2025-2026 New York State Competitive Events
Middle School

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Changes for the 2025-2026 Membership Year

Overall Changes

- Refreshed rating sheets & streamlined scoring process
- Competencies & Tasks have been updated in some Objective Test events. These are now called Knowledge Areas & Objectives.
- Clarification of use of judge table
- Career Cluster Framework Connections have been added to the educational alignment areas.
- Additional NACE Competencies have been added to the educational alignment areas.

Career Exploration

- Updated Knowledge Areas & Objectives

Exploring Accounting & Finance

- **New Event:** Individual Event, Objective Test
- *Rationale for Change:* Adding this event to address the Financial Services Cluster & FBLA "pathway" to High School Accounting/Finance events.

Exploring Agribusiness

- **New Event:** Individual Event, Objective Test
- *Rationale for Change:* Adding this event to address the Agriculture Cluster & FBLA "pathway" to High School Agribusiness event

Exploring Animation

- **New Event:** Team Event, Presentation with a Prejudge Video
- *Rationale for Change:* Adding this event with a pre-judge project to address the Arts, Entertainment, & Design Cluster & FBLA "pathway" to High School event Digital Animation

Exploring Business Communication

- **New Event:** Individual Event, Objective Test
- *Rationale for Change:* Adding this event to address the Marketing & Sales Cluster & FBLA "pathway" to High School events Introduction to Business Communication & Business Communication

Exploring Business Ethics

- Updated Knowledge Areas & Objectives

Exploring Business Concepts

- **New Event:** Individual Event, Objective Test
- *Rationale for Change:* Adding this event to address the Management & Entrepreneurship & FBLA "pathway" to High School event Introduction to Business Concepts.

Exploring Coding & Programming

- Formerly named 'Video Game Challenge'
- Team Event, Presentation
- Event not eligible for those that placed in the top ten at previous NLCs in Video Game Challenge
- *Rationale for Change:* Renaming to better share the focus of the event & to align these events to their High School equivalent & the Middle School Exploring naming convention.

Exploring Computer Applications

- Event has been retired
- *Rationale for Change:* This event was split into three individual events – Slide Deck Applications, Spreadsheet Applications, Word Processing.

Exploring Computer Science

- Updated Knowledge Areas & Objectives

Exploring Customer Service

- **New Event:** Individual Event, Role Play (no objective test)
- *Rationale for Change:* Focused role play on the Hospitality, Event, & Tourism Cluster & Marketing & Sales Cluster as FBLA "pathway" to High School event Customer Service.

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Exploring Digital Video Production
- **New Event:** Team Event, Presentation with a Prejudge Video
- *Rationale for Change:* Adding this event with a pre-judge project to address the Arts, Entertainment, & Design Cluster & FBLA "pathway" to High School event Digital Video Production.

Exploring FBLA
- Formerly named FBLA Concepts
- Individual Event, Objective Test
- Event not eligible for those that placed in the top ten at previous NLCs in FBLA Concepts
- *Rationale for Change:* Renaming to better share the focus of the event & to align these events to their High School equivalent & the Middle School Exploring naming convention.

Exploring Economics
- Updated Knowledge Areas & Objectives

Exploring Leadership
- Updated Knowledge Areas & Objectives

Exploring Management & Entrepreneurship
- Formerly named Critical Thinking
- Team Event, Role Play
- *Rationale for Change:* Renaming to better share the focus of the event & to align these events to their High School equivalent & the Middle School Exploring naming convention.

Exploring Marketing Concepts
- **New Event:** Individual Event, Objective Test
- *Rationale for Change:* Adding this event to address Marketing & Sales Cluster & FBLA "pathway" to Middle School Marketing Strategies event & High School events Introduction to Marketing Concepts & Marketing.

Exploring Marketing Strategies
- Formerly named Marketing Mix Challenge
- Team Event, Presentation
- Event not eligible for those that placed in the top ten at previous NLCs in Marketing Mix Challenge
- *Rationale for Change:* Renaming to better share the focus of the event & to align these events to their High School equivalent & the Middle School Exploring naming convention.

Exploring Personal Finance
- Formerly named Financial Literacy
- Individual Event, Objective Test
- Updated Knowledge Areas & Objectives
- Event not eligible for those that placed in the top ten at previous NLCs in Financial Literacy
- *Rationale for Change:* Renaming to better share the focus of the event & to align these events to their High School equivalent & the Middle School Exploring naming convention.

Exploring Professionalism
- Formerly named Business Etiquette
- Individual Event, Objective Test
- Event not eligible for those that placed in the top ten at previous NLCs in Business Etiquette
- *Rationale for Change:* Renaming to better share the focus of the event & to align these events to their High School equivalent & the Middle School Exploring naming convention.

Exploring Technology
- Updated Knowledge Areas & Objectives

FBLA Mission & Pledge
- Event has been retired
- *Rationale for Change:* This event was deemed to not align with the career cluster framework or provide career readiness preparation.

Learning Strategies

- Event has been retired
- *Rationale for Change:* This event was deemed to not align with the career cluster framework or provide career readiness preparation.

Slide Deck Applications

- **New Event:** Individual Event, Production (no objective test)
- *Rationale for Change:* Adding this event to address Business Information Management Sub Cluster & FBLA "pathway" to High School event Computer Applications.

Spreadsheet Applications

- **New Event:** Individual Event, Production (no objective test)
- *Rationale for Change:* Adding this event to address Business Information Management Sub Cluster & FBLA "pathway" to High school event Computer Applications.

Word Processing

- **New Event:** Individual Event, Production (no objective test)
- *Rationale for Change:* Adding this event to address Business Information Management Sub Cluster & FBLA "pathway" to High School event Computer Applications.

