Т-4	tal Penalty	_	
Deduct 3 po	onits for each i	iistance of guid	enties flot follow	wed.				D,		nance Total	-	
					-	Ma	terials Pro			re (50 max)		
										1 (150 max)		
Name:												
School:					State:							
Judge's Signature:					Date:							



FBLA MANAGEMENT DECISION MAKING

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

Expectation Item		ot istrated	Below Expectations			Meets Expectations		Exceeds Expectations			Points Earned	Tie Breaker	
Demonstrates understanding of the case study and defines	study synop	tion or case osis provided ms defined	case study s			tudy sy	and provid nopsis Al problem	ND	case stu- def	dy sy: initio	s expertise of nopsis AND n 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	pro(s) and/	(s)given but or con(s) are nalyzed	give	en and	alternativ pro(s) an e analyzed	d	and m	ultipl	natives given le pros and ed for each		
each	0	0	7	0	14	1	0		20		0		
Identifies logical solution and aspects of implementation	No solutio	n identified	implementa	ovided, but tion plan not loped	imp	olemen	olution and tation pland d develop	n	imple develop	ment ed ar	olution and ation plan and necessary identified		
	0	0	7	0	14	1	0		20		0		
Demonstrates knowledge and understanding of the event competencies: Information and communication systems/ human resource management/financial management/business operations/management		petencies sstrated		competencies onstrated			petencies : nstrated	are	con	npete:	r more ncies are strated		
functions/business ownership/careers/ ethics/marketing/social responsibility/ economic concepts/strategic management	0	0	7	0	14	1	0		20		0		
Delivery Skills													
Statements are well- organized and clearly		(s) did not prepared	prepared, b	er(s) were out flow was ogical			on flowed sequence	in	logi stater	ical se	flowed in a equence, were well nized		
stated	0	0	3	0	7		0		10		0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not crate self- dence		demonstrated nce and poise	self-co	nfiden	demonstrace, poise,	and	self-co good v	onfide voice	lemonstrated ence, poise, projection, rtiveness		
voice projection	0	0	1	0	3		0		5		0		
Demonstrates the ability to effectively answer questions		o answer tions		completely questions	Co		ly answer	S	in to	he pr	th the judges ocess of answering tions		
1	0	0	3	0	7		0		10		Ο		
							Peri	orma	ance Sub	tota	l (100 max)		
Penalty Points		, , ,	1.11	1						т.	1D 1	_	
Deduct 5 p	points for each i	nstance of guid	lelines not follo	wed.			_ ')			al Penalty Frand Total	-	
							Objec	tive		re (to	o be used in cent of a tie)		
Name(s):													
School:								Sta	te:				
Judge's Signature:								Da	te:				



FBLA MANAGEMENT INFORMATION SYSTEMS

FLORIDA CHAPTER

(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	N Demor	ot istrated		low tations		eets tations	_	eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	No descrip study synop	tion or case sis provided ms defined	Describes a	Describes and provides case study synopsis OR case		and provides enopsis AND problem(s)	Demonstrate case study sy definition	es expertise of ynopsis AND on of the lem(s)		
problem(s) to be solved	0	0	5	0	10	0	15	0		
Identifies alternatives and the pro(s) and con(s) of	No alternativ	ves identified	pro(s) and/	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		rnatives given ble pros and zed for each		
each	0	0	7	0	14	0	20	0		
Identifies logical solution and aspects of implementation	No solutio	T	implementa deve	covided, but tion plan not loped	implemen	olution and tation plan id developed	implemen developed a	olution and tation plan and necessary identified		
	0	0	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Business size and scope/ systems analysis and design/object oriented analysis and design/user interfaces/system		strated	are dem	competencies onstrated	demor	petencies are instrated	compete demor	or more encies are astrated		
controls/defining systems	0	0	7	0	14	0	20	0		
Delivery Skills	<u> </u>		1		1		Decontation	n flowed in a		
Statements are well- organized and clearly stated		(s) did not prepared	prepared, b	er(s) were out flow was ogical		on flowed in sequence	logical s statement	equence, s were well nized		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	Presenter demonst confi			demonstrated nce and poise	self-confiden	demonstrated ice, poise, and e projection	self-confid good voice	demonstrated ence, poise, e projection, ertiveness		
voice projection	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions		o answer tions		completely questions		ely answers	in the process completely	ith the judges rocess of y answering stions		
1	0	0	3	0	7	0	10	0		
						Perform	ance Subtota	ıl (100 max)		
Penalty Points										
Deduct 5 points	s for each insta	nce of guideline	es not followed			0	Total	l Penalty	-	
							(Grand Total		
							Score (t	to be used in vent of a tie)		
Name(s):										
						C:	4			
School:						Sta	te:			
Judge's Signature:						Da	te:			



