

# 2023–2024 New York State Competitive Events

## Middle School

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# 2023–2024 New York State Competitive Events

## Middle School

### Changes for the 2023–2024 Membership Year

#### Overall Changes

- Refreshed rating sheets: have descriptors
- Objective test time is 30 minutes
- Set-up time is 3 minutes
- Refreshed categories: Chapter, Objective Test, Presentation, Role Play

#### Annual Chapter Activities Presentation

- Increase presentation time to 7 minutes

#### Business Ethics

- Increase presentation time to 7 minutes
- Source citing added to the rating sheet

#### Career Research

- Increase presentation time to 7 minutes
- Source citing added to the rating sheet

#### Critical Thinking

- Increase presentation time to 7 minutes

#### Elevator Speech

- Increase presentation time to 3 minutes
- Removed business card and flyer requirement

#### Exploring Business Issues

- Increase presentation time to 7 minutes
- Added that technology can be used, 3-minute set up time added
- Source citing added to the rating sheet

#### FBLA Mission & Pledge

- Reduce presentation time to 3 minutes

#### Marketing Mix Challenge

- Increase presentation time to 7 minutes
- Source citing added to the rating sheet

#### Outstanding New ML Member

- New event –New York State-Only Event – Not a National Event

#### Video Game Challenge

- Source citing added to the rating sheet

# 2023–2024 New York State Competitive Events

## Middle School

### Middle Level Events At-a-Glance

Competitive Event	Team Size	Category	Event Elements					Test Info		Timing Info				SLC Entries Per Chapter
			Objective Test	Prejudged	Topic	Speech	Role Play	Test Questions	Test Time	Set up Time	Prep Time	Present Time	Q&A	
Annual Chapter Activities Presentation	1-3	Chapter Event								3		7	3	1
Business Ethics	1-3	Presentation	X		X			35	30	3		7	3	1
Business Etiquette	1	Objective Test	X					50	30					2
Career Exploration	1	Objective Test	X					50	30					2
Career Research	1	Presentation								3		7	3	1
Community Service Presentation	1-3	Chapter Event								3		7	3	1
Critical Thinking	1-3	Role Play					X				15	7		1
Digital Citizenship	1	Objective Test	X					50	30					2
Elevator Speech	1	Presentation			X	X						3		1
Exploring Business Issues	1-3	Presentation			X					3		7	3	1
Exploring Computer Science	1	Objective Test	X					50	30					2
Exploring Economics	1	Objective Test	X					50	30					2
Exploring Technology	1	Objective Test	X					50	30					2
FBLA Concepts	1	Objective Test	X					50	30					2
FBLA Mission & Pledge	1	Presentation				X						3		1
Financial Literacy	1	Objective Test	X					50	30					2
Interpersonal Communication	1	Objective Test	X					50	30					2
Leadership	1	Objective Test	X					50	30					2
Learning Strategies	1	Objective Test	X					50	30					2
Marketing Mix Challenge	1-3	Presentation								3		7	3	1
Multimedia & Website Development	1-3	Presentation			X					3		7	3	1
Outstanding New ML Member	1	Role Play		X			X					7		1
Running an Effective Meeting	1	Objective Test	X					50	30					2
Video Game Challenge	1-3	Presentation			X					3		7	3	1

# 2023–2024 New York State Competitive Events

## Middle School

### Annual Chapter Activities Presentation

Annual Chapter Activities Presentation provides members with the opportunity to present their chapter's program of work for the year. This competitive event consists of a presentation component where the activities are presented to the judges.

#### Event Overview

**Event Type:** Team of 1, 2, or 3 members

**Event Category:** Chapter

**Event Elements:** Presentation

**Presentation Time:** 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer

**Internet Access:** Not Provided

**NACE Connections:** Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Teamwork, Technology

**Equipment Provided by Competitors:** Technology/presentation items

**Equipment Provided by FBLA:** Table

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can only compete in a maximum of two events.
- If competitors are late for a presentation time, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- In the event there are less than 10 competitors in an event, only the final round will be held.
- Presentations are not open to conference attendees.
- Competitors present directly from a laptop/device. Screens and projectors are not allowed for use, and competitors are not allowed to bring their own. Power will not be available.
- Competitors can present with and bring any of the following technology into the presentation as long as it fits on the judges' table or is held by the competitors:
  - Laptop
  - Tablet
  - Mobile phone
  - External monitor that is approximately the size of a laptop monitor
- Materials, visual aids, and samples related to the project may be used during the presentation; however, no items may be left with the judges or audience.
- When the equipment set-up time has elapsed, the timer will automatically start the presentation time.
- The reliability of technology cannot always be guaranteed; always have a backup plan.
- If performing as a team, all team members are expected to actively participate in the presentation.
- No animals (except authorized service animals) will be allowed for use in any competitive event.
- Fifteen competitors/teams or an equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.

##### Scoring

- Judges must break ties. All judges' decisions are final.

# 2023–2024 New York State Competitive Events

## Middle School

### *Americans with Disabilities Act (ADA)*

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

### *Recording of Presentations*

- No unauthorized audio or video recording devices will be allowed in any competitive event.

### *Penalty Points*

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following competitive event guidelines.

# 2023–2024 New York State Competitive Events

## Middle School

### Annual Chapter Activities Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Content</b>					
<b>Summary of year's activities</b>	<i>No evidence of activities</i>	<i>Activities explained briefly</i>	<i>Activities clearly outlined</i>	<i>Activities are chronological and clearly explained.</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Describe activities to benefit chapter and its members: e.g., recruitment, leadership, development, career exploration, chapter fundraising, chapter publicity</b>	<i>No evidence of activities</i>	<i>There is at least one activity described in one of the components listed</i>	<i>There is at least one activity described in each component listed</i>	<i>Multiple activities are described in all components listed</i>	
	0 points	1-9 points	10-16 points	17-20 points	
<b>Describe activities to benefit other individuals and organizations: e.g., state and national projects, community service projects</b>	<i>No evidence of activities</i>	<i>There is at least one activity described in one of the components listed</i>	<i>There is at least one activity described in each component listed</i>	<i>Multiple activities are described in all components listed</i>	
	0 points	1-9 points	10-16 points	17-20 points	
<b>Describe conferences attended and recognition received: e.g., participation in FBLA conferences, other chapter/individual recognition earned, competitive event winners and participation</b>	<i>No evidence of conferences attended, and recognition received</i>	<i>There is at least one activity described in one component.</i>	<i>There is at least one activity described in each component listed in this section.</i>	<i>Multiple activities are described in all components listed.</i>	
	0 points	1-9 points	10-16 points	17-20 points	
<b>Presentation Delivery</b>					
<b>Statements are well-organized and clearly stated</b>	<i>Competitor(s) did not appear prepared</i>	<i>Competitor(s) were prepared, but flow was not logical</i>	<i>Presentation flowed in logical sequence</i>	<i>Presentation flowed in a logical sequence; statements were well organized</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Demonstrates self-confidence, poise, assertiveness, and good voice projection</b>	<i>Competitor(s) did not demonstrate self-confidence</i>	<i>Competitor(s) demonstrated self-confidence and poise</i>	<i>Competitor(s) demonstrated self-confidence, poise, and good voice projection</i>	<i>Competitor(s) demonstrated self-confidence, poise, good voice projection, and assertiveness</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Demonstrates the ability to effectively answer questions</b>	<i>Unable to answer questions</i>	<i>Does not completely answer questions</i>	<i>Completely answers questions</i>	<i>Interacted with the judges in the process of completely answering questions</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
<b>Presentation Total (100 points)</b>					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					

# 2023–2024 New York State Competitive Events

## Middle School

### Business Ethics (Middle School)

Business Ethics provides members with the opportunity to demonstrate knowledge around competencies in business ethics. This competitive event consists of an individual objective test and presentation. It aims to inspire members to learn about the standards for morally right and wrong conduct in business.

#### Event Overview

**Event Type:** Team Of 1, 2, or 3 members

**Event Category:** Presentation

**Event Elements:** Objective Test (35-multiple choice questions) and a Presentation (with a Topic)

**Objective Test Time:** 30 minutes

**Presentation Time:** 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer

**Internet Access:** Not provided

**NACE Connections:** Career & Self-Development, Communication, Critical Thinking, Equity & Inclusion, Leadership, Professionalism, Teamwork, Technology

**Equipment Provided by Competitors:** Laptop/Chromebook for objective test, Technology/presentation items for presentation

**Equipment Provided by FBLA:** Table for presentation

#### Objective Test Competencies

- Business Law
- Communication Skills
- Emotional Intelligence
- Professional Development

#### 2024 Topic: Ethical Implications of Chatbots in the Business World

##### Background Information

Artificial intelligence (AI) is seen by many as the next technological advancement meant to revolutionize society, in the same vein as the printing press, the internal combustion engine, or the internet.

While some limited AI tools have been in use for years (e.g., search engines, manufacturing robots, voice recognition software), a far more complex AI technology has recently made enormous strides: deep learning generative AI. These widely available programs most commonly take the form of chatbots, such as ChatGPT, Google Bard, and Bing Chat, or content generators like DALL-E and Midjourney.

Using natural language processing (NLP), chatbots are now capable of understanding complicated requests and responding in an equally sophisticated manner. These systems are simply language models, meaning they are limited to generating text or images in response to user queries and are not capable of independent actions or thoughts. However, even a brief exploration of ChatGPT or DALL-E's capabilities will reveal just how complex and adaptive these systems truly are.

Generative AI is already being leveraged by businesses and organizations to automate tasks, collect information, and improve the customer experience. Chatbots can provide customer support, conduct market research, and even offer real-time translation services. They can also be used to generate more creative content for marketing and product development purposes, such as social media posts, original images and videos, and technical documentation.

However, the increased capabilities of generative AI pose various ethical dilemmas for the organizations who choose to employ them.

For example, chatbots can be used to generate misinformation on an unprecedented scale. They can unintentionally “hallucinate,” or provide nonsensical or incorrect information to their users. Language models can also display certain biases based on their collected knowledge, which can inadvertently marginalize certain groups and suppress certain ideas or beliefs. These risks have increased the need for responsible governance of AI-generated content on the part of businesses.