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Middle Level Events At-a-Glance

Competitive Event	Team Size	Category	Objective Test	Production	Pre-judge Asset	Presentation	Topic	Speech	Role Play	Internet Access	# of Questions	Test Time	Set Up Time	Prep Time	Present Time	Q&A	SLC Entries Per Chapter
Annual Chapter Activities Presentation	1-3	Chapter Event				X							3		7	3	1
Career Exploration	1	Objective Test	X							X	50	30					2
Career Research	1	Presentation				X							3		7	3	1
Community Service Presentation	1-3	Chapter Event				X							3		7	3	1
Digital Citizenship	1	Objective Test	X							X	50	30					2
Exploring Accounting & Finance	1	Objective Test	X							X	50	30					2
Exploring Agribusiness	1	Objective Test	X							X	50	30					2
Exploring Animation	1-3	Presentation		X	X	X				X			3		7	3	1
Exploring Business Communication	1	Objective Test	X							X	50	30					2
Exploring Business Concepts	1	Objective Test	X							X	50	30					2
Exploring Business Ethics	1-3	Presentation	X			X	X				50	30	3		7	3	1
Exploring Business Issues	1-3	Presentation				X	X						3		7	3	1
Exploring Coding & Programming	1-3	Presentation				X	X			X			3		7	3	1
Exploring Computer Science	1	Objective Test	X							X	50	30					2
Exploring Customer Service	1	Role Play				X			X					15	5		1
Exploring Digital Video Production	1-3	Presentation		X	X	X				X			3		7	3	1
Exploring Economics	1	Objective Test	X							X	50	30					2
Exploring FBLA	1	Objective Test	X							X	50	30					2
Exploring Leadership	1	Objective Test	X							X	50	30					2
Exploring Management & Entrepreneurship	1-3	Role Play				X			X					15	5		1
Exploring Marketing Concepts	1	Objective Test	X							X	50	30					2
Exploring Marketing Strategies	1-3	Presentation				X							3		7	3	1
Exploring Parliamentary Procedure	1	Objective Test	X							X	50	30					2
Exploring Personal Finance	1	Objective Test	X							X	50	30					2
Exploring Professionalism	1	Objective Test	X							X	50	30					2
Exploring Public Speaking	1	Presentation				X	X	X							3	2	1
Exploring Technology	1	Objective Test	X							X	50	30					2
Exploring Website Design	1-3	Presentation				X	X			X			3		7	3	1
Interpersonal Communication	1	Objective Test	X							X	50	30					2
Outstanding New ML Member	1	Presentation			X	X				X					7		1
Slide Deck Applications	1	Production		X							Production: 1 hour						1
Spreadsheet Applications	1	Production		X							Production: 1 hour						1
Word Processing	1	Production		X							Production: 1 hour						1

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Annual Chapter Activities Presentation

Annual Chapter Activities Presentation showcases a chapter's program of work for the year through a live presentation. Members have the opportunity to highlight key projects, achievements, & the overall impact of their chapter's activities in a formal setting before a panel of 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. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.
Internet Access: Not Provided

Items Competitors Must Provide	Items FBLA Provides
• Technology & presentation items • Conference-provided nametag • Attire that meets the NYS FBLA Dress Code	• Judge's table

Educational Alignments

Career Cluster Framework Connection	Management & Entrepreneurship
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Teamwork, Technology

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.
- 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.
- 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
- Presentations are not open to conference attendees.
- 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Venue & Format
  o Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
- Technology Guidelines
  o Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
  o If using two devices, one must face the judges & the other must face the presenters.
  o Projectors & projector screens are not permitted, & competitors may not bring their own.
  o Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
  o External speakers are not allowed; audio must come directly from the presenting device(s).
  o Electricity will not be available.

- Non-Technology Items
  - Visual aids, samples, notes, & other physical materials related to the project may be used.
  - Items may be placed on the provided table or on the judges table, if space allows.
  - No items may be left with the judges following the presentation.
- Restricted Items
  - Animals, except for authorized service animals.
  - Food, which may be used for display only & may not be consumed by judges.
  - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
  - Information must be supported by credible, well-documented sources.
  - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Team Expectations
  - In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information
  - Presentations must describe chapter activities conducted from the end of the 2025 State Leadership Conference to the end of the 2026 State Leadership Conference
  - **Summary of the Year's Activities**
    - Provide a clear & engaging overview of your chapter's activities for the year.
    - Include a timeline or structure to help judges follow the progression of events & initiatives.
    - Emphasize major accomplishments & any unique or innovative approaches your chapter took.
  - **Activities to Benefit the Chapter & Its Members:** Describe how your chapter supported its members through:
    - Membership recruitment strategies
    - Leadership development activities (workshops, officer training, etc.)
    - Career exploration opportunities (guest speakers, job shadows, company tours)
    - Chapter fundraising efforts & their impact
    - Publicity efforts to raise awareness of your chapter (news articles, social media, etc.)
  - **Activities to Benefit Other Individuals & Organizations:** Highlight your chapter's contributions to the community & broader FBLA initiatives, including:
    - Participation in state & national FBLA projects (e.g., community service challenges)
    - Service activities that benefited local or national organizations
    - Impact & outcomes of these efforts (number of people served, funds raised, etc.)
  - **Conferences Attended & Recognition Received**
    - List FBLA conferences your chapter or members attended (e.g., NFLC, SLC, NLC), & describe the experiences.
    - Include any awards or recognition received by the chapter or individual members.
    - Note any competitive event participation or placements.

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 Events Guidelines and/or Code of Conduct.
- 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 the Competitive Events Guidelines.