FBLA MARKETING—KURT S. THOMSON AWARD

IDLA	Performa	nce Rati	TING— ng Sheet row AND writ							btract points	s to break
Expectation Item	ties.) N Demon	ot	Bel		M	1eets	3	Exc	eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	No descrip study synop no probler	tion or case sis provided	Describes a case study s defines the	nd provides ynopsis OR	Describes case study defines the	and ;	provides psis AND	Demonstrate case study sy	es expertise of enopsis AND on of the	Earned	Dieaker
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	Alternative pro(s) and/o	or con(s) are	At least two alternatives given and pro(s) and con(s) are 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	Solution pr implementat devel	ion plan not	Logical solution and implementation plan provided and developed		Feasible solution and implementation plan developed and necessary resources identified				
implementation	0	0	7	0	14		0	20	0		
Demonstrates knowledge and understanding of the event competencies: Basic marketing fundamentals/economics/ selling and merchandising/channels of distribution/marketing, information research, and planning/promotion and advertising media/legal, ethical, and social	No comp demon		One or two o		Three con demo			compete	or more encies are astrated		
marketing aspects/	0	0	7	0	14		0	20	0		
e-commerce Delivery Skills											
Statements are well- organized and clearly	Presenter(` '	Presente prepared, b not le	ut flow was	Presentat logical			logical s statements	n flowed in a equence, s were well nized		
stated	0	0	3	0	7		0	10	0		
Demonstrates self- confidence, poise,		rs did not trate self dence		aintained eye and poise	Presenters contact, p	oise,	and had	confidence	demonstrated , poise, and e projection		
assertiveness, and good voice projection	0	0	1	0	3		0	5	0		
Demonstrates the ability to effectively answer questions	Unable t ques	o answer tions		completely questions	Comple que	tely a		in the process in the	ith the judges rocess of answering tions		
	0	0	3	0	7		0	10	0		
							Performa	ance Subtota	l (100 max)		
Penalty Points											
Deduct 5 point	nts for each ins	tance of guidel	ines not followe	ed.		_	0	To	tal Penalty	-	
					 -		Object '		Grand Total		
							Jbjective	Test Score (t	vent of a tie)		
Name(s):											
School:							Sta	te:			
Judge's Signature:							Da	te:			



FBLA PBL CHAPTER	Project	Rating S	heet		ON DE		☐ Prel	iminary Ro		es to break
Application Readability	Ň	ot strated		Below Expectations		eets tations	-	eeds tations	Points Earned	Tie Breaker
Packaged with complete file, readme, and instructions	Incomple	te package		All elements of package are included		All elements of package are included, clearly labeled, and functional		s clear to the even though are included, nnecessary		
motractions	0	0	3	0	7	0	10	0		
Application functionality	lau	n does not nch	**	on launches	Application launches in appropriate IDE (Xcode, Eclipse, Visual Studio)		Application appears to compatible with mor than one platform wh launched			
	0	0	7	. 0	14	0	20	0		
Documentation and copyright compliance			pyright informates			ion addressed a ht regulations u				
	()	()	1	.0	()		
Application Design										
Application addresses the topic/problem		n does not opic/problem	topic/pro	addresses the oblem at a nal level	addres	ses the problem	addres topic/prob correlation is	tion fully ses the lem and the s explained in ructions		
	0	0	14	0	21	0	30	0		
Social media is incorporated into program	Social Me incorp	edia is not orated		nedia platform porated	platfor	e social media rms are porated	directly with	rated to work at least one a application		
incorporated into program	0	0	14	0	21	0	30	0		
Navigation	App navigati	on is unclear	* * *	tion contains ors	and contain	ns no more ne error	free and c	an be used		
	0	0	7	0	14	0	20	0		
Code	Code is incor	rectly written	Code has 3 o	or more errors		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 or graphics	App has a bicon and	pasic custom I graphics		con that tells bout the app	something a	con that tells bout app and into graphics		
	0	0	14	0	21	0	30	0		
Bugs		ultiple bugs pair use		gs 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	14	0	21	0	30	0		
	1	1	1	1	1	Pro	ject Subtota	1 (200 max)		
Penalty Points							,			
	points for each	instance of gu	idelines not bei	ng followed.			0 7	Total Penalty	-	
							(Grand Total		
Name(s):						<u></u>				
School:						Sta	te:			



	Performa	ince Rati	ing Shee	t	ON DEV	☐ Final	Round		ımn to add or s	ubtract poin	its to break
	ties.)			low	Me				eeds	Points	Tie
Expectation Item	Demon			tations	Expect				tations	Earned	Breaker
Demonstrates understanding of the event topic	Application address the to		topic/pro	Application addresses the topic/problem at a minimal level		ion fully ses the roblem		addres pic/prob relation is	tion fully ses the lem and the s explained in ructions		
	0	0	1	0	3	0		5	0		
Explains the planning process used to design the application through planning documents such	No expla description planning	on of the	does not sh	e process but nare tangible documents	Explains the shares tangil docur	ole planning	nning industry t displays ta		rocess using minology and gible planning ments		
as storyboards, flowcharts, etc.	0	0	5	0	10	0		15	0		
Describes user interface (input/output) and application parameters	No explana interface or parameters	application	interface or	either user application neters	Explains l interface and param	l application	ap	plication	nterface and parameters, options that explored		
application parameters	0	0	3	0	7	0		10	0		
Describe the application flow and structure	Application			plication flow	Explains app AND st		w str	ucture, ar ompatible	olication flow, and additional e platforms ored		
	0	0	10	0	20	0		30	0		
Describe the application usefulness	Application u		the application	e purpose of on AND how be used	Explains the using this a	benefits to	app	lication a	nefits of using and how it will get audience		
	0	0	7	0	14	0		20	0		
Delivery Skills											
Statements are well- organized and clearly	Presenter(appear p	` '	prepared, b	er(s) were out flow was ogical	Presentation logical so		L	logical s	n flowed in a equence, s were well nized		
stated	0	0	1	0	3	0		5	0		
Demonstrates self- confidence, poise, assertiveness, and good	Presenter(demonst	rate self-		demonstrated nce and poise	Presenter(s) of self-confidence good voice	ce, poise, a	nd se	elf-confide ood voice	demonstrated ence, poise, projection, rtiveness		
voice projection	0	0	1	0	3	0		5	0		
Demonstrates the ability to effectively answer	Unable to			completely questions	Completel quest			in the prompletely	ith the judges rocess of answering tions		
questions	0	0	3	0	7	0		10	0		
			I.	l	I.	Perfo	rmance	Subtota	l (100 max)		
Т:	all that app	ly)								1	
7 minutes -5	O D	educt 5 points	for each instan	ce of guidelines	not followed.		_ 0	To	tal Penalty	-	
									nance Total		
						-	Proje		1 (200 max) Grand Total		
						L			rand I Olai	I	
Name(s):											
School:							State:				
Judge's Signature:							Date:				



FBLA NETWORK DESIGN

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.)