The increased prevalence of AI systems also poses long-term consequences regarding employment and human redundancy. As generative AI becomes more adept at positions traditionally held by humans, businesses must balance the needs of their human workforce with the potential efficiency of AI-driven labor.

Another issue is that as chatbots assume more complex responsibilities within organizations, businesses must also consider the ethical risks associated with AI systems' interactions with users or customers. Should a chatbot clearly communicate that it is not a human? Should a chatbot behave in a more transactional, mechanical fashion, or can it be programmed to present itself more humanlike? What are the possible ramifications of an AI that is instructed to form an emotional connection with its users?

These are pressing questions that those using AI in the business world must consider.

# 2023–2024 New York State Competitive Events

## Middle School

### ***Middle School Scenario***

Jace's company has begun using a chatbot called ANNETTE to act as a customer service representative. ANNETTE is highly advanced and is capable of having complex conversations with customers about virtually any topic. Jace is responsible for overseeing ANNETTE's interactions with customers.

As ANNETTE begins its role in customer service, things appear to be going well. ANNETTE is programmed to make casual conversation and even display emotions, so customers are quickly forming personal connections with the chatbot. However, Jace is worried about ANNETTE's human-like personality. He is concerned that customers will form too close of a relationship with the chatbot. This could lead to customers revealing private information or being emotionally manipulated for the company's gain. Because of this, Jace is considering adjusting ANNETTE's behavior to be more formal and professional, rather than friendly and emotional.

When Jace tells his manager about his concerns, his manager reminds him that ANNETTE's likable personality is what makes it so valuable to the company. After all, customer service employees—whether human or chatbot—have to be sympathetic and charming. His manager recommends keeping ANNETTE's behavior the same.

Next week, Jace is supposed to meet with the top executives of his company and recommend a plan for the future regarding the use of ANNETTE. What should he suggest to his company's leaders? Should ANNETTE continue to act more "human," or should it communicate in a very straightforward, professional manner?

### ***Suggested Questions:***

- What is the ethical issue in this scenario?
- Would this ethical dilemma be the same if Jace's manager were not part of the situation? Why or why not?
- Should chatbots ever be used by businesses to interact with customers? Why or why not?
- Are companies responsible for protecting customers from potentially manipulative technology?
- What can businesses do to make sure fairness and respect exist in human-chatbot interactions?

## **State Guidelines**

### ***Eligibility***

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can only compete in a maximum of two events.
- If competitors are late for a presentation time, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.
- Only competitors are allowed to plan, research, prepare, and set up their presentations.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.

### ***Recognition***

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

### ***Event Administration***

- This event has three parts: Objective Test, Preliminary Presentation and Final Presentation based on a topic
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Objective Test
  - The objective test is administered online at the SLC.
  - No reference or study materials may be brought to the testing site.
  - No calculators may be brought into the testing site; online calculators will be provided.
  - All electronic devices such as cell phones and smart watches must be turned off before competition begins.
  - Competitors on a team must test individually, starting within minutes of each other. Individual test scores will be averaged for a team score.



# 2023–2024 New York State Competitive Events

## Middle School

- Presentation
  - Competitors must research the topic and be prepared to present their findings and solutions. The presentation must address why the ethical issues happened, how it should be resolved, and what could have prevented it.
  - Facts and data must be cited and secured from quality sources.
  - Presentations are not open to conference attendees.
  - Competitors present directly from a laptop/device. Screens and projectors are not allowed for use, and competitors are not allowed to bring their own. Power will not be available.
  - Competitors can present with and bring any of the following technology into the presentation as long as it fits on the judges' table or is held by the competitors:
    - Laptop
    - Tablet
    - Mobile phone
    - External monitor that is approximately the size of a laptop monitor
  - Materials, visual aids, and samples related to the project may be used during the presentation; however, no items may be left with the judges or audience.
  - When the equipment set-up time has elapsed, the timer will automatically start the presentation time.
  - The reliability of technology cannot always be guaranteed; always have a backup plan.
  - If performing as a team, all team members are expected to actively participate in the presentation.
  - No animals (except authorized service animals) will be allowed for use in any competitive event.
  - Fifteen competitors/teams or an equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.

### *Scoring*

- Team members will test individually, and team scores will be averaged.
- The objective test score will be added to the preliminary presentation score to determine the finalists.
- Winners will be determined by adding the final presentation score to the objective test score.
- Judges must break ties. All judges' decisions are final.

### *Americans with Disabilities Act (ADA)*

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

### *Recording of Presentations*

- No unauthorized audio or video recording devices will be allowed in any competitive event.

### *Penalty Points*

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following competitive event guidelines.

# 2023–2024 New York State Competitive Events

## Middle School

### Business Ethics Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Content</b>					
<b>Identifies and defines ethical issues presented in the case study</b>	<i>Fails to introduce the case study and its issues.</i>	<i>Introduces the case study but lacks clarity in identifying key issues</i>	<i>Identifies and defines the ethical issues</i>	<i>Captures attention, clearly presents the case study, and outlines the key issues.</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Explains why the ethical issues happened</b>	<i>No reasons cited for the ethical issues</i>	<i>Reasons for the ethical issues identified but were not on target</i>	<i>Several, but not all, reasons accurately identified</i>	<i>All reasons addressed and analyzed</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Provides logical recommendations as to how the ethical issues should be resolved</b>	<i>Fails to provide meaningful recommendations.</i>	<i>Presents recommendations for behavior but lacks thorough exploration of advantages and disadvantages.</i>	<i>Offers solid recommendations, but may not fully address all pros and cons.</i>	<i>Provides well-reasoned and supported suggestions. Balances advantages and disadvantages effectively.</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Recommends safeguards that should have been in place to prevent the ethical issues</b>	<i>No ethical solution to prevent issues identified</i>	<i>One ethical solution to prevent issues provided with no plan</i>	<i>Ethical solutions to prevent issues provided and a plan developed</i>	<i>One feasible ethical solution to prevent issues recommended with supporting evidence with a plan and necessary resources identified</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Substantiates and cites sources used while conducting research</b>	<i>Sources are not cited</i>	<i>Sources/References are seldom cited to support statements</i>	<i>Professionally legitimate sources &amp; resources that support statements are generally present</i>	<i>Compelling evidence from professionally legitimate sources &amp; resources is given to support statements</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Presentation Delivery</b>					
<b>Statements are well-organized and clearly stated</b>	<i>Competitor(s) did not appear prepared</i>	<i>Competitor(s) were prepared, but flow was not logical</i>	<i>Presentation flowed in logical sequence</i>	<i>Presentation flowed in a logical sequence; statements were well organized</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Demonstrates self-confidence, poise, assertiveness, and good voice projection</b>	<i>Competitor(s) did not demonstrate self-confidence</i>	<i>Competitor(s) demonstrated self-confidence and poise</i>	<i>Competitor(s) demonstrated self-confidence, poise, and good voice projection</i>	<i>Competitor(s) demonstrated self-confidence, poise, good voice projection, and assertiveness</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Demonstrates the ability to effectively answer questions</b>	<i>Unable to answer questions</i>	<i>Does not completely answer questions</i>	<i>Completely answers questions</i>	<i>Interacted with the judges in the process of completely answering questions</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
<b>Presentation Total (100 points)</b>					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					

# 2023–2024 New York State Competitive Events

## Middle School

### Business Etiquette

Business Etiquette provides members with the opportunity to demonstrate knowledge around competencies in business etiquette. This competitive event consists of an objective test. It aims to inspire members to learn about the expectations of social and business behavior, practices, and conduct.

#### Event Overview

**Event Type:** Individual

**Event Category:** Objective Test, 50-multiple choice questions

**Objective Test Time:** 30 minutes

**NACE Connections:** Career & Self-Development

**Equipment Competitor Must Provide:** Laptop/Chromebook

#### Competencies

- Proper Introductions and Direct Eye Contact
- Public Speaking
- Table Manners and Dining Decorum
- Cell Phone Etiquette
- Netiquette
- Professionalism
- International Customs and Etiquette

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit two entries.
- Each member can only compete in a maximum of two events.
- If competitors are late for an objective test, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All electronic devices such as cell phones and smart watches must be turned off before competition begins.

##### Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

##### Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

##### Penalty Points

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

# 2023–2024 New York State Competitive Events

## Middle School

### Career Exploration

Career Exploration provides members with the opportunity to demonstrate knowledge around competencies in many career areas. This competitive event consists of an objective test. It aims to inspire members to learn about yourself, your options, and to create a plan to reach your career goals.

#### Event Overview

**Event Type:** Individual

**Event Category:** Objective Test, 50-multiple choice questions

**Objective Test Time:** 30 minutes

**NACE Connections:** Career & Self-Development

**Equipment Competitor Must Provide:** Laptop/Chromebook

#### Competencies

- |                    |                        |
|--------------------|------------------------|
| • Career Planning  | • Resumes              |
| • Career Goals     | • Interviews           |
| • Career Pathways  | • Employability Skills |
| • Job Searches     | • Aptitude             |
| • Job Applications | • Career Interests     |
| • Cover Letters    |                        |

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit two entries.
- Each member can only compete in a maximum of two events.
- If competitors are late for an objective test, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All electronic devices such as cell phones and smart watches must be turned off before competition begins.

##### Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

##### Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

##### Penalty Points

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

# 2023–2024 New York State Competitive Events

## Middle School

### Career Research

Career Research provides members with the opportunity to present their research on a career that appeals to them. This competitive event consists of a presentation component.