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Annual Chapter Activities Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Summary of year's activities	*No evidence of activities*	*Activities explained briefly*	*Activities clearly outlined*	*Activities are chronological & clearly explained.*	
	0 points	1-6 points	7-8 points	9-10 points	
Describe activities to benefit chapter & its members: e.g., recruitment, leadership, development, career exploration, chapter fundraising, chapter publicity	*No evidence of activities*	*There is at least one activity described in one of the components listed*	*There is at least one activity described in each component listed*	*Multiple activities are described in all components listed*	
	0 points	1-9 points	10-16 points	17-20 points	
Describe activities to benefit other individuals & organizations: e.g., state & national projects, community service projects	*No evidence of activities*	*There is at least one activity described in one of the components listed*	*There is at least one activity described in each component listed*	*Multiple activities are described in all components listed*	
	0 points	1-9 points	10-16 points	17-20 points	
Describe conferences attended & recognition received: e.g., participation in FBLA conferences, other chapter/individual recognition earned, competitive event winners & participation	*No evidence of conferences attended, & recognition received*	*There is at least one activity described in one component.*	*There is at least one activity described in each component listed in this section.*	*Multiple activities are described in all components listed.*	
	0 points	1-9 points	10-16 points	17-20 points	
Presentation Delivery					
Statements are well-organized & clearly stated	*Competitor(s) did not appear prepared*	*Competitor(s) were prepared, but flow was not logical*	*Presentation flowed in logical sequence*	*Presentation flowed in a logical sequence; statements were well organized*	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	*Did not demonstrate any of the listed skills*	*Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated all skills, enhancing the overall presentation*	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to effectively answer questions	*Does not respond to questions or responses are completely off-topic.*	*Provides incomplete or unclear answers that show limited understanding.*	*Responds accurately & clearly to most questions, showing adequate understanding.*	*Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.*	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Protocols					
Adherence to Competitive Events Guidelines	*Competitor(s) did not follow guidelines*	*Execution Aligned with Guidelines: (All criteria must be met)* ✓*Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time)* ✓*Maintained professional boundaries during set-up time (no interaction with judges)* ✓*Did not leave materials behind after the presentation* ✓*Links or QR codes were displayed appropriately (not clicked or scanned by judges)* ✓*Audio was presented without external speakers* ✓*Avoided use of food or live animals*			
	0 points	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)					
				Presentation Total (110 points)	

Name(s):	
School:	
Judge Signature:	Date:

Comments:

Career Exploration

Career Exploration challenges members to demonstrate their knowledge of various career fields through an objective test. This event encourages members to explore their interests, evaluate career options, & begin planning for their future success.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Career Ready Practice
NACE Competency Alignment	Career & Self-Development, Critical Thinking

Knowledge Areas

• Career readiness	• Career planning	• Career advancement
• Critical thinking skills	• Job search skills	

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

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Career Research

Career Research gives members the opportunity to explore & present their findings on a career of personal interest. Members deliver a presentation highlighting key aspects of the chosen career, such as required education, job responsibilities, & future outlook.

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. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.
Internet Access: Not Provided

Items Competitors Must Provide	Items FBLA Provides
• Technology & presentation items • Conference-provided nametag • Attire that meets the NYS FBLA Dress Code	• Judge's table

Educational Alignments

Career Cluster Framework Connection	Career Ready Practice
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Professionalism, Technology

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.
- Each competitor must compete in all parts of an event for award eligibility.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- 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
- Presentations are not open to conference attendees.
- 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Venue & Format
  o Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
- Technology Guidelines
  o Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
  o If using two devices, one must face the judges & the other must face the presenters.
  o Projectors & projector screens are not permitted, & competitors may not bring their own.
  o Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
  o External speakers are not allowed; audio must come directly from the presenting device(s).
  o Electricity will not be available.
- Non-Technology Items
  o Visual aids, samples, notes, & other physical materials related to the project may be used.
  o Items may be placed on the provided table or on the judges table, if space allows.
  o No items may be left with the judges following the presentation.

- Restricted Items
  - Animals, except for authorized service animals.
  - Food, which may be used for display only & may not be consumed by judges.
  - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
  - Information must be supported by credible, well-documented sources.
  - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Team Expectations
  - In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information
  - Competitors identify a career of interest & 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 & training needed (include plans for high school courses to take)
    - Career outlook & advancement opportunities
    - Average starting salary & benefits
    - A description of a "typical" day in the life of a person in that career

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 Events Guidelines and/or Code of Conduct.
- 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 the Competitive Events Guidelines.