Expectation Item	N Demon		_	low tations		eets tations	Exceeds Expectations		Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	No descrip study synop no probler	sis provided	case study s	Describes and provides case study synopsis OR defines the problem(s)		and provides vnopsis AND problem(s)	case study sy definition	es expertise of enopsis AND on of the lem(s)		
problem(s) to be solved	0	0	5	0	10	0	15	0		
Identifies alternatives and the pro(s) and con(s) of	No alternativ	res identified	pro(s) and/	Alternative(s)given but pro(s) and/or con(s) are not analyzed		pro(s) and e analyzed	and multip	rnatives given ble pros and red for each		
each	0	0	7	0	14	0	20	0		
Identifies logical solution and aspects of implementation	No solution		implementa deve	rovided, but tion plan not loped	implemen provided an	olution and tation plan ad developed	implemen developed a resources	olution and tation plan nd necessary identified		
	0	0	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Network installation/ network function/ configuration of Internet resources/ backup and recovery/configuring	No comp demon	oetencies strated		competencies onstrated		petencies are instrated	compete	or more encies are astrated		
network/services	0	0	7	0	14	0	20	0		
Delivery Skills										
Statements are well- organized and clearly stated	Presenter appear p		prepared, b	er(s) were out flow was ogical		on flowed in sequence	logical s statement	n flowed in a equence, s were well nized		
stated	0	0	3	0	7	0	10	0		
Demonstrates self- confidence, poise, assertiveness, and good	demons	es did not trate self dence	demonst	(s) did not trate self- dence		demonstrated nee and poise	self-confiden	demonstrated ace, poise, and e projection		
voice projection	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions	Unable t ques			completely questions	*	ely answers	in the process completely	ith the judges rocess of answering stions		
1	0	0	3	0	7	0	10	0		
						Perform	ance Subtota	ıl (100 max)		
Penalty Points									1	
Deduct 5 points f	or each instance	e of guidelines	not being follow	wed.		0	Tota	l Penalty	-	
								Grand Total		
								jective Test e (to be used		
								ne event of a tie)		
								uc)	I	
Name(s):										
School:						Sta	te:			
Judge's Signature:						Da	te:			
<u> </u>										



FBLA PARLIAMENTARY PROCEDURE

	Performa	ance R	LIAMENTARY PROCEDUR ating Sheet per row AND write score in the Points Earned column		Tie Breaker colun	☐ Final R		to break
Motions Classification			Comments		Com	pleted	Points Earned	Tie Breaker
Main Motion					10	0		
Subsidiary Motion					10	0		
Privileged Motion					10	0		
Incidental Motion					10	0		
Bring Again Motion					10	0		
Business of Meeting	<u> </u>					T		
Problem Addressed					20	0		
Proper Use of Parliamentary Terms					10	0		
Voices Projected and Expressions Clear					10	0		
Presiding Official Remained Impartial					5	0		
Members took initiative in meeting					5	0		
				Perfor	mance Subtota	al (100 max)		
Penalty Points Time Penalty for under 8:3	11		Deduct 5 points for each instance of guidelines	I		Total		
or over 11:29	-5	0	not being followed.		_ 0	Penalty	-	
					(Grand Total		
Name(s):								
School:				S	State:			
Judge's Signature:				I	Date:			



FBLA PARTNERSHIP WITH BUSINESS PROJECT

Report Rating Sheet

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

Expectation Item		ot istrated		low tations	Meets Expectations		Exceeds Expectations		Points Earned	Tie Breaker
Project has specific partnership goals and partnership involves a FBLA chapter and a business	This partners	ship does not BLA chapter business	Partnershi	Partnership goals are listed but not well defined		as specific hip goals	Project has defined indicates fur or steps th taken to fur	quantitatively goals and ture activities nat could be ther the work rted	Zanicu .	Dicanci
	0	0	3	0	7	0	10	0		
Explain the responsibilities of the business and chapter	expla	rship roles ained	but respons not ex	re identified ibilities were plained	and respo	re identified onsibilities ained	leadership t througho	eaders and roles evident out project		
leaders	0	0	5	0	10	0	15	0		
Describe planning, development, and implementation of project	develop	e of planning, ment, or ion of project	OR imple	evelopment, ementation n is missing	AND impl activities/ste	evelopment, lementation eps are clearly ribed	and imple activities described a for types o	evelopment, ementation /steps are and rationale f activities is ven		
	0	0	7	0	14	0	20	0		
Show evidence of publicity received		e of publicity eived	publicity wa the report bu	as written in at no evidence v is available	,	recognized by artners	more than o	recognized in ne way by the tners		
	0	0	3	0	7	0	10	0		
Discuss benefits and concepts learned from the partnership and degree of impact on both partners	learned, o	es, concepts r impact is tted		s completed l a purpose	learned, an impact for b is discussed	concepts d degree of both partners with tangible ults	partners to someth dynamically	npacted the o a level that ning has changed with th partners		
as a result of project	0	0	3	0	7	0	10	0		
Evaluate the project	evaluation	ce of project is provided	,	is evaluated	the evalu	evaluated and lation was essed	recommer	evaluated and idations for vere given		
	0	0	3	0	7	0	10	0		
Arrange information according to rating sheet (See above Expectation	sections and	1 or more /or does not ting sheet	but order i	on presented, nconsistent ing sheet	according t	on arranged to the rating eet	order and inc	n the correct cludes written as between tions		
Ìtems)	0	0	3	0	7	0	10	0		
Format and design a business report		ot format iment	excessive v and/or unrel	t formatting, white space, lated graphics photos		formatting t the report	effective u related defin	full bleed, se of space, ned graphics, nt formatting		
	0	0	3	0	7	0	10	0		
Include correct grammar, punctuation, and spelling	punctuation	5 grammar, n, or spelling	punctuation	ammar, n, or spelling ors	not more tha	g errors, and an 2 grammar ation errors	not more tha	g errors, and an 1 grammar ation error		
r	0	0	1	0	3	0	5	0		
	•	•	•	•	•	Re	port Subtota	ıl (100 max)		
Penalty Points							1		Τ	
Deduct 5 points for eac	h instance of re	eport/project g	uidelines not be	eing followed.		0		Penalty	-	
Sahaali					State		(Grand Total		
School:					State:					
Judge's Signature:					Date:					



FBLA PUBLIC SERVICE ANNOUNCEMENT

FBLA PUBLIC SERVICE ANNOUNCE.