#### Event Overview

**Event Type:** Individual

**Event Category:** Presentation

**Event Elements:** Presentation

**Presentation Time:** 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer

**Internet Access:** Not provided

**NACE Connections:** Career & Self-Development, Communication, Critical Thinking, Professionalism, Technology

**Equipment Provided by Competitors:** Technology/presentation items

**Equipment Provided by FBLA:** Table

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can only compete in a maximum of two events.
- Only competitors are allowed to plan, research, prepare, and set up their presentations.
- If competitors are late for a presentation time, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- In the event there are less than 10 competitors in an event, only the final round will be held.
- Competitors identify a career of interest and conduct research for the presentation. The presentation must include, but is not limited to, the following:
  - Career interest survey
  - General description of selected career
  - Education, certifications and training needed (include plans for high school courses to take)
  - Career outlook and advancement opportunities
  - Average starting salary and benefits
  - A description of a “typical” day in the life of a person in that career
- Facts and data must be cited and secured from quality sources.
- Presentations are not open to conference attendees.
- Competitors present directly from a laptop/device. Screens and projectors are not allowed for use, and competitors are not allowed to bring their own. Power will not be available.
- Competitors can present with and bring any of the following technology into the presentation as long as it fits on the judges’ table or is held by the competitors:
  - Laptop
  - Tablet
  - Mobile phone
  - External monitor that is approximately the size of a laptop monitor
- Materials, visual aids, and samples related to the project may be used during the presentation; however, no items may be left with the judges or audience.
- When the equipment set-up time has elapsed, the timer will automatically start the presentation time.
- The reliability of technology cannot always be guaranteed; always have a backup plan.
- No animals (except authorized service animals) will be allowed for use in any competitive event.

# 2023–2024 New York State Competitive Events

## Middle School

- Fifteen competitors/teams or an equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.

### *Scoring*

- Judges must break ties. All judges' decisions are final.

### *Americans with Disabilities Act (ADA)*

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

### *Recording of Presentations*

- No unauthorized audio or video recording devices will be allowed in any competitive event.

### *Penalty Points*

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following competitive event guidelines.

# 2023–2024 New York State Competitive Events

## Middle School

### Career Research Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Content</b>					
<b>Career Research</b>  Career Interest Survey Career Description Education & Training Career Outlook Salary & Benefits Typical Day Other Research	<i>Career interest survey not included</i>  0 points	<i>Career interest survey taken identified, but no results shared</i>  1-6 points	<i>Career interest survey identified, explains career choice from results, and correlates personal interest to this career</i>  7-8 points	<i>Explains personal interest and skills related to career chosen.</i>  9-10 points	
	<i>Career description not included</i>  0 points	<i>Career description included, but is vague</i>  1-2 points	<i>Career description is included</i>  3-4 points	<i>Detailed career description included</i>  5 points	
	<i>Education &amp; training not included</i>  0 points	<i>Education for career included but not training</i>  1-2 points	<i>Education &amp; training is included, with suggested high school courses included</i>  3-4 points	<i>Detailed information about education, training, and certifications needed, including high school and post high school</i>  5 points	
	<i>Career outlook not included</i>  0 points	<i>Career outlook included, but source is not listed or explained</i>  1-2 points	<i>Career outlook cites source and explains</i>  3-4 points	<i>Career outlook is cited and explained from different sources</i>  5 points	
	<i>Salary not included</i>  0 points	<i>Salary is included but not explained</i>  1-2 points	<i>Salary and benefits are included and explained</i>  3-4 points	<i>Salary and benefits are included and detailed</i>  5 points	
	<i>Typical day not included</i>  0 points	<i>Typical day included, but is vague</i>  1-2 points	<i>Typical day is included</i>  3-4 points	<i>Detailed typical day included</i>  5 points	
	<i>No other research included</i>  0 points	<i>Research is included, but doesn't relate to information needed</i>  1-2 points	<i>Research is included, cited, and relates to career area</i>  3-4 points	<i>Additional career information included and detailed</i>  5 points	
<b>Quality of presentation design is professional; design elements are appropriate —e.g., color choice, font style, font size</b>  0 points	<i>Design lacks professionalism and appropriate design elements</i>  0 points	<i>Some elements of professionalism and appropriate design are present</i>  1-6 points	<i>Design quality is professional and appropriate design elements contribute to visual appeal</i>  7-8 points	<i>Design quality is exceptional, a polished appearance, and appropriate design elements enhance visual appeal</i>  9-10 points	
<b>Effectively uses a variety of formatting and visual effects in presentation</b>  0 points	<i>Does not effectively use formatting and visual effects causing confusion or distraction</i>  0 points	<i>Some visual consistency and relevant effects are present</i>  1-6 points	<i>Visuals and formatting are consistently relevant and enhance the presentation</i>  7-8 points	<i>Visuals and formatting are exceptionally consistent, and significantly elevate the overall presentation</i>  9-10 points	
<b>Substantiates and cites sources used while conducting research</b>  0 points	<i>Sources are not cited</i>  0 points	<i>Sources/References are seldom cited to support statements</i>  1-6 points	<i>Professionally legitimate sources &amp; resources that support statements are generally present</i>  7-8 points	<i>Compelling evidence from professionally legitimate sources &amp; resources is given to support statements</i>  9-10 points	
<b>Presentation Delivery</b>					
<b>Statements are well-organized and clearly stated</b>  0 points	<i>Competitor(s) did not appear prepared</i>  0 points	<i>Competitor(s) were prepared, but flow was not logical</i>  1-6 points	<i>Presentation flowed in logical sequence</i>  7-8 points	<i>Presentation flowed in a logical sequence; statements were well organized</i>  9-10 points	
<b>Demonstrates self-confidence, poise, assertiveness, and good voice projection</b>  0 points	<i>Competitor did not demonstrate self-confidence</i>  0 points	<i>Competitor demonstrated self-confidence and poise</i>  1-6 points	<i>Competitor demonstrated self-confidence, poise, and good voice projection</i>  7-8 points	<i>Competitor demonstrated self-confidence, poise, good voice projection, and assertiveness</i>  9-10 points	
<b>Demonstrates the ability to effectively answer questions</b>  0 points	<i>Unable to answer questions</i>  0 points	<i>Does not completely answer questions</i>  1-6 points	<i>Completely answers questions</i>  7-8 points	<i>Interacted with the judges in the process of completely answering questions</i>  9-10 points	
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
<b>Presentation Total (100 points)</b>					
Name(s):					
School:					
Judge Signature:					
Comments:					
					Date:



# 2023–2024 New York State Competitive Events

## Middle School

### Community Service Presentation

Community Service Presentation provides chapter members with the opportunity to showcase their community service projects within their school and/or community. The project must be in the interest of the community and designed for chapter participation. This competitive event consists of a presentation component.

#### Event Overview

**Event Type:** Team of 1, 2, or 3 members

**Event Category:** Chapter

**Event Elements:** Presentation

**Presentation Time:** 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer

**Internet Access:** Not provided

**NACE Connections:** Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Teamwork, Technology

**Equipment Provided by Competitors:** Technology/presentation items

**Equipment Provided by FBLA:** Table

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can only compete in a maximum of two events.
- If competitors are late for a presentation time, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- In the event there are less than 10 competitors in an event, only the final round will be held.
- Presentations are not open to conference attendees.
- Competitors present directly from a laptop/device. Screens and projectors are not allowed for use, and competitors are not allowed to bring their own. Power will not be available.
- Competitors can present with and bring any of the following technology into the presentation as long as it fits on the judges' table or is held by the competitors:
  - Laptop
  - Tablet
  - Mobile phone
  - External monitor that is approximately the size of a laptop monitor
- Materials, visual aids, and samples related to the project may be used during the presentation; however, no items may be left with the judges or audience.
- When the equipment set-up time has elapsed, the timer will automatically start the presentation time.
- The reliability of technology cannot always be guaranteed; always have a backup plan.
- If performing as a team, all team members are expected to actively participate in the presentation.
- No animals (except authorized service animals) will be allowed for use in any competitive event.
- Fifteen competitors/teams or an equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.

##### Scoring

- Judges must break ties. All judges' decisions are final.



# 2023–2024 New York State Competitive Events

## Middle School

### *Americans with Disabilities Act (ADA)*

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

### *Recording of Presentations*

- No unauthorized audio or video recording devices will be allowed in any competitive event.

### *Penalty Points*

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following competitive event guidelines.

# 2023–2024 New York State Competitive Events

## Middle School

### Community Service Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Content</b>					
<b>Describes project development and strategies used to implement project</b>	<i>No evidence of project development or strategies presented</i>	<i>Project development is explained briefly; very limited strategies are utilized</i>	<i>Project development is clearly outlined. More than one strategy is outlined.</i>	<i>Project development is clearly outlined. Strategies are chronological and clearly explained.</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Describes research into school or community needs</b>	<i>No evidence of school and/or community research</i>	<i>Research was completed but not clearly outlined</i>	<i>Research clearly completed and clearly outlined</i>	<i>Research was planned, executed, and evaluated</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Appropriate level of chapter member involvement in project</b>	<i>Chapter involvement is not explained</i>	<i>Participation was limited to 25% of chapter members</i>	<i>The project was clearly a chapter project and participated in by 50% of chapter members</i>	<i>Over 75% or more of chapter members participated and clear evidence is provided of the impact</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Degree of impact on the community and its citizens</b>	<i>School and/or community impact is not addressed</i>	<i>Project was completed and served a purpose</i>	<i>Project created tangible results that benefitted the school and/or community</i>	<i>Project impacted the school and/or community to a level that something has dynamically changed, and the project should continue</i>	
	0 points	1-9 points	10-16 points	17-20 points	
<b>Evidence of publicity received</b>	<i>No evidence of publicity received</i>	<i>Information about publicity was written in the report but no evidence of publicity is available</i>	<i>Project was recognized within the school and/or community</i>	<i>Project was recognized in more than one way by the school and/or community</i>	
	0 points	1-2 points	3-4 points	5 points	
<b>Student evaluation of project effectiveness</b>	<i>No evidence of project evaluation is provided</i>	<i>Project was evaluated</i>	<i>Project was evaluated and the evaluation was assessed</i>	<i>Project was evaluated and the team has created recommendations for change should the project be repeated</i>	
	0 points	1-2 points	3-4 points	5 points	
<b>Presentation Delivery</b>					
<b>Statements are well-organized and clearly stated</b>	<i>Competitor(s) did not appear prepared</i>	<i>Competitor(s) were prepared, but flow was not logical</i>	<i>Presentation flowed in logical sequence</i>	<i>Presentation flowed in a logical sequence; statements were well organized</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Demonstrates self-confidence, poise, assertiveness, and good voice projection</b>	<i>Competitor(s) did not demonstrate self-confidence</i>	<i>Competitor(s) demonstrated self-confidence and poise</i>	<i>Competitor(s) demonstrated self-confidence, poise, and good voice projection</i>	<i>Competitor(s) demonstrated self-confidence, poise, good voice projection, and assertiveness</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Demonstrates the ability to effectively answer questions</b>	<i>Unable to answer questions</i>	<i>Does not completely answer questions</i>	<i>Completely answers questions</i>	<i>Interacted with the judges in the process of completely answering questions</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
<b>Presentation Total (100 points)</b>					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					

# 2023–2024 New York State Competitive Events

## Middle School

### Critical Thinking

Critical Thinking provides members with the opportunity to think on their feet and present a solution to a problem presented. This competitive event consists of a role play scenario.