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Career Research Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Career Research: Career Interest Survey	*Career interest survey not included*	*Career interest survey taken identified, but no results shared*	*Career interest survey identified & explains career choice from results*	*Career interest survey identified, explains career choice from results, & correlates personal interest to this career*	
	0 points	1-6 points	7-8 points	9-10 points	
Career Research: Career Description	*Career description not included*	*Career description included, but is vague*	*Career description is included*	*Detailed career description included*	
	0 points	1-2 points	3-4 points	5 points	
Career Research: Education & Training	*Education & training not included*	*Education for career included but not training*	*Education & training is included, with suggested high school courses included*	*Detailed information about education, training, & certifications needed, including high school & post high school*	
	0 points	1-6 points	7-8 points	9-10 points	
Career Research: Career Outlook	*Career outlook not included*	*Career outlook included, but source is not listed or explained*	*Career outlook cites source & explains*	*Career outlook is cited & explained from different sources*	
	0 points	1-2 points	3-4 points	5 points	
Career Research: Salary & Benefits	*Salary not included*	*Salary is included but not explained*	*Salary & benefits are included & explained*	*Salary & benefits are included & detailed*	
	0 points	1-2 points	3-4 points	5 points	
Career Research: Typical Day	*Typical day not included*	*Typical day included, but is vague*	*Typical day is included*	*Detailed typical day included*	
	0 points	1-2 points	3-4 points	5 points	
Career Research: Other Research	*No other research included*	*Research is included, but doesn't relate to information needed*	*Research is included, cited, & relates to career area*	*Additional career information included & detailed*	
	0 points	1-2 points	3-4 points	5 points	
Quality of presentation design is professional; design elements are appropriate —e.g., color choice, font style, font size	*Design lacks professionalism & appropriate design elements*	*Some elements of professionalism & appropriate design are present*	*Design quality is professional & appropriate design elements contribute to visual appeal*	*Design quality is exceptional, a polished appearance, & appropriate design elements enhance visual appeal*	
	0 points	1-6 points	7-8 points	9-10 points	
Effectively uses a variety of formatting & visual effects in presentation	*Does not effectively use formatting & visual effects causing confusion or distraction*	*Some visual consistency & relevant effects are present*	*Visuals & formatting are consistently relevant & enhance the presentation*	*Visuals & formatting are exceptionally consistent, & significantly elevate the overall presentation*	
	0 points	1-6 points	7-8 points	9-10 points	
Substantiates & cites sources used while conducting research	*Sources are not cited*	*Sources/References are seldom cited to support statements*	*Professionally legitimate sources & resources that support statements are generally present*	*Compelling evidence from professionally legitimate sources & resources is given to support statements*	
	0 points	1-6 points	7-8 points	9-10 points	
Statements are well-organized & clearly stated	*Competitor(s) did not appear prepared*	*Competitor was prepared, but flow was not logical*	*Presentation flowed in logical sequence*	*Presentation flowed in a logical sequence; statements were well organized*	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	*Did not demonstrate any of the listed skills*	*Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated all skills, enhancing the overall presentation*	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to effectively answer questions	*Does not respond to questions or responses are completely off-topic.*	*Provides incomplete or unclear answers that show limited understanding.*	*Responds accurately & clearly to most questions, showing adequate understanding.*	*Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.*	
	0 points	1-6 points	7-8 points	9-10 points	

Presentation Protocols

Adherence to Competitive Events Guidelines	*Competitor(s) did not follow guidelines*		*Execution Aligned with Guidelines: (All criteria must be met)* ✓Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time) ✓Maintained professional boundaries during set-up time (no interaction with judges) ✓Did not leave materials behind after the presentation ✓Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓Audio was presented without external speakers ✓Avoided use of food or live animals		
	0 points	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)	
Presentation Total (110 points)	

Name(s):

School:

Judge Signature: Date:

Comments:

2025-2026 New York State Competitive Events
Middle School

Community Service Presentation

Community Service Presentation allows chapter members to showcase a service project that benefits their school or community. The project must be designed for active chapter participation & serve a clear community need. Members present their project's goals, execution, & impact to a panel of 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. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.
Internet Access: Not Provided

Items Competitors Must Provide	Items FBLA Provides
• Technology & presentation items	• Judge's table
• Conference-provided nametag	
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Healthcare & Human Services
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Teamwork, Technology

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.
- 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.
- 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
- Presentations are not open to conference attendees.
- 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Venue & Format
  o Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
- Technology Guidelines
  o Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
  o If using two devices, one must face the judges & the other must face the presenters.
  o Projectors & projector screens are not permitted, & competitors may not bring their own.
  o Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
  o External speakers are not allowed; audio must come directly from the presenting device(s).
  o Electricity will not be available.

- Non-Technology Items
  - Visual aids, samples, notes, & other physical materials related to the project may be used.
  - Items may be placed on the provided table or on the judges table, if space allows.
  - No items may be left with the judges following the presentation.
- Restricted Items
  - Animals, except for authorized service animals.
  - Food, which may be used for display only & may not be consumed by judges.
  - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
  - Information must be supported by credible, well-documented sources.
  - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Team Expectations
  - In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information
  - **Project Development & Implementation:** Explain how your project was created, including the planning process, goals, & strategies your chapter used to carry it out.
  - **Research on Community or School Needs:** Describe how you identified the need for your project. Share any research or data you gathered to better understand the issue your project aimed to address.
  - **Chapter Member Involvement:** Highlight how chapter members participated in planning & executing the project. Be sure to show that involvement was meaningful & appropriate for the project's scope.
  - **Community Impact:** Discuss the results of your project & how it made a difference. Describe the impact it had on individuals, groups, or the community as a whole.
  - **Publicity & Promotion:** Provide examples of how you promoted your project to the school, community, or media. Include any flyers, social media, news coverage, or other publicity your project received.
  - **Project Reflection & Evaluation:** Share your honest evaluation of the project's success. What worked well? What would you do differently next time? How did this experience help your chapter grow?

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 Events Guidelines and/or Code of Conduct.
- 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 the Competitive Events Guidelines.