Production 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

Meets Exceeds Points Ti

Brea

Expectation Item	N Demon		Bel Expec		Meets Expectations			Exceeds Expectations		Points Earned	Tie Breaker
Topic fully and properly developed		standing of OR incorrect used	Understand			rates the to adio and vi		of the to	ates expertise pic through and video		
	0	0	7	0	14	С)	20	0		
Use and implementation of innovative audio editing and video technology	No use or im of audio		uses 1 camers in focus and	Audio editing OR video uses 1 camera angle or not in focus and poor sound quality		editing has te volume AND vide y uses muli dy, and foo	and o tiple	of video equip	emonstration techniques, ment, and ftware		
	0	0	7	7 O 14 O			20	0			
Include elements that are related to the topic and directed towards a specific	Elements are towards the specific	e topic or a	towards	re related to DR directed a specific ence	Elements a topic AND a speci		towards enhancing the me				
audience	0	0	7	0	14	С)	20	0		
Video is informing and/or evoking a changed attitude towards the issue	Does not evo		effective me	Video does result in an effective message being conveyed		forming an hanged att ls the issue	itude	and/or change towards t calls for ac	s informing evoking a ed attitude the issue and etion from the dience		
	0	0	7	0	14	С)	20	0		
Provides proper documentation of		No document	ation provided		Substantiate	Substantiates compliance to copyright regulations using visual representation					
pictures, audio, etc.	()	()		20			0		
						Perf	orman	ce Subtota	l (100 max)		
Penalty Points (Mark	all that app	ly)									
Time over 30 seconds -5 O	Deduct 5 pc	oints for each in	stance of guide	elines not being	followed.		0	То	tal Penalty	-	
	Grand Total										
Name(s):											
School:							State	:			
Judge's Signature:		Date:									



☐ Preliminary Round	☐ Final Round
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8	·
Mark one score per row AND write score in the Points Farne	d column. Use Tie Breeker column to add or subtract points to breek ties

D R FLORIDA	FBLA P Performan (Mark one score p	ce Ratin	g Sheet			liminary Ro Tie Breaker co		Final Round		s.)
	No	t	Bel	low	Me	ets	Exce	eeds	Points	Tie
Incorporate FBLA-PBL goals into speech	No FBLA-F mentioned i	PBL goals	FBLA-PBL g clearly incor	oals were not porated into	FBLA-PBL clearly incor	goals were	FBLA-PBL clearly incorr implemented the sp	goals were porated and I throughout	Earned	Breaker
	0	0	3	0	7	0	10	0		
Identify and execute a consistent theme	No theme p	presented	Theme was in not consisten spe	it throughout	Theme identified and consistent throughout speech		Personal stories are utilized expand on the central theme			
	0	0	3	0	7	0	10	0		
Include accurate and appropriate supporting information	No supporting provided OR in material	inappropriate supporting information supporting information		Multiple examples of supporting information included to develop enhance the speech						
inionnation	0	0	3	0	7	0	10	0		
Delivery Skills										
Introduce the topic immediately (Intro)	Topic was not	introduced	Introduction clearly p		nresented and tonic was		Introduction presented an defined imm an effective to the spee	nd topic was ediately with ransition into		
	0	0	3	0	7	0	10	0		
Support the topic(s) throughout (Body)	dy)		Multiple topics presented without clear connections		Central to identified, co supported th spe	nnected, and roughout the	Smooth tran effectively support the topi	utilized to he central		
unoughout (Bouy)	0	0	5	0	10	0	20	0		
Provide effective conclusion	Speech did r conclu		Conclusion was not clearly presented		Effective conclusion was presented		Conclusion connection presen	n to entire		
	0	Ο	3	0	7	0	10	Ο		
Delivers quality presentation	Does not addres	ss audience at	Reads spee from notes v eye co	vith minimal	Glances at notes occasionally while keeping appropriate eye contact with audience		Delivers n presentation appropriate b and hand	and utilizes ody language		
	0	0	5	0	10	0	15	0		
Demonstrates self- confidence, poise, assertiveness, and good	Presenter demonstrate sel		Presenter ma	•	Presenter ha contact, poi good voice	ise, and had	Presenter de confidence, projection assertive in p	poise, voice , and was		
voice projection	0	0	5	0	10	0	15	0		
						Performa	ance Subtota	l (100 max)		
Penalty Points										
Time Penalty for under 4:31 or over 5:29	-5 O	Deduct 5 poi	nts for each ins	tance of guideli	ines not being f	ollowed.	0	Total Penalty	-	
01 0101 3.27	1 1							Frand Total		
						<u> </u>		I Otal		
Name:										
School:						Sta	te:			
Judge's Signature:						Da	te:			