#### Event Overview

**Event Type:** Team of 1, 2, or 3 members

**Event Category:** Role Play Event

**Event Elements:** Presentation

**Role Play Time:** 15-minute preparation, 7-minute presentation (warning at one minute left)

**NACE Connections:** Career & Self-Development, Communication, Leadership, Professionalism, Teamwork

**Equipment Provided by Competitors:** None

**Equipment Provided by FBLA:** Two notecards and pencils for each competitor and secret problem/scenario

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can only compete in a maximum of two events.
- If competitors are late for a presentation time, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- In the event there are less than 10 competitors in an event, only the final round will be held.
- Presentations are not open to conference attendees.
- All electronic devices such as cell phones and smart watches must be turned off before competition begins.
- The role play will be a problem or scenario. The role play will be given to the competitors at the beginning of their assigned preparation time.
- Two notecards will be provided to each competitor and may be used during event preparation and role play presentation. Information may be written on both sides of the notecards. Notecards will be collected following the role play.
- No additional reference materials or props or visuals are allowed.
- If performing as a team, all team members are expected to actively participate in the presentation.
- No animals (except authorized service animals) will be allowed for use in any competitive event.
- Fifteen competitors/teams or an equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.

##### Scoring

- Judges must break ties. All judges' decisions are final.

##### Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

# 2023–2024 New York State Competitive Events

## Middle School

### *Recording of Presentations*

- No unauthorized audio or video recording devices will be allowed in any competitive event.

### *Penalty Points*

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following competitive event guidelines.

# 2023–2024 New York State Competitive Events

## Middle School

**Critical Thinking Role Play Presentation Rating Sheet**

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Content</b>					
<b>Problem is understood and well-defined</b>	<i>No description or role play synopsis provided; no problem(s) defined</i>	<i>Describes and provides role play synopsis OR defines the problem(s)</i>	<i>Describes and provides role play synopsis AND defines the problem(s)</i>	<i>Demonstrates expertise of role play synopsis AND definition of the problem(s)</i>	
	0 points	1-9 points	10-16 points	17-20 points	
<b>Alternatives are recognized with pros and cons stated and evaluated</b>	<i>No alternatives identified</i>	<i>Alternative(s) given but pro(s) and/or con(s) are not analyzed</i>	<i>At least two alternatives given, and pro(s) and con(s) are analyzed</i>	<i>Multiple alternatives given and multiple pros and cons analyzed for each</i>	
	0 points	1-9 points	10-16 points	17-20 points	
<b>Logical solution is selected with positive and negative aspects of its implementation given</b>	<i>No solution identified</i>	<i>Solution provided, but implementation plan not developed</i>	<i>Logical solution and implementation plan provided and developed</i>	<i>Feasible solution and implementation plan developed, and necessary resources identified</i>	
	0 points	1-9 points	10-16 points	17-20 points	
<b>Demonstrates knowledge and understanding of critical thinking concepts in relation to the topic</b>	<i>No knowledge demonstrated</i>	<i>Little knowledge demonstrated</i>	<i>Knowledge and understanding of topic demonstrated</i>	<i>Expert knowledge and understanding of topic demonstrated</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Presentation Delivery</b>					
<b>Statements are well-organized and clearly stated</b>	<i>Competitor(s) did not appear prepared</i>	<i>Competitor(s) were prepared, but flow was not logical</i>	<i>Presentation flowed in logical sequence</i>	<i>Presentation flowed in a logical sequence; statements were well organized</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Used appropriate eye contact, voice projection, gestures, and posture</b>	<i>Competitor(s) did not demonstrate self-confidence</i>	<i>Competitor(s) demonstrated self-confidence and poise</i>	<i>Competitor(s) demonstrated self-confidence, poise, and good voice projection</i>	<i>Competitor(s) demonstrated self-confidence, poise, good voice projection, and assertiveness</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Effectively answered questions</b>	<i>Unable to answer questions</i>	<i>Does not completely answer questions</i>	<i>Completely answers questions</i>	<i>Interacted with the judges in the process of completely answering questions</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
<b>Presentation Total (100 points)</b>					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					

# 2023–2024 New York State Competitive Events

## Middle School

### Digital Citizenship

Digital Citizenship provides members with the opportunity to demonstrate knowledge around competencies in digital environments. This competitive event consists of an objective test. It aims to inspire members to learn how to navigate the digital world in a safe and responsible way.

#### Event Overview

**Event Type:** Individual

**Event Category:** Objective Test, 50-multiple choice questions

**Objective Test Time:** 30 minutes

**NACE Connections:** Career & Self-Development

**Equipment Competitor Must Provide:** Laptop/Chromebook

#### Competencies

- Personal Security and Online Privacy
- Rights and Responsibilities
- Digital Footprint
- Internet Searches
- Copyrights
- Cyber Bullying

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit two entries.
- Each member can only compete in a maximum of two events.
- If competitors are late for an objective test, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All electronic devices such as cell phones and smart watches must be turned off before competition begins.

##### Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

##### Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

##### Penalty Points

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

# 2023–2024 New York State Competitive Events

## Middle School

### Elevator Speech

Elevator Speech provides members with the opportunity to develop and present a speech on a topic. This competitive event consists of a presentation component.

#### Event Overview

**Event Type:** Individual

**Event Category:** Presentation

**Event Elements:** Speech with a Topic

**Presentation Time:** 3-minute presentation time

**NACE Connections:** Career & Self-Development, Communication, Critical Thinking, Professionalism

**Equipment Provided by Competitors:** None

**Equipment Provided by FBLA:** None

#### 2023-2024 Topic

You and the other FBLA Middle School members at your school have been asked to speak at the next school board meeting about the benefits of Future Business Leaders of America membership in middle school. Share with the school board how you have benefited from membership in FBLA and why more funding should be made available to allow more students to participate.

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can only compete in a maximum of two events.
- Only competitors are allowed to plan, research, and prepare their presentations.
- If competitors are late for a presentation time, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.
- Each competitor must compete in all parts of an event for award eligibility.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- In the event there are less than 10 competitors in an event, only the final round will be held.
- Presentations are not open to conference attendees.
- The speech must be developed around the topic.
- When delivering the speech, competitors may use notes prepared before the event.
- No other reference materials such as visual aids, props, handouts or electronic devices may be brought to or used during the event.
- No animals (except authorized service animals) will be allowed for use in any competitive event.
- Fifteen competitors/teams or an equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.

##### Scoring

- Judges must break ties. All judges' decisions are final.

##### Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

# 2023–2024 New York State Competitive Events

## Middle School

### *Recording of Presentations*

- No unauthorized audio or video recording devices will be allowed in any competitive event.

### *Penalty Points*

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following competitive event guidelines.



# 2023–2024 New York State Competitive Events

## Middle School

### Elevator Speech Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Topic</b>  Incorporates provided topic	<i>Provided topic is not mentioned in speech</i>	<i>Topic is not clearly incorporated into speech</i>	<i>Topic was clearly incorporated into speech</i>	<i>Topic was clearly incorporated and expanded thoroughly throughout the speech</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Introduction</b>  Introduce the topic immediately	<i>Topic was not introduced</i>	<i>Introduction was not clearly presented</i>	<i>Introduction was clearly presented, and topic was defined immediately</i>	<i>Introduction was clearly presented, and topic was defined immediately with an effective transition into the speech body</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Supporting Information (Body)</b>  Include accurate and appropriate supporting information	<i>Speech did not have a topic</i>	<i>Multiple topics presented without clear connections</i>	<i>Central topics were identified, connected, and supported throughout the speech</i>	<i>Smooth transitions were effectively utilized to support the central topic</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Conclusion</b>  Provide effective conclusion connected to the topic & theme	<i>Speech did not have a conclusion</i>	<i>Conclusion was not clearly presented</i>	<i>Effective conclusion was presented</i>	<i>Conclusion provides connection to entire presentation</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Speech Delivery</b>  Deliver speech with varied facial expressions, eye contact, good posture, voice projection, self-confidence, and poise	<i>Does not have varied facial expressions and/or poor posture</i>	<i>Minimal varied facial expressions and/or poor posture</i>	<i>Appropriate varied facial expressions and posture</i>	<i>Appropriate varied facial expressions and posture that keeps audience fully engaged</i>	
	0 points	1-6 points	7-8 points	9-10 points	
	<i>Does not make eye contact</i>	<i>Minimal eye contact</i>	<i>Appropriate eye contact</i>	<i>Appropriate eye contact and didn't use notecards</i>	
	0 points	1-6 points	7-8 points	9-10 points	
	<i>Does not have voice projection</i>	<i>Minimal voice projection</i>	<i>Appropriate voice projection</i>	<i>Appropriate voice projection and diction</i>	
	0 points	1-6 points	7-8 points	9-10 points	
	<i>Competitor did not demonstrate self-confidence</i>	<i>Competitor demonstrated self-confidence and poise</i>	<i>Competitor demonstrated self-confidence, poise, and good voice projection</i>	<i>Competitor demonstrated self-confidence, poise, good voice projection, and assertiveness</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
<b>Presentation Total (100 points)</b>					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					

# 2023–2024 New York State Competitive Events

## Middle School

### Exploring Business Issues

Exploring Business Issues provides members with the opportunity to research a business topic and present their findings and solutions. This competitive event consists of a presentation component.