2025-2026 New York State Competitive Events
Middle School

Community Service Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Describes project development & strategies used to implement project	*No evidence of project development or strategies presented*	*Project development is explained briefly; very limited strategies are utilized*	*Project development is clearly outlined. More than one strategy is outlined.*	*Project development is clearly outlined. Strategies are chronological & clearly explained.*	
	0 points	1-8 points	9-12 points	13-15 points	
Describes research into school or community needs	*No evidence of school and/or community research*	*Research was completed but not clearly outlined*	*Research clearly completed & clearly outlined*	*Research was planned, executed, & evaluated*	
	0 points	1-8 points	9-12 points	13-15 points	
Appropriate level of chapter member involvement in project	*Chapter involvement is not explained*	*Participation was limited to 25% of chapter members*	*The project was clearly a chapter project & participated in by 50% of chapter members*	*Over 75% or more of chapter members participated & clear evidence is provided of the impact*	
	0 points	1-6 points	7-8 points	9-10 points	
Degree of impact on the community & its citizens	*School and/or community impact is not addressed*	*Project was completed & served a purpose*	*Project created tangible results that benefitted the school and/or community*	*Project impacted the school and/or community to a level that something has dynamically changed, & the project should continue*	
	0 points	1-9 points	10-16 points	17-20 points	
Evidence of publicity received	*No evidence of publicity received*	*Information about publicity was written in the report but no evidence of publicity is available*	*Project was recognized within the school and/or community*	*Project was recognized in more than one way by the school and/or community*	
	0 points	1-2 points	3-4 points	5 points	
Evaluation of project effectiveness	*No evidence of project evaluation is provided*	*Project was evaluated*	*Project was evaluated & the evaluation was assessed*	*Project was evaluated & the team has created recommendations for change should the project be repeated*	
	0 points	1-2 points	3-4 points	5 points	
Presentation Delivery					
Statements are well-organized & clearly stated	*Competitor(s) did not appear prepared*	*Competitor(s) were prepared, but flow was not logical*	*Presentation flowed in logical sequence*	*Presentation flowed in a logical sequence; statements were well organized*	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	*Did not demonstrate any of the listed skills*	*Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated all skills, enhancing the overall presentation*	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to effectively answer questions	*Does not respond to questions or responses are completely off-topic.*	*Provides incomplete or unclear answers that show limited understanding.*	*Responds accurately & clearly to most questions, showing adequate understanding.*	*Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.*	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Protocols					
Adherence to Competitive Events Guidelines	*Competitor(s) did not follow guidelines*	*Execution Aligned with Guidelines: (All criteria must be met)* ✓*Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time)* ✓*Maintained professional boundaries during set-up time (no interaction with judges)* ✓*Did not leave materials behind after the presentation* ✓*Links or QR codes were displayed appropriately (not clicked or scanned by judges)* ✓*Audio was presented without external speakers* ✓*Avoided use of food or live animals*			
	0 points	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)					
				Presentation Total (110 points)	

Name(s):	
School:	
Judge Signature:	Date:

Comments:

2025-2026 New York State Competitive Events
Middle School

Digital Citizenship

Digital Citizenship challenges members to demonstrate their understanding of safe, ethical, & responsible behavior in digital environments through an objective test. This event encourages members to build the skills needed to navigate the online world with confidence & integrity.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Digital Technology
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Professionalism, Technology

Knowledge Areas

• Personal security & online privacy	• Digital footprint	• Copyrights
• Rights & responsibilities	• Internet searches	• Cyber bullying

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2025-2026 New York State Competitive Events
Middle School

Exploring Accounting & Finance

Exploring Accounting & Finance gives members the opportunity to demonstrate their knowledge of foundational concepts in accounting & finance through an objective test. This event introduces members to key principles & encourages exploration of careers in financial services, accounting, & related fields.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Financial Services
NACE Competency Alignment	Career & Self-Development, Critical Thinking, Technology

Knowledge Areas

- Personal finance
- Foundational accounting knowledge
- Accounting tools
- Principles of money
- Foundational finance knowledge
- Accounting & finance careers

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

Exploring Agribusiness

Exploring Agribusiness allows members to demonstrate their understanding of basic concepts in agriculture & business through an objective test. This event introduces members to the diverse world of agribusiness & encourages exploration of careers at the intersection of agriculture, economics, & entrepreneurship.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Agriculture
NACE Competency Alignment	Career & Self-Development, Critical Thinking, Professionalism

Knowledge Areas

• Safety procedures & regulations	• Ethics	• Natural resources & systems
• Business ownership	• Economic concepts	
• Nature of agribusiness	• Management	

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2025-2026 New York State Competitive Events
Middle School

Exploring Animation

Exploring Animation gives members the opportunity to design & present an original animated video. This event assesses members' understanding & application of fundamental animation principles. It includes a prejudged asset & a live presentation component.

Event Overview

Event Type: Team of 1, 2, or 3 members
Event Category: Chapter
Event Elements: Prejudged Asset & Presentation with a Topic
Prejudged Component: A URL of the video is due March 1, 2026
Presentation Time: 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.
Internet Access: Provided (please be aware that internet access at conference venues may be unreliable. Always prepare a backup plan in case the connection is lost or does not work with your device.)

Items Competitors Must Provide	Items FBLA Provides
• Technology & presentation items	• Judge's table
• Conference-provided nametag	• Internet access
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Arts, Entertainment, & Design
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Technology

2025-2026 Topic: Design Your Own Thrilling Roller Coaster Ride!

Create an animated adventure of a roller coaster: realistic or totally wild! Show the twists, turns, & excitement from a rider's point of view or as a fun overview of the whole ride. Use your animation to bring the thrill to life... how fast, how high, how fun can you make it?

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.
- 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.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- 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

- This event has two parts: prejudged asset & presentation.
- **Prejudged Asset Details: Animated Video**
  - ○ Submission Deadline: A URL link of the animated video must be uploaded to the state's website by March 1, 2026. The prejudged asset is judged before the SLC.
  - ○ Asset Requirements:
    - ▪ The animated video must not exceed 2 (two) minutes in length.
    - ▪ Competitors may use any animation platform of their choice.
    - ▪ All content must be original & created specifically for this competition.
    - ▪ QR codes are not allowed in the project.
    - ▪ Advisers or others may not assist in preparing the project. It must be created entirely by the competitor(s).
    - ▪ Projects must be new, original work & may not have been submitted at any previous State Leadership Conference.

- o Responsibility for Access:
  - Competitors are responsible for ensuring the video URL is accessible to judges. If the video cannot be viewed, a score of zero will be given for the pre-judged asset. Best Practice Note: If using a platform such as Google Drive or OneDrive, make sure sharing settings allow access to anyone with the link. If using YouTube or Vimeo, the video must be set to "Unlisted" (not "Private") to ensure it is not publicly searchable but still viewable by judges.
  - o Judging & Ownership
    - Projects will be judged prior to the State Leadership Conference (SLC). Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC presentation round.
    - Prejudged assets will not be returned.
  - o Event Specific Information
    - **Project Concept & Design:** Design elements should support & enhance the concept.
    - **Project Execution:** Demonstrate creativity, clarity, & consistency, with smooth & professional edits or transitions that enhance the overall presentation. Content should follow a logical flow.