	roductio	n Rating				Preliminary		ımn to add or sı	ıbtract point	ts to break
Expectation Item		ot	-	low	Me		-	ceeds	Points	Tie
Event topic and the promotional materials	One or more	elements are incomplete	Expectations Event topic evident in at least one of the promotional materials		Event topic promotion	evident in all	All promotion fit the topic different	onal materials and all of the pieces go ether	Earned	Breaker
	0	0	7	0	14	0	20	0		
Includes all information required in project	No information in instruction	tion required ns is present	pieces of i	Includes one or two pieces of information required in instructions		information in project ctions	information	additional n to enhance aterials		
instructions	0	0	7	0	14	0	20	0		
Create interest and desire of the design for the intended target audience	or desire of t	eate interest he design for audience	Has two or more features of the design that would assist in selling the publication		Has four or r of the design assist in s public	n that would elling the	that would a the public clear how connects	four features ssist in selling ation and is the design s to target ience		
	0	0	7	0	14	0	20	0		
Incorporates a consistency in graphic design to theme	Consistency in publication design to theme not addressed		Design is consistent with theme		All promotional materials show the consistency between publication design and theme		Includes additional materials not required to emphasize the graphic design of the theme			
	0	0	7	0	14	0	20	0		
Includes correct grammar, punctuation, spelling, and information related to	punctuation errors and	5 grammar, , or spelling l unrelated nation	punctuation errors with 2	ammar, n, or spelling 2–3 unrelated eas	No spelling errors, 1–2 grammar, punctuation errors. All information relates to topic		grammar or error. All relates to	errors; only 1 punctuation information topic using erminology		
event topic	0	0	7	0	14	0	20	0		
		I		I.		Produc	tion Subtota	ıl (100 max)		
Penalty Points								, , ,		
	nts for each ins	tance of guideli	ines not being f	ollowed.		_ 0	To	tal Penalty	-	
					•		(Grand Total		
Name(s):										
School:						Sta	te:			
Judge's Signature:						Da	te:			



FBLA PUBLICATION DESIGN

FBLA PBL CHAPTER	Perform	PUBLIC ance Rat k one score per	ing Shee	et		column. Use T	_	al Round mn to add or su	ıbtract point	s to break
Expectation Item	N	ot istrated	_	low		Meets Expectations		eeds tations	Points Earned	Tie Breaker
Describe the event topic and materials	Materials no and/or or elements ar	ot described ne or more e missing or nplete	Event topic one of the	e and at least e materials cribed	Event top	pic and all described	All materials described and the presenters connect the different pieces together		Danied	Breaker
	0	0	7	0	14	14 O		0		
Explains the design and development process	description of	nation or of the design rocess	Explains the design OR development process		Explain both the design AND the development process		both de	planation of sign and ent process		
The second second	0 0		7	0	14	0	20	0		
Create interest and desire of the design for the intended target audience	Does not create interest or desire of the design for the target audience		features of that would	two or more f the design ld assist in publication	features of th would assist	our or more ne design that in selling the cation	features that in selling the and how connects	at least four would assist e publication the design to target ence		
	0	0	7	0	14	0	20	0		
Incorporates a consistency in graphic design to theme	Consistency in publication design to theme not addressed		Explains how publication design is consistent with theme		Demonstrates with promotional materials the consistency between publication design and theme		of the topic : it relates to design as includin	nterpretation and design as publication nd theme ag use of al materials		
	0	0	5	0	10	0	15	0		
Includes correct grammar, punctuation, spelling, and information related to	More than 5 grammar, punctuation, or spelling errors and unrelated information		3–4 grammar, punctuation, or spelling errors with 2–3 unrelated ideas		No spelling errors, 1–2 grammar, punctuation errors. All information relates to topic		No spelling errors; only 1 grammar or punctuation error. All information relates to topic using industry terminology			
event topic	0	0	1	0	3	0	5	0		
Delivery Skills			•		•	•	•	•		
Statements are well- organized and clearly	` '	lid not appear pared	Presenter(s) were prepared, but flow was not logical		Presentation flowed in logical sequence		Presentation flowed in a logical sequence, statements were well organized			
stated	0	0	1	0	3	0	5	0		
Demonstrates self- confidence, poise, assertiveness, and good	demonst	(s) did not crate self- dence	demonst	nter(s) rated self- e and poise	self-confiden	demonstrated ce, poise, and e projection	self-confid- good voice	demonstrated ence, poise, projection, rtiveness		
voice projection	0	0	1	0	3	0	5	0		
Demonstrates the ability to effectively answer questions		o answer tions		completely questions		ly answers tions	in the process in the	ith the judges rocess of answering tions		
questions	0	0	3 O		7	0	10	0		
	1		ı	ı	1	Perform	ance Subtota	l (100 max)		
Penalty Points (Mark Time over 7 minutes -5		ly) Deduct 5 point	s for each insta		nes not being		O To	tal Penalty	-	
							(Grand Total		
Nī										
Name(s):						C.	tor			
School: Judge's Signature:						Sta Da				
Judge's Signature.						Da	il.			