#### Event Overview

**Event Type:** Team of 1, 2, or 3 members

**Event Category:** Presentation

**Event Elements:** Presentation with a Topic

**Presentation Time:** 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer

**Internet Access:** Not provided

**NACE Connections:** Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Teamwork, Technology

**Equipment Provided by Competitors:** Technology/presentation items

**Equipment Provided by FBLA:** Table

#### 2023-2024 Topic

The traditional work environment is changing as technology provides employees with the ability to work from anywhere, including from their homes. More Americans are working from home, for longer periods of time. Employees are looking to push companies to break down the long-established structures and policies that traditionally have influenced workdays. Include answers to the following questions during your presentation:

- How does this trend positively affect businesses?
- How does this trend negatively affect businesses?
- Examples of trends to discuss include collaboration, environmental impact, productivity, etc. (additional points/topics can be added)

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can only compete in a maximum of two events.
- Only competitors are allowed to plan, research, prepare, and set up their presentations.
- If competitors are late for a presentation time, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- In the event there are less than 10 competitors in an event, only the final round will be held.
- Presentations are not open to conference attendees.
- Competitors present directly from a laptop/device. Screens and projectors are not allowed for use, and competitors are not allowed to bring their own. Power will not be available.
- Competitors can present with and bring any of the following technology into the presentation as long as it fits on the judges' table or is held by the competitors:
  - Laptop
  - Tablet
  - Mobile phone
  - External monitor that is approximately the size of a laptop monitor
- Materials, visual aids, and samples related to the project may be used during the presentation; however, no items may be left with the judges or audience.
- When the equipment set-up time has elapsed, the timer will automatically start the presentation time.
- The reliability of technology cannot always be guaranteed; always have a backup plan.
- If performing as a team, all team members are expected to actively participate in the presentation.

# 2023–2024 New York State Competitive Events

## Middle School

- Facts and data must be cited and secured from quality sources.
- No animals (except authorized service animals) will be allowed for use in any competitive event.
- Fifteen competitors/teams or an equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.

### *Scoring*

- Judges must break ties. All judges' decisions are final.

### *Americans with Disabilities Act (ADA)*

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

### *Recording of Presentations*

- No unauthorized audio or video recording devices will be allowed in any competitive event.

### *Penalty Points*

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following competitive event guidelines.

# 2023–2024 New York State Competitive Events

## Middle School

### Exploring Business Issues Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Content</b>					
<b>Demonstrates understanding of the topic</b>	<i>No description or topic synopsis provided; no problems defined</i>	<i>Describes and provides topic synopsis OR defines the problem(s)</i>	<i>Describes and provides topic synopsis AND defines the problem(s)</i>	<i>Demonstrates expertise of topic synopsis AND definition of the problem(s)</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Alternative solutions are recognized with pros and cons stated and evaluated</b>	<i>No alternatives identified</i>	<i>Alternative(s) given but pro(s) and/or con(s) are not analyzed</i>	<i>At least two alternatives given, and pro(s) and con(s) are analyzed</i>	<i>Multiple alternatives given and multiple pros and cons analyzed for each</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Provides an effective and logical recommendation(s)</b>	<i>Fails to provide meaningful recommendations</i>	<i>Presents recommendations for behavior but lacks thorough exploration of advantages and disadvantages</i>	<i>Offers solid recommendations, but may not fully address all pros and cons</i>	<i>Provides well-reasoned and supported suggestions. Balances advantages and disadvantages effectively</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Substantiates and cites sources used while conducting research</b>	<i>Sources are not cited</i>	<i>Sources/References are seldom cited to support statements</i>	<i>Professionally legitimate sources &amp; resources that support statements are generally present</i>	<i>Compelling evidence from professionally legitimate sources &amp; resources is given to support statements</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Uses technology effectively to illustrate the research on the topic</b>	<i>No use of technology</i>	<i>Demonstrates limited use of technology</i>	<i>Demonstrates good use of technology</i>	<i>Demonstrates excellent use of technology with a consistent theme in graphics &amp; proper formatting</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Presentation Delivery</b>					
<b>Statements are well-organized and clearly stated</b>	<i>Competitor(s) did not appear prepared</i>	<i>Competitor(s) were prepared, but flow was not logical</i>	<i>Presentation flowed in logical sequence</i>	<i>Presentation flowed in a logical sequence; statements were well organized</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Demonstrates self-confidence, poise, assertiveness, and good voice projection</b>	<i>Competitor(s) did not demonstrate self-confidence</i>	<i>Competitor(s) demonstrated self-confidence and poise</i>	<i>Competitor(s) demonstrated self-confidence, poise, and good voice projection</i>	<i>Competitor(s) demonstrated self-confidence, poise, good voice projection, and assertiveness</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Demonstrates the ability to effectively answer questions</b>	<i>Unable to answer questions</i>	<i>Does not completely answer questions</i>	<i>Completely answers questions</i>	<i>Interacted with the judges in the process of completely answering questions</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
<b>Presentation Total (100 points)</b>					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					

# 2023–2024 New York State Competitive Events

## Middle School

### Exploring Computer Science

Exploring Computer Science provides competitors with the opportunity to demonstrate knowledge around introductory competencies in computer science. This competitive event consists of an objective test. It aims to inspire members to learn about computers and computational systems.

#### Event Overview

**Event Type:** Individual

**Event Category:** Objective Test, 50-multiple choice questions

**Objective Test Time:** 30 minutes

**NACE Connections:** Career & Self-Development

**Equipment Competitor Must Provide:** Laptop/Chromebook

#### Competencies

- Logical Reasoning
- Basic Coding
- Manipulating and Analyzing Data with Digital Tools
- Problem Solving
- Algorithms and Programs
- Abstraction and Decomposition
- Pattern Recognition

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit two entries.
- Each member can only compete in a maximum of two events.
- If competitors are late for an objective test, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All electronic devices such as cell phones and smart watches must be turned off before competition begins.

##### Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

##### Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

##### Penalty Points

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

# 2023–2024 New York State Competitive Events

## Middle School

### Exploring Economics

Exploring Economics provides members with the opportunity to demonstrate knowledge around introductory competencies in economics. This competitive event consists of an objective test. It aims to inspire members to learn about the various areas of economics.

#### Event Overview

**Event Type:** Individual

**Event Category:** Objective Test, 50-multiple choice questions

**Objective Test Time:** 30 minutes

**NACE Connections:** Career & Self-Development

**Equipment Competitor Must Provide:** Laptop/Chromebook

#### Competencies

- |                          |                      |
|--------------------------|----------------------|
| • Scarcity               | • Business Cycles    |
| • Supply and Demand      | • Inflation          |
| • Economic Systems       | • Opportunity Costs  |
| • Gross Domestic Product | • Goods and Services |
| • International Trade    | • Needs vs. Wants    |

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit two entries.
- Each member can only compete in a maximum of two events.
- If competitors are late for an objective test, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All electronic devices such as cell phones and smart watches must be turned off before competition begins.

##### Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

##### Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

##### Penalty Points

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

# 2023–2024 New York State Competitive Events

## Middle School

### Exploring Technology

Exploring Technology provides members with the opportunity to demonstrate knowledge around introductory competencies in technology. This competitive event consists of an objective test. It aims to inspire members to learn about the various areas of technology.

#### Event Overview

**Event Type:** Individual

**Event Category:** Objective Test, 50-multiple choice questions

**Objective Test Time:** 30 minutes

**NACE Connections:** Career & Self-Development

**Equipment Competitor Must Provide:** Laptop/Chromebook

#### Competencies

- |  |                   |
|--|-------------------|
| • Computer Literacy                                      | • File Management |
| • Evolving Technologies                                  | • Ergonomics      |
| • Basic Concepts in Hardware, Software, and Connectivity | • Popup Blockers  |
| • Impacts on Society                                     | • Networks        |
| • Website Design   | • Spam Filters    |

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit two entries.
- Each member can only compete in a maximum of two events.
- If competitors are late for an objective test, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All electronic devices such as cell phones and smart watches must be turned off before competition begins.

##### Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

##### Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

##### Penalty Points

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

# 2023–2024 New York State Competitive Events

## Middle School

### FBLA Concepts

FBLA Concepts provides members with the opportunity to demonstrate knowledge about the various areas of the Future Business Leaders of America organization. This competitive event consists of an objective test.

#### Event Overview

**Event Type:** Individual

**Event Category:** Objective Test, 50-multiple choice questions

**Objective Test Time:** 30 minutes

**NACE Connections:** Career & Self-Development

**Equipment Competitor Must Provide:** Laptop/Chromebook

#### Competencies

- |                   |                                   |
|-------------------|-----------------------------------|
| • History of FBLA | • FBLA Middle School Competitions |
| • FBLA Programs   | • FBLA Structure                  |
| • FBLA Pledge     | • FBLA Dress Code                 |
| • FBLA Mission    | • FBLA Publications               |
| • FBLA Goals      | • FBLA Deadlines                  |

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit two entries.
- Each member can only compete in a maximum of two events.
- If competitors are late for an objective test, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All electronic devices such as cell phones and smart watches must be turned off before competition begins.

##### Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

##### Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

##### Penalty Points

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.



# 2023–2024 New York State Competitive Events

## Middle School

### FBLA Mission & Pledge

FBLA Mission & Pledge provides members with the opportunity to present the FBLA mission and pledge from memory and share their personal reflection and meaning with the judges. This competitive event consists of a presentation component.

#### Event Overview

**Event Type:** Individual

**Event Category:** Presentation

**Event Elements:** Speech

**Presentation Time:** 3-minute presentation time

**NACE Connections:** Career & Self-Development, Communication, Critical Thinking, Professionalism

**Equipment Provided by Competitors:** None

**Equipment Provided by FBLA:** None

#### FBLA Mission & Pledge

##### *Mission*

FBLA inspires and prepares students to become community-minded business leaders in a global society through relevant career preparation and leadership experiences.

##### *Pledge*

I solemnly promise to uphold the aims and responsibilities of Future Business Leaders of America and, as an active member, I shall strive to develop the qualities necessary in becoming a responsible business leader.

#### State Guidelines

##### *Eligibility*

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can only compete in a maximum of two events.
- Only competitors are allowed to plan, research, and prepare their presentations.
- If competitors are late for a presentation time, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.
- Each competitor must compete in all parts of an event for award eligibility.

##### *Recognition*

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### *Event Administration*

- In the event there are less than 10 competitors in an event, only the final round will be held.
- Presentations are not open to conference attendees.
- Competitors will recite the FBLA mission from memory and reflect on the meaning of the mission.
- Competitors will recite the FBLA pledge from memory and reflect on the meaning of the pledge.
- Competitors are permitted to bring prepared notes to be used during the reflection portion only.
- No other reference materials such as visual aids, props, handouts or electronic devices may be brought to or used during the event.
- No animals (except authorized service animals) will be allowed for use in any competitive event.
- Fifteen competitors/teams or an equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.