- **Presentation Details**
  - o Presentations are not open to conference attendees.
  - o Venue & Format
    - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
  - o Technology Guidelines
    - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
    - If using two devices, one must face the judges & the other must face the presenters.
    - Projectors & projector screens are not permitted, & competitors may not bring their own.
    - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
    - External speakers are not allowed; audio must come directly from the presenting device(s).
    - Electricity will not be available.
  - o Non-Technology Items
    - Visual aids, samples, notes, & other physical materials related to the project may be used.
    - Items may be placed on the provided table or on the judges table, if space allows.
    - No items may be left with the judges following the presentation.
  - o Restricted Items
    - Animals, except for authorized service animals.
    - Food, which may be used for display only & may not be consumed by judges.
    - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
  - o Research
    - Information must be supported by credible, well-documented sources.
    - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
  - o Team Expectations
    - In team presentations, all members must actively participate in the delivery of the presentation.
  - o Event Specific Information
    - Video Showcase
      - The pre-judged asset (video) must be played as part of your presentation.
    - Presentation: The rest of the presentation time should include the following information:
      - **Project Planning:** Explain how the idea was developed, including the steps taken to plan the project
      - **Project Creation:** Describe the process used to build & complete the project, including how the components were assembled & the final version was produced.
      - **Tools & Equipment:** List the programs, websites, or apps used & equipment involved, such as a microphone, tablet, or camera.
      - **Techniques Used:** Explain the methods used to create different parts of the project, providing examples of special effects, layouts, transitions, or other techniques used to enhance clarity & creativity.

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 Events Guidelines and/or Code of Conduct.
- 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 the Competitive Events Guidelines.

2025-2026 New York State Competitive Events
Middle School

Exploring Animation Prejudged Asset (Video) Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Project Usability: Video plays successfully	*Media not usable*	*Media usable but not submitted according to event guidelines*	*Media usable but not click & play*	*Media usable on multiple players/browsers*	
	0 points	1-6 points	7-8 points	9-10 points	
Project Concept & Design Evaluation: Fully address the concept/ topic	*Concept/topic is not followed*	*Concept/topic not fully developed*	*Fully addresses the concept/topic*	*A user with no knowledge of the concept/topic can identify topic based on video*	
	0 points	1-6 points	7-8 points	9-10 points	
Project Concept & Design Evaluation: Color, contrast, background, typography, sound, & design are appropriate for the concept/topic	*Design elements are missing, inconsistent, or unrelated to the concept or topic.*	*Some appropriate design choices are made, but there are issues with consistency, readability, or alignment to the topic.*	*Most design elements (color, contrast, background, typography, sound) are well chosen & support the concept or topic effectively.*	*All design elements are skillfully selected & thoughtfully applied to enhance the concept or topic. Visual & audio choices work together to create a strong, cohesive experience.*	
	0 points	1-6 points	7-8 points	9-10 points	
Project Concept & Design Evaluation: Graphics are appropriate for concept/topic	*Graphics are missing, off-topic, or unrelated to the concept.*	*Some graphics relate to the topic, but their purpose or quality is unclear or inconsistent with the concept.*	*Graphics are mostly appropriate & support the concept or topic. Visuals are clear & contribute to the animation's message.*	*Graphics are well-designed, consistently align with the concept, & strongly enhance the storytelling. Visual choices are purposeful & add clarity, tone, or emphasis to the topic.*	
	0 points	1-6 points	7-8 points	9-10 points	
Project Concept & Design Evaluation: Information related to the topic is accurate	*No information related to the topic is provided, or the information is entirely inaccurate.*	*Some information is relevant, but there are noticeable inaccuracies or missing key details.*	*Information is mostly accurate & clearly connected to the topic. Minor errors, if any, do not affect understanding.*	*All information is accurate, well researched, & clearly supports the topic. Content enhances understanding & adds depth to the animation.*	
	0 points	1-6 points	7-8 points	9-10 points	
Project Evaluation: Overall quality of elements of animation	*Animation lacks basic elements such as movement or timing; appears incomplete or disjointed.*	*Animation shows limited use of animation principles. Movements may be rough, inconsistent, or distracting.*	*Animation demonstrates solid application of fundamental animation elements. Movements, timing, & transitions are generally smooth & support the story or message.*	*Animation is polished & fluid, with strong, consistent application of animation principles. Timing, movement, & transitions enhance storytelling & create a professional-quality experience.*	
	0 points	1-9 points	10-16 points	17-20 points	
Project Evaluation: Quality of editing & transition	*There are no transitions or evidence of video editing incorporated*	*Transitions exist but are rough & do not flow easily*	*Transitions flow seamlessly & serve as a logical component of the video*	*Multiple types of transitions are used & all flow seamlessly*	
	0 points	1-8 points	9-12 points	13-15 points	
Project Evaluation: Logical flow of thoughts	*Flow of video does not seem logical*	*Flow does not connect each element of the video*	*Flow is logical & appears sequenced*	*Flow is logical including a clear beginning, middle, & end*	
	0 points	1-6 points	7-8 points	9-10 points	
Project Evaluation: Video concludes with proper credits & acknowledgement of copyright & sources	*Video does not include credits*	*Video includes credits but they are limited*	*Video includes credits that recognize the creator, contributors, & acknowledgement of materials used*	*Video includes credits that recognize the creator, contributors, & includes written acknowledgement of copyright & sources*	
	0 points	1-6 points	7-8 points	9-10 points	
Video Time	*Video is over 2 minutes*		*Video is 2 minutes or under*		
	0 points		5 points		
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
Prejudged Asset (Video) Total (110 points)					