FBLA LOCAL CHAPTER ANNUAL BUSINESS REPORT— FBLA LUCAL CITAL AND ROGER H. STUBING AWARD Report Rating Sheet

	Mark one score			the Points Earn	ed column. Us	e Tie Breaker o	column to add	or subtract poin	ts to break t	ies.)
	N	ot	Be	low	Me	eets		ceeds	Points	Tie
Expectation Item	Demon	strated	Expec	tations	Expec	tations	Exped	ctations	Earned	Breaker
Include "State of the Chapter" remarks to current members by chapter president.	This section the re	is missing in eport	Part of this information is missing		All the information is included and easy to find		included, eas additional s	formation is sy to find, and chool and/or information is		
Report on membership numbers and size of						_	gi	ven		
school and community.	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	This section is missing in the report		activity liste	at least one ed in four of aponents	activity ment component	t least one ioned in each listed in this tion	report	activities are ed in all ents listed		
publicity	0	0	7	0	14	0	20	0		
Describe activities to benefit other individuals and organizations: State and national projects	This section is missing in the report There is at least one activity listed in one component		There is at least one activity mentioned in each component listed in this section		report	activities are ed in all ents listed				
Other community service 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		is missing in eport	There is at least one activity listed in one component		activity ment component	t least one ioned in each listed in this tion	Multiple activities are reported in all components listed			
and participation	0	0	5	0	10	0	15	0		
Program of Work			ot included in r			ogram of Work				
	()	()	1	.0	"	0		
Report Format										
Arrange information according to rating sheet (See above expectation		ne or more /or does not ting sheet	but order i	All information presented, but order inconsistent with rating sheet		Information arranged according to the rating sheet		n the correct cludes written ns between tions		
items)	0	0	3	0	7	0	10	0		
Format and design a business report		ment	excessive v and/or unrel and/or	t formatting, white space, lated graphics photos	pace, Consistent formatting effective use of space, related defined graphics, and consistent formatting					
	0	0	3	0	7	0	10	0		
Include correct grammar, punctuation, and spelling	punctuation	te than 5 grammar, ctuation, or spelling errors 3–4 grammar, punctuation, or spelling errors		not more tha	g errors. and an 2 grammar ation errors	not more th	g errors, and an 1 grammar lation error			
1 ····································	0	0	1	0	3	0	5	0	1	
						Re	port Subtota	al (100 max)		
Penalty Points	1	. /	11.11				T . 1	D 1.	1	
Deduct 5 points for eac	ii instance of re	port/project g	uideimes not be	ang ronowed.		0		Penalty	-	
School:					State:			Grand Total		
Judge's Signature:					Date:					



Preliminary R	ound 📮	Final Round
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	Performa	nce Ratii	ng Shee		☐ Pr			☐ Final Rou		
	ties.)	ot		Write score in the F	Me	eets	E	xceeds	Points	Tie
Presents appropriate greeting	No introde prese		The conv	versation began, customer had to be presentation	The conve	rsation was the presenter	Presente their intr	r is creative in coduction and sthe product	Earned	Breaker
greeting	0	0	3	0	7 O		10	0	-	
Able to determine needs	No questions to determ	ine needs	but specie de	r asks questions fic needs are not etermined	to determine the cu	ses questions the need of stomer	to determ the custor the needs	uses questions ine the need of mer and relates to the product		
	0	0	3	0	7	0	10	0		
Presenting the product/service	No product,	ented	Presenter was unable to create interest in the product/service or the product features		create inte product/ser	was able to erest in the vice through of its features	Presenter was able to convert unnecessary item(s)(wants) into needed item(s)(needs)			
	0	0	3	0	7	0	10	ections were		
Able to overcome objections	addressed o	s were not or overcome	,	on was overcome	over	tions were come	overco	me and sale esulted		
,	0	0	3 Additio	nal items were	7	0	10	nal items were		
Demonstrates suggestion selling		ered	suggeste rel prod	ed, but did not ate to the luct/service	suggested t	hat relate to	suggested product enhar	d that relate to c/service and ace the sale		
	0	0	3	0	7	0	The sales	person didn't		
Able to close the sale	Sale was not suggested		Presenter asks for the sale but not all objections were addressed		and the	es for the sale re is little in in agreeing	have to ask for the sale, the presentation confirmed the customer's intent to buy			
	0	0	3	0	7	0	10	0	-	
Demonstrates the ability to develop relationship		ioned	wa	ective follow up s mention	interest in pro was est	nalized and oduct/service ablished	establish custo	onship was ed resulting in mer loyalty		
Delivery Skills	0	0	3	0	7	0	10	0		
Statements are well- organized and clearly	Presenter die	d not appear ared		r was prepared, was not logical		on flowed in sequence	logica stateme	ion flowed in a l sequence, nts were well ganized		
stated	0	0	3	0	7	0	10	O	1	
Demonstrates self- confidence, poise, assertiveness, and good	demonst	r did not rate self- dence		r demonstrated dence and poise	self-confiden	emonstrated ce, poise, and e projection	self-conf good voi	demonstrated idence, poise, ce projection, ssertiveness		
voice projection	0	0	3	0	7	0	10	0		
Demonstrates the ability to effectively answer questions		o answer tions		not completely er questions	*	ly answers tions	in the complet	with the judges process of ely answering testions		
1	0	0	3	0	7	0	10	0		
	•		•	•	•	Perform	ance Subto	tal (100 max)		
Penalty Points								77.1	1 1	
Deduct 5	points for each	instance of gui	delines not	being followed.			0	Total Penalty Grand Total	-	
Name:								21min 10tal	1	
School:						Sta	te:			
Judge's Signature:						Da	te:			