##### *Scoring*

- Judges must break ties. All judges' decisions are final.

##### *Americans with Disabilities Act (ADA)*

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit

# 2023–2024 New York State Competitive Events

## Middle School

appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

### *Recording of Presentations*

- No unauthorized audio or video recording devices will be allowed in any competitive event.

### *Penalty Points*

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following competitive event guidelines.

# 2023–2024 New York State Competitive Events

## Middle School

### FBLA Mission & Pledge Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Content</b>					
<b>Recites FBLA mission from memory</b>	<i>Mission is not memorized</i>	<i>Mission is partially memorized</i>	<i>Mission is mostly memorized</i>	<i>Mission is completely memorized</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Reflection of FBLA mission is relevant and appropriate</b>	<i>No reflection of mission</i>	<i>Reflection of mission is not relevant or appropriate</i>	<i>Reflection of mission is relevant</i>	<i>Reflection of mission is relevant and appropriate</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Recites FBLA pledge from memory</b>	<i>Pledge is not memorized</i>	<i>Pledge is partially memorized</i>	<i>Pledge is mostly memorized</i>	<i>Pledge is completely memorized</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Reflection of FBLA pledge is relevant and appropriate</b>	<i>No reflection of pledge</i>	<i>Reflection of pledge is not relevant or appropriate</i>	<i>Reflection of pledge is relevant</i>	<i>Reflection of pledge is relevant and appropriate</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Presentation Delivery</b>					
<b>Speech Delivery</b>  Deliver speech with varied facial expressions, eye contact, good posture, voice projection, self-confidence, and poise	<i>Does not have varied facial expressions and/or poor posture</i>	<i>Minimal varied facial expressions and/or poor posture</i>	<i>Appropriate varied facial expressions and posture</i>	<i>Appropriate varied facial expressions and posture that keeps audience fully engaged</i>	
	0 points	1-6 points	7-8 points	9-10 points	
	<i>Does not make eye contact</i>	<i>Minimal eye contact</i>	<i>Appropriate eye contact</i>	<i>Appropriate eye contact and didn't use notecards during reflections</i>	
	0 points	1-6 points	7-8 points	9-10 points	
	<i>Does not have voice projection</i>	<i>Minimal voice projection</i>	<i>Appropriate voice projection</i>	<i>Appropriate voice projection and diction</i>	
	0 points	1-6 points	7-8 points	9-10 points	
	<i>Competitor did not demonstrate self-confidence</i>	<i>Competitor demonstrated self-confidence and poise</i>	<i>Competitor demonstrated self-confidence, poise, and good voice projection</i>	<i>Competitor demonstrated self-confidence, poise, good voice projection, and assertiveness</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
<b>Presentation Total (100 points)</b>					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					

# 2023–2024 New York State Competitive Events

## Middle School

### Financial Literacy

Financial Literacy provides members with the opportunity to demonstrate knowledge around competencies in various financial skills. This competitive event consists of an objective test. It aims to inspire members to learn about how to manage personal finances.

#### Event Overview

**Event Type:** Individual

**Event Category:** Objective Test, 50-multiple choice questions

**Objective Test Time:** 30 minutes

**NACE Connections:** Career & Self-Development

**Equipment Competitor Must Provide:** Laptop/Chromebook

#### Competencies

- |                             |                        |
|-----------------------------|------------------------|
| • Discounts and Percentages | • Insurance            |
| • Savings                   | • Budgeting            |
| • Checking Accounts         | • Credit Cards         |
| • Decision Making           | • Return on Investment |
| • Taxes                     | • Consumer Awareness   |
| • Investing                 | • Identity Theft       |

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit two entries.
- Each member can only compete in a maximum of two events.
- If competitors are late for an objective test, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All electronic devices such as cell phones and smart watches must be turned off before competition begins.

##### Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

##### Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

##### Penalty Points

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

# 2023–2024 New York State Competitive Events

## Middle School

### Interpersonal Communication

Interpersonal Communication provides members with the opportunity to demonstrate knowledge around competencies in interpersonal communication. This competitive event consists of an objective test. It aims to inspire members to learn about how communication, between two or more people, happens by exchanging messages, ideas, and information.

#### Event Overview

**Event Type:** Individual

**Event Category:** Objective Test, 50-multiple choice questions

**Objective Test Time:** 30 minutes

**NACE Connections:** Career & Self-Development

**Equipment Competitor Must Provide:** Laptop/Chromebook

#### Competencies

- |                                      |                     |
|--------------------------------------|---------------------|
| • Accountability                     | • Decision Making   |
| • Verbal and Nonverbal Communication | • Values            |
| • Diverse Cultures                   | • Positive Attitude |
| • Teamwork                           | • Time Management   |
| • Collaboration                      | • Ethics            |
| • Personal Appearance                |                     |

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit two entries.
- Each member can only compete in a maximum of two events.
- If competitors are late for an objective test, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All electronic devices such as cell phones and smart watches must be turned off before competition begins.

##### Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

##### Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

##### Penalty Points

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

# 2023–2024 New York State Competitive Events

## Middle School

### Leadership

Leadership provides members with the opportunity to demonstrate knowledge around competencies in the area of leadership. This competitive event consists of an objective test. It aims to inspire members to learn how a set of behaviors is used to help people align and execute their collective direction.

#### Event Overview

**Event Type:** Individual

**Event Category:** Objective Test, 50-multiple choice questions

**Objective Test Time:** 30 minutes

**NACE Connections:** Career & Self-Development

**Equipment Competitor Must Provide:** Laptop/Chromebook

#### Competencies

- |                             |                   |
|-----------------------------|-------------------|
| • Personal Responsibility   | • Problem Solving |
| • Self-Awareness            | • Empathy         |
| • Teamwork                  | • Flexibility     |
| • Collaboration             | • Creativity      |
| • Communicating Effectively | • Embracing Risk  |
| • Motivating                | • Innovation      |
| • Conflict Resolution       |                   |

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit two entries.
- Each member can only compete in a maximum of two events.
- If competitors are late for an objective test, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All electronic devices such as cell phones and smart watches must be turned off before competition begins.

##### Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

##### Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

##### Penalty Points

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

# 2023–2024 New York State Competitive Events

## Middle School

### Learning Strategies

Learning Strategies provide members with the opportunity to demonstrate knowledge around competencies in learning strategies. This competitive event consists of an objective test. It aims to inspire members to learn about an individual's way of organizing and using skills to learn.

#### Event Overview

**Event Type:** Individual

**Event Category:** Objective Test, 50-multiple choice questions

**Objective Test Time:** 30 minutes

**NACE Connections:** Career & Self-Development

**Equipment Competitor Must Provide:** Laptop/Chromebook

#### Competencies

- |                          |                          |
|--------------------------|--------------------------|
| • Summarizing            | • Cognitive Skills       |
| • Notetaking             | • Active Learning        |
| • Cooperative Learning   | • Critical Thinking      |
| • Inquiry-Based Learning | • Advanced Organizer     |
| • Differentiation        | • Vocabulary Development |

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit two entries.
- Each member can only compete in a maximum of two events.
- If competitors are late for an objective test, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All electronic devices such as cell phones and smart watches must be turned off before competition begins.

##### Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

##### Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

##### Penalty Points

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

# 2023–2024 New York State Competitive Events

## Middle School

### Marketing Mix Challenge

Marketing Mix Challenge provides members with the opportunity to present the marketing strategy of a new, realistic product or service. This competitive event consists of a presentation component.

#### Event Overview

**Event Type:** Team of 1, 2, or 3 members

**Event Category:** Presentation

**Event Elements:** Presentation

**Presentation Time:** 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer

**Internet Access:** Not provided

**NACE Connections:** Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Teamwork, Technology

**Equipment Provided by Competitors:** Technology/presentation items

**Equipment Provided by FBLA:** Table

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can only compete in a maximum of two events.
- Only competitors are allowed to plan, research, prepare, and set up their presentations.
- If competitors are late for a presentation time, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- In the event there are less than 10 competitors in an event, only the final round will be held.
- Presentations are not open to conference attendees.
- Competitors will create a marketing mix strategy for a new product or service. The product or service must be realistic and, to your knowledge, not currently exist.
- The presentation must include the following, using the five Ps of Marketing:
  - **Product:** Name of your product or service. Give a description of what it is, what it does, and how it is packaged.
  - **Price:** How much will your product cost? Why are you pricing it the way you are?
  - **Place:** Where are you geographically going to sell your product? What type of stores/businesses will sell or provide it?
  - **Promotion:** What advertising methods will you use to reach your target market? Where will you advertise? Will you offer any discounts, coupons, BOGOs, etc.? What are they?
  - **People:** Who is your target market? Include all components of demographics, psychographics, and geographics.
- Competitors present directly from a laptop/device. Screens and projectors are not allowed for use, and competitors are not allowed to bring their own. Power will not be available.
- Competitors can present with and bring any of the following technology into the presentation as long as it fits on the judges' table or is held by the competitors:
  - Laptop
  - Tablet
  - Mobile phone
  - External monitor that is approximately the size of a laptop monitor
- Materials, visual aids, and samples related to the project may be used during the presentation; however, no items may be left with the judges or audience.
- When the equipment set-up time has elapsed, the timer will automatically start the presentation time.
- The reliability of technology cannot always be guaranteed; always have a backup plan.



# 2023–2024 New York State Competitive Events

## Middle School

- If performing as a team, all team members are expected to actively participate in the presentation.
- No animals (except authorized service animals) will be allowed for use in any competitive event.
- Fifteen competitors/teams or an equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.

### *Scoring*

- Judges must break ties. All judges' decisions are final.

### *Americans with Disabilities Act (ADA)*

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

### *Recording of Presentations*

- No unauthorized audio or video recording devices will be allowed in any competitive event.

### *Penalty Points*

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following competitive event guidelines.