Name(s):	
School:	
Judge Signature:	Date:

Comments:

2025-2026 New York State Competitive Events
Middle School

Exploring Animation Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Demonstrates understanding of the event topic & follows guidelines	*No understanding of event topic OR incorrect topic used*	*Understanding of topic inconsistent from video to presentation & one or more guideline not followed*	*Demonstrates the topic through presentation & followed all guidelines*	*Demonstrates expertise of the topic through presentation & followed all guidelines*	
	0 points	1-6 points	7-8 points	9-10 points	
Describes the development process	*No explanation of the development process*	*Explains the development process but does not share tangible planning documents*	*Explains the development process & shares tangible planning documents*	*Explains development process using industry terminology & displays tangible planning documents*	
	0 points	1-8 points	9-12 points	13-15 points	
Describes the production process	*No explanation of the production process*	*Explains the production process but does not share tangible planning documents*	*Explains the production process & shares tangible planning documents*	*Explains the production process using industry terminology & displays tangible planning documents*	
	0 points	1-8 points	9-12 points	13-15 points	
Describes software & hardware used	*No explanation of software & hardware used*	*Explains software OR hardware used*	*Explains software & hardware used*	*Explains software & hardware used as well as alternative options & reasoning for final choice*	
	0 points	1-9 points	10-16 points	17-20 points	
Describes animation techniques used	*No explanation of animation techniques used*	*Identifies animation techniques used*	*Identifies animation techniques used with industry terminology*	*Identifies & explains animation techniques used with industry terminology*	
	0 points	1-6 points	7-8 points	9-10 points	
Provides proper copyright documentation & citing of sources	*Sources are not cited*	*Sources/References are seldom cited to support statements*	*Professionally legitimate sources & resources that support statements are generally present*	*Compelling evidence from professionally legitimate sources & resources is given to support statements*	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Delivery					
Statements are well-organized & clearly stated	*Competitor(s) did not appear prepared*	*Competitor(s) were prepared, but flow was not logical*	*Presentation flowed in logical sequence*	*Presentation flowed in a logical sequence; statements were well organized*	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	*Did not demonstrate any of the listed skills*	*Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated all skills, enhancing the overall presentation*	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to effectively answer questions	*Does not respond to questions or responses are completely off-topic.*	*Provides incomplete or unclear answers that show limited understanding.*	*Responds accurately & clearly to most questions, showing adequate understanding.*	*Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.*	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Protocols					
Adherence to Competitive Events Guidelines	*Competitor(s) did not follow guidelines*	*Execution Aligned with Guidelines: (All criteria must be met)* ✓ *Prejudged segment is no longer than 2 minutes* ✓ *Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time)* ✓ *Presentation aligned with the assigned topic* ✓ *Maintained professional boundaries during set-up time (no interaction with judges)* ✓ *Did not leave materials behind after the presentation* ✓ *Links or QR codes were displayed appropriately (not clicked or scanned by judges)* ✓ *Audio was presented without external speakers* ✓ *Avoided use of food or live animals*			
	0 points	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)	
Presentation Total (120 points)	

Name(s):		
School:		
Judge Signature:		Date:
Comments:		

2025-2026 New York State Competitive Events
Middle School

Exploring Business Communication

Exploring Business Communication challenges members to demonstrate their knowledge of foundational communication skills through an objective test. This event introduces members to the principles of effective information sharing within & outside of a business setting.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Marketing & Sales
NACE Competency Alignment	Career & Self-Development, Critical Thinking, Communication

Knowledge Areas

- Information literacy
- Active listening
- Verbal communication
- Written communication
- Workplace communication

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2025-2026 New York State Competitive Events
Middle School

Exploring Business Concepts

Exploring Business Concepts allows members to demonstrate their understanding of foundational business principles through an objective test. This event introduces members to key business functions such as management, marketing, finance, & operations.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Management & Entrepreneurship
NACE Competency Alignment	Career & Self-Development, Critical Thinking, Professionalism

Knowledge Areas

• Fundamental economic concepts	• Cost/profit relationships	• Job search skills
• Nature of business	• Types of business activities	
• Economic systems	• Career planning	

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2025-2026 New York State Competitive Events
Middle School

Exploring Business Ethics

Exploring Business Ethics challenges members to demonstrate their understanding of ethical principles in the business world through an individual objective test & presentation. This event encourages members to explore standards of right & wrong conduct, ethical decision-making, & the impact of ethics on business practices.

Event Overview

Event Type: Team of 1, 2, or 3 members
Event Category: Presentation
Event Elements: Objective Test (35-multiple choice questions) & 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. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.
Internet Access: Not Provided

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access for online test only
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	• Judge's table for presentation
• Technology & presentation items for presentation	

Educational Alignments

Career Cluster Framework Connection	Management & Entrepreneurship
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Technology

Objective Test Knowledge Areas

• Communication Skills	• Doing the right thing	• Leadership skills
• Self-awareness	• Teamwork skills	• Career readiness

2025-2026 Topic: How Can Businesses Help the Environment?

Background Information: This section provides competitors with context on how businesses can positively impact the environment through sustainable practices. Competitors should review this information before completing the Exploring Business Ethics competition using the provided topic.

Environmental issues like climate change & energy use have long been contentious & divisive topics in American society. In fact, there seems to be only one thing we can all agree on: No one can agree on anything!

However, a recent climate & energy survey from Pew Research Center found there is actually something most Americans seem to agree on. Roughly 70% of Americans believe that businesses are not doing enough to help the environment & reduce the effects of climate change.

This public sentiment comes at a time when many businesses may feel disincentivized to invest in eco-friendly practices. Economic uncertainty permeates throughout the global economy, regulatory agencies & policies are being curtailed in the United States, & powerful interest groups continue to influence public policy & opinion.