FBLA SOCIAL MEDIA STRATEGIES

	Preliminary	Round	☐ Fin:	al Round
_	1 ICHIIIIIIai v	Nouna		ai itouni

Expectation Item		ot istrated	Below Expectations		Meets Expectations		Exceeds Expectations		Points Earned	Tie Breaker	
D		nding of event		ling of topic	Demonstra				es expertise of		
Demonstrates understanding of the	*	correct topic sed		t from video ormance	through pre	sentation deo	and		c through on and video		
event topic	0	0	3	О	7	0)	10	O		
	v	Ü			Implemen			-	cription and		
Describes the use and		ion of use or ntation of		ation OR ntation of	demonstration of video		deo	demonstration of video			
implementation of		nology	innovative		techniques,	, equipme oftware	ent,		, equipment, oftware		
innovative technology	0	0	7	0	14	O)	20	O		
	-								industry		
	No explanation or description of the design			e design OR	Explains bo			explanati	on of both		
Explains the design and development process		rocess	development process		and the development process		-	development ocess			
асчеюринене ргоссоз	0	0	7	0	14	0)	20	0		
			Campaign i	is presented		I					
			but contain	s less than 3	Campaign				is presented		
Incorporates campaign	gn Does not present campaign models of social med OR contains 3 models				with 3 mod media as	tels ot soo nd is well			dels of social nd is fully		
into presentation	that are not well developed			deve	loped			eloped			
	0				14	0)	20	0		
Provides proper		NI I			Substantiate	s complia	ance to	copyright reg	lations using		
documentation to comply with state and federal		No documenta	tion provided					esentation			
copyright laws	(0	()	1	10			0		
Delivery Skills											
	Presenter(s)	did not appear		er(s) were	Presentatio	n flowed	Lin		n flowed in a sequence,		
Statements are well- organized and clearly	prepared		prepared, b	out flow was ogical		sequence		0	s were well		
stated	0	0 0			2	0		0	nized		
	0	0	1	0	3 O		5 O Presenter(s) demonstrated				
Demonstrates self-		(s) did not	Presenter(s)		Presenter(s) demonstrate		rated self-confidence r				
confidence, poise,		trate self- dence		rated self- e and poise	self-confidence, poise, and good voice projection			good voice projection,			
assertiveness, and good voice projection	0	0	1	0	3	0		and asso	ertiveness		
	V	<u> </u>	1	Ŭ	,	Ŭ			rith the judges		
Demonstrates the ability		o answer		completely	Complete	ely answer	rs	in the p	rocess of		
to effectively answer	ques	tions	answer o	questions	ques	stions			y answering stions		
questions	0	0	3	0	7	0)	10	0		
						Per	forma	ince Subtota	l (100 max)		
Penalty Points (Mark	all that app	ly)							(11 11)	<u> </u>	
Time over 7 minutes -5 O		ints for each inst	tance of guidel	ines not being	followed		0	To	tal Penalty	-	
/ illilitates						L			Grand Total		
									– • • • •		
Name(s):											
School:							Stat	te:			
Judge's Signature:	Judge's Signature: Date:										



FBLA SPORTS AND ENTERTAINMENT MANAGEMENT

	BLA Sp	e Rating	Sheet							
I D'L*****	ties.)		er row AND wr							
Expectation Item	N Demon		-	low tations	Meets Expectations		_	eeds tations	Points Earned	Tie Breaker
Demonstrates understanding of the case study and defines	No description or case study synopsis provided no problems defined		case study s	and provides synopsis OR problem(s)	Describes a case study sy defines the		case study sy definitio	es 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	res identified	pro(s) and/	(s)given but or con(s) are nalyzed	given and	alternatives pro(s) and e analyzed	Multiple alternatives given and multiple pros and cons analyzed for each			
each	0	0	7	0	14	0	20	0		
Identifies logical solution and aspects of implementation	No solution identified		implementa	ovided, but tion plan not loped	implemen	olution and tation plan d developed	implement developed a	olution and tation plan nd necessary identified		
implementation	0	0	7	0	14	0	20	0		
Demonstrates knowledge and understanding of the event competencies: Event management/ decision making/strategic planning/delegation/ leadership/ethics/ entertainment industry/		No competencies One or two competencie demonstrated are demonstrated				petencies are astrated	compete	or more encies are astrated		
marketing and promotion/sales/ entrepreneurship/human resources/careers	0	0	7	0	14	0	20	0		
Delivery Skills										
Statements are well- organized and clearly	Presenter(appear p	٠,	Presenter(s) were prepared, but flow was not logical		Presentation flowed in logical 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-		demonstrated nce and poise	self-confiden	demonstrated ce, poise, and 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 questions		ly answers tions	in the pr completely	th the judges rocess of answering tions		
*	0	0	3	0	7	0	10	0		
						Performa	ance Subtota	1 (100 max)		
Penalty Points (Mark									, ,	
Deduct 5 points	s tor each instar	ice of guideline	es not being foll	lowed.		0		l Penalty Grand Total	-	
							Obj Score	e (to be used ne event of a tie)		
Name(s):										
School:						Sta	te:			
Judge's Signature:						Da				



FBLA WEBSITE DESIGN

Project Usability	No Demon	ot	Bel	re in the Points low tations	Me	eets		eeds	Points Earned	Tie Breaker
Website usability and navigation	Website is		Website usable but not submitted according to event guidelines		Website usal	ole and meets delines	Website continuadition to in the gr	tains features to is required		
navigation	0	0	7	0	14	0	20	0		
Color, backgrounds, font, and sounds are appropriate for the topic	No design appl			ent, sound or	design c appropria	nt, sound, and hoice are nte for the ot/topic	Contrast, font, sound, and design choice enhance the experience for the user			
appropriate for the topic	0	0	3	0	7 O 10 O		0			
Graphics appropriate for	No graph principles		Graphics ar	e distracting		e appropriate ncept/topic	Graphics e experience			1
topic	0	0	3	0	7	0	10	0		
Site Content										
Fully address the topic	Topic is no	t followed	*	not fully loped	Topic is ful	ly addressed	User with no of the topic based			
	0	0	7	0	14	0	20	0		
Site contains multiple elements providing evidence of production	No evidence of website production skill demonstrated Website is designed using limited features			Website contains use of multiple technologies		Website contains advanced features				
skill	0	0	7	0	14	0	20	0		<u> </u>
Grammar, Spelling, and	Site contains spelling	0	Site contains spelling or gr	ns 3 or less ammar errors		s 1 grammar elling errors	Site is free of and spelli			
Punctuation	0	0	7	0	14	0	20	0		
Copyright information is	Copyright		not addressed or addressed or addressed		Copyright	compliance is i	ncluded and do	ne correctly		
noted and documented	0	0	7	0	14	0	20	0		
Project Evaluation										
Site is compatible with	Site is not cor any plat	1		compatible platform		ppropriately 2 platforms	Site opens a on more than			
multiple platforms	0	0	7	0	14	0	20	0		
Site interactivity functions and is error free	Site interactive errors that processes	prevent the	errors that di	vity contains d not prevent ution	Site interactivity is error free		Site interactivity is error free and enhances the experience for the user			
	0	0	7	0	14	0	20	0		
Additional technology is	No add		technology	f additional evident, but function	technology	e additional added and tions	Multiple te added and approp	l function		
used appropriately	0	0	7	0	14	0	20	0		
Website elements are consistent across all pages	Only one prese		Pages are no	ot consistent	Pages are	consistent	elements e	onsistent and nhance the for the user		
consistent across an pages	0	O 7 O		14	0	20	0			
						Pro	oject Subtotal	(200 Max)		
Penalty Points	points for each	instance of mi	delines not bei	ag followed		_	O 1	otal Penalty	_	
Deddet 3	ponito ioi cacii	motanee or gui	acmics not ben	15 TOHOWCU.				Frand Total	-	
Name(s):										
School:					State:					