# 2023–2024 New York State Competitive Events

## Middle School

### Marketing Mix Challenge Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Content</b>					
<b>Product:</b> description of original product or service	<i>The product/service is not described</i>	<i>The product/service is partially described</i>	<i>The product/service is mostly described</i>	<i>The product/service is fully described</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Price:</b> description of selling price and pricing strategy	<i>Pricing is not described</i>	<i>Selling price OR pricing strategy is described</i>	<i>Selling price AND pricing strategy are mostly described</i>	<i>Selling price AND pricing strategy are fully described</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Place:</b> description of where product or service will be sold	<i>Place is not described</i>	<i>Place is partially described</i>	<i>Place is mostly described</i>	<i>Place is fully described with multiple examples</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Promotion:</b> description of advertising methods	<i>Promotion is not described</i>	<i>Promotion is partially described</i>	<i>Promotion is mostly described</i>	<i>Promotion is fully described with multiple examples</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>People:</b> description of target market	<i>Target market is not described</i>	<i>Target market is partially described</i>	<i>Target market is mostly described</i>	<i>Target market is fully described with multiple examples</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Demonstrates knowledge and understanding of marketing concepts</b>	<i>No additional marketing concepts were demonstrated</i>	<i>Minimal knowledge and understanding of marketing concepts demonstrated</i>	<i>Marketing concepts were evident throughout the presentation</i>	<i>Marketing concepts were fully explained with multiple examples</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Substantiates and cites sources used while conducting research</b>	<i>Sources are not cited</i>	<i>Sources/References are seldom cited to support statements</i>	<i>Professionally legitimate sources &amp; resources that support statements are generally present</i>	<i>Compelling evidence from professionally legitimate sources &amp; resources is given to support statements</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Presentation Delivery</b>					
<b>Statements are well-organized and clearly stated</b>	<i>Competitor(s) did not appear prepared</i>	<i>Competitor(s) were prepared, but flow was not logical</i>	<i>Presentation flowed in logical sequence</i>	<i>Presentation flowed in a logical sequence; statements were well organized</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Demonstrates self-confidence, poise, and good voice projection</b>	<i>Competitor(s) did not demonstrate self-confidence</i>	<i>Competitor(s) demonstrated self-confidence and poise</i>	<i>Competitor(s) demonstrated self-confidence, poise, and good voice projection</i>	<i>Competitor(s) demonstrated self-confidence, poise, good voice projection, and assertiveness</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Demonstrates the ability to effectively answer questions</b>	<i>Unable to answer questions</i>	<i>Does not completely answer questions</i>	<i>Completely answers questions</i>	<i>Interacted with the judges in the process of completely answering questions</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
<b>Presentation Total (100 points)</b>					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					

# 2023–2024 New York State Competitive Events

## Middle School

### Multimedia & Website Development

Multimedia & Website Development provides members with the opportunity to create a website over a topic. This competitive event consists of a presentation component.

#### Event Overview

**Event Type:** Team of 1, 2, or 3 members

**Event Category:** Presentation

**Event Elements:** Presentation with a Topic

**Presentation Time:** 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer

**Internet Access:** Provided (Internet access may not be Wi-Fi, so competitors should plan appropriately when selecting devices on which to present. Please note that internet reliability at any conference venue cannot be guaranteed. Always have a backup plan in case internet connections go down.)

**NACE Connections:** Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Teamwork, Technology

**Equipment Provided by Competitors:** Technology/presentation items

**Equipment Provided by FBLA:** Table, Internet Access

#### 2023–2024 Topic

You have been asked by a local small business in your community to develop a website that will promote their business. The website must include the following elements:

- Home Page/Navigation Menu
- A header that promotes the business and its products/services
- An “About Us/Contact” page
- A page to register for the business’ rewards program, sign up for newsletters or emails

Feel free to include any other elements to enhance the website.

*Note: Partnering with an actual local business is encouraged, but not mandated. Website does not have to be live. If partnering with an actual business, permission must be received from the business to make the website public.*

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can only compete in a maximum of two events.
- Only competitors are allowed to plan, research, prepare, and set up their presentations.
- If competitors are late for a presentation time, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

# 2023–2024 New York State Competitive Events

## Middle School

### *Event Administration*

- In the event there are less than 10 competitors in an event, only the final round will be held.
- Presentations are not open to conference attendees.
- Presentation should cover the following aspects of the website:
  - The development, usability and functionality of the website must be demonstrated and explained to the judges.
  - The design process and design principles used.
  - Websites should be designed to allow for viewing on as many different platforms as possible.
  - Competitors must show the judges any of the following that are applicable: documentation of templates/libraries used, documentation of copyrighted material and sources used.
- Competitors present directly from a laptop/device. Screens and projectors are not allowed for use, and competitors are not allowed to bring their own. Power will not be available.
- Competitors can present with and bring any of the following technology into the presentation as long as it fits on the judges' table or is held by the competitors:
  - Laptop
  - Tablet
  - Mobile phone
  - External monitor that is approximately the size of a laptop monitor
- Materials, visual aids, and samples related to the project may be used during the presentation; however, no items may be left with the judges or audience.
- When the equipment set-up time has elapsed, the timer will automatically start the presentation time.
- If performing as a team, all team members are expected to actively participate in the presentation.
- No animals (except authorized service animals) will be allowed for use in any competitive event.
- Fifteen competitors/teams or an equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.

### *Scoring*

- Judges must break ties. All judges' decisions are final.

### *Americans with Disabilities Act (ADA)*

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

### *Recording of Presentations*

- No unauthorized audio or video recording devices will be allowed in any competitive event.

### *Penalty Points*

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following competitive event guidelines.

# 2023–2024 New York State Competitive Events

## Middle School

### Multimedia & Website Development Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Content</b>					
<b>Topic is understood and well-defined</b>	<i>Topic is not followed</i>	<i>Topic is not fully addressed</i>	<i>Topic is fully addressed</i>	<i>User with no knowledge of the topic can identify based on site</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Website appeal to audience</b>	<i>Website is not appealing</i>	<i>Website is somewhat appealing to audience</i>	<i>Website is appealing to audience</i>	<i>Website is professional and appealing</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Website demonstrates the required elements of the project as stated in guidelines.</b>	<i>Website does not include required elements</i>	<i>Website includes some of the required elements</i>	<i>Website presented includes all the required elements</i>	<i>Website presented includes required elements and more</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Substantiates and cites sources used while conducting research</b>	<i>Sources are not cited</i>	<i>Sources/References are seldom cited to support statements</i>	<i>Professionally legitimate sources &amp; resources that support statements are generally present</i>	<i>Compelling evidence from professionally legitimate sources &amp; resources is given to support statements</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Technical Components</b>					
<b>Website is viewable on standard browsers</b>	<i>Website is not viewable</i>	<i>Website viewability is limited</i>	<i>Website is viewable</i>	<i>Website is viewable on more than 1 platform</i>	
	0 points	1-9 points	10-16 points	17-20 points	
<b>Logical and effective sequence of navigation, links are all functional</b>	<i>Site is not logical, some links are not functional, and does not have an effective sequence of navigation</i>	<i>Site is somewhat logical; links are functional, or navigation is not effective</i>	<i>Site is logical, site links are functional, and has an effective sequence of navigation</i>	<i>Site is logical, site links are functional, and the sequence of navigation enhances the user experience</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Presentation Delivery</b>					
<b>Statements are well-organized and clearly stated</b>	<i>Competitor(s) did not appear prepared</i>	<i>Competitor(s) were prepared, but flow was not logical</i>	<i>Presentation flowed in logical sequence</i>	<i>Presentation flowed in a logical sequence; statements were well organized</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Self-confidence, poise, assertiveness, and good voice projection</b>	<i>Competitor(s) did not demonstrate self-confidence</i>	<i>Competitor(s) demonstrated self-confidence and poise</i>	<i>Competitor(s) demonstrated self-confidence, poise, and good voice projection</i>	<i>Competitor(s) demonstrated self-confidence, poise, good voice projection, and assertiveness</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Ability to effectively answer questions</b>	<i>Unable to answer questions</i>	<i>Does not completely answer questions</i>	<i>Completely answers questions</i>	<i>Interacted with the judges in the process of completely answering questions</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
<b>Presentation Total (100 points)</b>					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					

# 2023–2024 New York State Competitive Events

## Middle School

### Outstanding New Middle Level Member – New York State–Only Event – Not a National Event

Outstanding New ML Member is a competitive event demonstrating a member's first year in FBLA Middle Level and interviewing techniques. This competitive event consists of prejudged materials and presentation (interview) components.

#### Event Overview

**Event Type:** Individual

**Event Category:** Presentation

**Event Elements:** Prejudged Report & Presentation

**Prejudged Component:** 10-page report due March 1, 2024

**Presentation Time:** 7-minute presentation time

**Internet Access:** Not provided

**NACE Connections:** Career & Self-Development, Critical Thinking, Communication, Leadership, Professionalism, Teamwork

#### State

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can only compete in a maximum of two events.
- Only competitors are allowed to plan, research, prepare, and set up their presentations.
- If competitors are late for a presentation time, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.
- Each competitor must compete in all parts of an event for award eligibility.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- This event has two parts: prejudged, and presentation (interview)
- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the final round.
- Presentations are not open to conference attendees.
- Prejudged Materials
  - **Submission Deadline:** A PDF of the project must be uploaded to the NYS website by March 1, 2024.
  - Report formats must follow the same sequence shown on the rating sheet.
  - Evidence of active participation in the school's chapter must be shown in the written report. The evidence may be in written or pictorial form & compiled only by the participant. The report must also include a letter from the participant's adviser attesting to the fact that the participant did play an active role in the chapter's activities. Each participant must prove participation in the following categories:
    - Leadership activities
    - Fundraising activities
    - Participation in projects
    - Responsibilities assumed
  - Reports must include a table of contents & front & back covers. Front & back covers are not part of the count.
  - A title page, divider pages, & appendices are optional.
  - The report must not exceed ten numbered pages, including title page, table of contents, dividers, & appendices.
  - Pages must be formatted to fit on 8 ½" x 11" paper.
  - Competitors must prepare materials. Advisers and others are not permitted to write the report. Reports must be original, current, and not submitted for a previous SLC.
- Performance Round
  - The judges may ask the participants questions relating to the following:
    - Future educational plans
    - Future career goals

# 2023–2024 New York State Competitive Events

## Middle School

- Why they are interested in being selected the Outstanding New FBLA Member in New York State
- The importance of FBLA to them
- Prejudged materials, visual aids, and samples related to the project may be used during the presentation; however, no items may be left with the judges or audience.
- No animals (except authorized service animals) will be allowed for use in any competitive event.

### *Scoring*

- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the final round.
- Judges must break ties. All judges' decisions are final.

### *Americans with Disabilities Act (ADA)*

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

### *Recording of Presentations*

- No unauthorized audio or video recording devices will be allowed in any competitive event.

### *Penalty Points*

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following competitive event guidelines.

# 2023–2024 New York State Competitive Events

## Middle School

### Outstanding New ML Member Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Personal Appearance</b>					
Grooming and appropriate attire	0 points	1-2 points	3-4 points	5 points	
<b>Interview</b>					
Voice and diction	0 points	1-2 points	3-4 points	5 points	
Self-confidence	0 points	1-2 points	3-4 points	5 points	
Communication skills/eye contact	0 points	1-2 points	3-4 points	5 points	
<b>Potential Leadership Ability</b>					
Participation in and knowledge of all FBLA projects	0 points	1-2 points	3-4 points	5 points	
Presentation in an orderly manner	0 points	1-2 points	3-4 points	5 points	
<b>Written Evidence Compiled by Participant</b>					
Leadership activities	0 points	1-2 points	3-4 points	5 points	
Fundraising activities	0 points	1-2 points	3-4 points	5 points	
Participation in projects	0 points	1-2 points	3-4 points	5 points	
Responsibilities assumed	0 points	1-2 points	3-4 points	5 points	
Organization, neatness, evidence of skill and knowledge of business procedures	0 points	1-7 points	8-14 points	15-20 points	
Demonstration of initiative and drive	0 points	1-2 points	3-4 points	5 points	
<b>Career Planning</b>					
Future educational plans	0 points	1-2 points	3-4 points	5 points	
Future career goals	0 points	1-2 points	3-4 points	5 points	
<b>Evidence of Complete, Logical, Answers to the Following Interview Questions</b>					
Why are you interested in becoming the Outstanding New FBLA Member?	0 points	1-3 points	4-7 points	8-10 points	
What is the importance of FBLA to you?	0 points	1-2 points	3-4 points	5 points	
<b>Presentation Total (100 points)</b>					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					



# 2023–2024 New York State Competitive Events

## Middle School

### Running an Effective Meeting

Running an Effective Meeting provides members with the opportunity to demonstrate knowledge around competencies in meeting procedures. This competitive event consists of an objective test. It aims to inspire members to learn about the structure, the order, and the ground rules of how to conduct a meeting.

#### Event Overview

**Event Type:** Individual

**Event Category:** Objective Test, 50-multiple choice questions

**Objective Test Time:** 30 minutes

**NACE Connections:** Career & Self-Development

**Equipment Competitor Must Provide:** Laptop/Chromebook

#### Competencies

- Making Motions
- Robert's Basic Rules of Order
- Development of an Agenda
- Amendments to Motions
- Voting
- Committees
- Bylaws
- Virtual Setting/Meetings
- Organizational Skills
- Working on Teams

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit two entries.
- Each member can only compete in a maximum of two events.
- If competitors are late for an objective test, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- This event is an objective test administered online at the SLC.
- No reference or study materials may be brought to the testing site.
- No calculators may be brought into the testing site; online calculators will be provided.
- All electronic devices such as cell phones and smart watches must be turned off before competition begins.

##### Tie Breaker

- Ties are broken by comparing the correct number of answers to the last 10 questions on the test. If a tie remains, answers to the last 20 questions on the test will be reviewed to determine the winner. If a tie remains, the competitor who completed the test in a shorter amount of time will place higher.

##### Americans with Disabilities Act (ADA)

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

##### Penalty Points

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

# 2023–2024 New York State Competitive Events

## Middle School

### Video Game Challenge

Video Game Challenge provides members with the opportunity to develop and present a video game they've created. This competitive event consists of a presentation component where the game is presented to the judges.

#### Event Overview

**Event Type:** Team of 1, 2, or 3 members

**Event Category:** Presentation

**Event Elements:** Presentation with a Topic

**Presentation Time:** 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer

**Internet Access:** Provided (Internet access may not be Wi-Fi, so competitors should plan appropriately when selecting devices on which to present. Please note that internet reliability at any conference venue cannot be guaranteed. Always have a backup plan in case internet connections go down.)

**NACE Connections:** Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Teamwork, Technology

**Equipment Provided by Competitors:** Technology/presentation items

**Equipment Provided by FBLA:** Table, Internet Access

#### 2023–2024 Topic

Create an animated game, in any programming language or game/animation engine, with keyboard and/or mouse input. The game must be playable on a PC or Mac.

#### State Guidelines

##### Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 19, 2024.
- Members may compete in an event if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event.
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline and pay the state conference registration fee to participate in competitive events.
- Members must comply with the NYS FBLA Dress Code.
- Each chapter may submit one entry.
- Each member can only compete in a maximum of two events.
- If competitors are late for a presentation time, there are no guarantees they will get to compete. Competitive events start before the Opening Session of SLC.
- Each competitor must compete in all parts of an event for award eligibility.
- All members of a team must consist of individuals from the same chapter.

##### Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 5.

##### Event Administration

- In the event there are less than 10 competitors in an event, only the final round will be held.
- Presentations are not open to conference attendees.
- Competitors will choose a programming language or game/animation engine to create a standalone executable program that will display creativity and programming skill. The use of templates is permitted; however, the final product should demonstrate the competitors' creativity and original thought.
- Presentation should cover the following aspects of the game:
  - Games should be free of viruses/malware.
  - The development, usability and functionality of the game must be demonstrated and explained to the judges.
  - The design process and design principles used.
  - Competitors must show the judges any of the following that are applicable: read me file, source code, documentation of templates/libraries used, documentation of copyrighted material and sources used.
- Competitors present directly from a laptop/device. Screens and projectors are not allowed for use, and competitors are not allowed to bring their own. Power will not be available.
- Competitors can present with and bring any of the following technology into the presentation as long as it fits on the judges' table or is held by the competitors:
  - Laptop
  - Tablet
  - Mobile phone
  - External monitor that is approximately the size of a laptop monitor

# 2023–2024 New York State Competitive Events

## Middle School

- Materials, visual aids, and samples related to the project may be used during the presentation; however, no items may be left with the judges or audience.
- When the equipment set-up time has elapsed, the timer will automatically start the presentation time.
- The reliability of technology cannot always be guaranteed; always have a backup plan.
- If performing as a team, all team members are expected to actively participate in the presentation.
- No animals (except authorized service animals) will be allowed for use in any competitive event.
- Fifteen competitors/teams or an equal number of competitors/teams from each section in the preliminary round will advance to the final round. When there are more than five sections of preliminary presentations for an event, two competitors/teams from each section will advance to the final round.

### *Scoring*

- Judges must break ties. All judges' decisions are final.

### *Americans with Disabilities Act (ADA)*

- NYS FBLA meets the criteria specified in the Americans with Disabilities Act for all competitors with accommodations who submit a special needs form on the state website by the March 1 deadline. Any student requiring testing accommodations must submit appropriate documentation from their school or a medical authority by the March 1 deadline. Any student not having this documentation must conform to the standard rules for any event.

### *Recording of Presentations*

- No unauthorized audio or video recording devices will be allowed in any competitive event.

### *Penalty Points*

- Competitors may be disqualified if they violate the Competitive Event Guidelines.
- Five points are deducted if competitors do not follow the Dress Code or are late for their event.
- Five points are deducted for each instance of not following competitive event guidelines.

# 2023–2024 New York State Competitive Events

## Middle School

### Video Game Challenge Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Content</b>					
<b>Topic is understood and well-defined</b>	<i>Topic is not understood or well-defined</i>	<i>Topic is partially understood or defined</i>	<i>Topic is fully understood and defined</i>	<i>User with no knowledge of the topic can identify it based on use of game</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Demonstrates a high-quality game that runs smoothly</b>	<i>Game does not run</i>	<i>Game is too simplistic or does not run smoothly</i>	<i>Game is high-quality and runs smoothly.</i>	<i>Game is high-quality, runs smoothly, and has several outcomes available for completion</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Explains the programming language or game/animation engine used and the process undertaken in creating the game</b>	<i>Game design and creation process is not explained</i>	<i>Game design and creation process is partially explained</i>	<i>Game design and creation process is fully explained</i>	<i>Game design and creation process is explained with examples of difficulty or adaptation</i>	
	0 points	1-8 points	9-12 points	13-15 points	
<b>Technical Components</b>					
<b>Instructions are clear and executable</b>	<i>User instructions do not exist or do not execute</i>	<i>User instructions are available but unclear or execute poorly</i>	<i>User instructions are available, clear, and fully functional</i>	<i>Instructions are clear, available in multiple places, and execute without error</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Errors did not crash the game or prevent use</b>	<i>Errors prevented use of program</i>	<i>Contains errors, but did not prevent execution of the program</i>	<i>Error free</i>		
	0 points	1-6 points	7-10 points		
<b>Program documentation is readable, useful, and complete</b>	<i>Program documentation is not provided</i>	<i>Program documentation contains errors</i>	<i>Program documentation is error free</i>	<i>Program documentation invites use of advanced features</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Presentation Delivery</b>					
<b>Statements are well-organized and clearly stated</b>	<i>Competitor(s) did not appear prepared</i>	<i>Competitor(s) were prepared, but flow was not logical</i>	<i>Presentation flowed in logical sequence</i>	<i>Presentation flowed in a logical sequence; statements were well organized</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Self-confidence, poise, assertiveness, and good voice projection</b>	<i>Competitor(s) did not demonstrate self-confidence</i>	<i>Competitor(s) demonstrated self-confidence and poise</i>	<i>Competitor(s) demonstrated self-confidence, poise, and good voice projection</i>	<i>Competitor(s) demonstrated self-confidence, poise, good voice projection, and assertiveness</i>	
	0 points	1-6 points	7-8 points	9-10 points	
<b>Ability to effectively answer questions</b>	<i>Unable to answer questions</i>	<i>Does not completely answer questions</i>	<i>Completely answers questions</i>	<i>Interacted with the judges in the process of completely answering questions</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
<b>Presentation Total (100 points)</b>					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					