				E DESIG	GN					1 D				
PBL CHAPTER	Mark one sc	ore n	ce Ratin	g Sheet	Points Farner	l column	Hee'			inal Re		subtract points	to break ties	e)
	(Mark One se	N			low	Columni	Me		KCI CO	lumm to		eeds	Points	Tie
Expectation Item	De	emon	strated	Expec	tations	Е	Expect	ations		Expectations		tations	Earned	Breaker
Demonstrates			standing of		ling of topic			es the to				es expertise of		
understanding of the		opic (topic	OR incorrect		from website ormance	through presentation and website			the topic through presentation and website					
event topic	0	topic	O	3	О	7	web	C)	10		O O		
Explains the design and development process	No descrip	tion o	nation or of the design rocess	Explains the	e design OR ent process	Explai		n the des	sign	Explains design and development process; explains steps taken to insure compatibility with multiple platforms		design and ent process; eps taken to patibility with		
	0		0	7	0	14		С)	20	0	0		
Describes the use and implementation of social media elements			ion of use or ion of social dia	implementa	Describes the use OR implementation of social media elements			e use Ai		imple med	ementa ia and	the use and tion of social explains the nd selection		
media elemento	0		0	7	0	14		С)	20	0	0		
Explains the development of media elements such a graphics, video, audio, et	S	No explanation of media						media	a eleme ifies w	ree or more ents used and hy they were cted				
8-14-1-15, 1-11-15, 11-11-15, 11-1	0	0 O 7 O 14						С)	20	0	0		
Provides proper documentation of			No document			Substa	ntiates			copyrig	on	llations using		
copyright compliance		()	()		10	0			()		
Delivery Skills														
Statements are well- organized and clearly	Statements are well- organized and clearly Presenter(s) did not appear prepared		` '	Presenter(s) were prepared, but flow was not logical				n flowed		Presentation flowed in a logical sequence, statements were well organized				
stated	0		0	1	0	3		0		5		0		
Demonstrates self- confidence, poise, assertiveness, and good	den	nonst	(s) did not rate self- dence		demonstrated nce and poise	Presenter(s) demonstrated self-confidence, poise, and good voice projection								
voice projection	0		0	1	0	3		С)	5	i	0		
Demonstrates the ability to effectively answer questions	Un	able to	o answer tions		completely questions	Con	npletel quest	y answe	rs	iı	n the pa	ith the judges rocess of answering tions		
questions	0		0	3	0	7		С)	10	0	0		
								Per	form	ance Si	ibtota	l (100 max)		
Penalty Points (M	ark all that	200	1,7)					1 (1	101111	unce or	101012	1 (100 Hax)		
Т:				ch instance of g	guidelines not b	eing		-			Т-	4 -1 D14		
7 minutes -5			1	followed.	,		-:	5	0		10	tal Penalty	-	
										Pe	erforn	nance Total		
										Project	t Tota	1 (200 max)		
											(Grand Total		
Name(s):														
School:									Sta	te:				
Judge's Signature:									Da	te:				

WHO'S WHO IN FLORIDA FBLA

			Student/Teacher Evaluation	Judges' Evaluation
*	Years of participation in FBLA activities (5 points per yearmaximum of 6 years)			
*	Offices held at local leve (president, vice pres., secretary, treas	1 (5 per office—maximum of 4 years) urer, historian, reporter, parliamentarian)		,
*	Offices held at district le (president, vice pres., secretary, treas	vel (10 per office) urer, historian, reporter, parliamentarian)		
*	Offices held at state leve (president, vice pres., secretary, report			
*	Offices held at national level (20 per office) (president, vice pres., secretary, treasurer, parliamentarian)			
*	Individual or team competitive events participated in at district level (5 per eventmaximum 20)			
*	Individual or team competitive events participated in at state level (10 per eventmaximum 40)			
*	Individual or team comp at national level (20 per o			
*	Contributions to chapter service projects (5 per projectmaximum 50) (A service project is an activity which was not a part of a required course)			
*	Contributions to state projects (10 per project-maximum of 40 points)			
*	Contributions to national maximum of 80 points)			
*	Participation in other FBLA activities (5 per activity maximum of 30 points)			
*	Activities, awards, and h (5 points per activityma			
*	Appearance of Report Organization Arrangement Neatness Grammar and Spelling	(5 points maximum) (5 points maximum) (5 points maximum) (10 points maximum)		
		TOTAL POINTS		
Student School			ol	
Juo	lge's Signature			
Juo	lge's Comments:			

WHO'S WHO IN FLORIDA FBLA

Service Projects and other Activities Certification

PARTICIPANT'S	NAME	
SCHOOL		
CHAPTER ADVI	SER'S NAME	
I certify that the mem points are being claim	<u> </u>	projects and other activities for which
	Signature of Participant	Date
	Signature of FBLA Adviser	Date
	Signature of FBLA District Director	Date