In the face of all these obstacles, is it beneficial—or even possible—for businesses to embrace sustainability?

This decision will ultimately fall to the current (and future) business leaders of America. & while public opinion may be cynical & the economic & political environment may be formidable, professionals can still adopt frameworks to help them incorporate responsible & sustainable decision-making.

A good place to start is with ethics. Ethics are the basic principles (such as integrity, transparency, & trust) that govern your behavior. In the business world, ethics are essential to navigating issues ranging from employee conflicts to corporate sustainability practices. The framework or set of standards professionals use to handle these bigger-picture issues is sometimes referred to as Environmental, Social, & Governance (ESG).

Businesses don't have to be market leaders in renewable energy or major power players in Washington to make a positive impact on the environment. A positive impact might be as small as switching to cloud storage or double-sided printing. If professionals incorporate ethical principles (like accountability & viability) & frameworks (like ESG) into their organizations' vision & processes, every business can play a role in making our planet a more harmonious, hopeful, & healthier place.

2025-2026 New York State Competitive Events
Middle School

Middle School Topic

Car company Geo Motors has just announced its newest car model: The Geo Pulse. The Pulse is an electric vehicle (EV) that features all the latest technology, including a battery that allows the Pulse to last longer on the road than any other EV.

Geo Motors proudly markets the Pulse as a "zero emissions vehicle" since it's powered only by electricity & doesn't rely on carbon-emitting gasoline or diesel-fuel. The company also claims the Pulse is "the most eco-friendly car in the world."

However, an investigative report reveals that the Geo Pulse—while still an impressive vehicle—is not nearly as eco-friendly as Geo Motors claims.

The report explains that several key components of the car (like its battery) are manufactured in a very energy-consuming & carbon-intensive process at Geo Motors' factories. Furthermore, the mining methods used to extract the battery minerals resulted in widespread deforestation & habitat destruction. The report also found that some of the advanced features of the car greatly increase the car's energy consumption.

After the report is released, Geo Motors faces criticism for branding the Pulse as a "zero emissions vehicle" that is "the most eco-friendly car in the world." Company executives admit they are still working on more efficient methods to produce & power their EVs. But in the meantime, they say, they are standing by their marketing campaign because the Geo Pulse is still technically "zero emissions," as the car itself does not directly emit carbon dioxide.

But what do *you* think the company should do? How should a business balance success with protecting the environment?

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.
- 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.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- 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

- **Objective Test**
  - The objective test is administered online at the SLC.
  - Team members must begin their tests within minutes of one another. Each competitor will complete the test individually, & the team's final score will be the average of all individual scores.
  - 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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.
  - The top 5 scoring teams will advance to the interactive role play presentation round.
- **Presentation**
  - Presentations are not open to conference attendees.
  - Venue & Format
    - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.

- o Technology Guidelines
  - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
  - If using two devices, one must face the judges & the other must face the presenters.
  - Projectors & projector screens are not permitted, & competitors may not bring their own.
  - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
  - External speakers are not allowed; audio must come directly from the presenting device(s).
  - Electricity will not be available.
- o Non-Technology Items
  - Visual aids, samples, notes, & other physical materials related to the project may be used.
  - Items may be placed on the provided table or on the judges table, if space allows.
  - No items may be left with the judges following the presentation.
- o Restricted Items
  - Animals, except for authorized service animals.
  - Food, which may be used for display only & may not be consumed by judges.
  - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- o Research
  - Information must be supported by credible, well-documented sources.
  - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- o Team Expectations
  - In team presentations, all members must actively participate in the delivery of the presentation.
- o Event Specific Information
  - **Identify & Define the Ethical Issues:** Clearly state the ethical issues or dilemmas related to the topic.
  - **Explain Why the Ethical Issues Occurred:** Describe the actions, decisions, or circumstances that led to the ethical problems; including relevant context or background information to help explain how the situation developed.
  - **Recommend Solutions:** Offer thoughtful, realistic solutions for how the ethical issues could be resolved & explain why these recommendations are appropriate & how they would help address the problem.
  - **Suggest Preventive Safeguards:** Recommend steps that could have been taken to prevent the issue from happening in the first place.

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 Events Guidelines and/or Code of Conduct.
- 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 the Competitive Events Guidelines.

2025-2026 New York State Competitive Events
Middle School

Exploring Business Ethics Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Identifies & defines ethical issues presented in the topic	Fails to introduce the topic & its issues.	Introduces the topic but lacks clarity in identifying key issues	Identifies & defines the ethical issues	Captures attention, clearly presents the topic, & outlines the key issues.	
	0 points	1-8 points	9-12 points	13-15 points	
Explains why the ethical issues happened	No reasons cited for the ethical issues	Reasons for the ethical issues identified but were not on target	Several, but not all, reasons accurately identified	All reasons addressed & analyzed	
	0 points	1-8 points	9-12 points	13-15 points	
Provides logical recommendations as to how the ethical issues should be resolved	Fails to provide meaningful recommendations.	Presents recommendations for behavior but lacks thorough exploration of advantages & disadvantages.	Offers solid recommendations, but may not fully address all pros & cons.	Provides well-reasoned & supported suggestions. Balances advantages & disadvantages effectively.	
	0 points	1-8 points	9-12 points	13-15 points	
Recommends safeguards that should have been in place to prevent the ethical issues	No ethical solution to prevent issues identified	One ethical solution to prevent issues provided with no plan	Ethical solutions to prevent issues provided & a plan developed	One feasible ethical solution to prevent issues recommended with supporting evidence with a plan & necessary resources identified	
	0 points	1-8 points	9-12 points	13-15 points	
Substantiates & cites sources used while conducting research	Sources are not cited	Sources/References are seldom cited to support statements	Professionally legitimate sources & resources that support statements are generally present	Compelling evidence from professionally legitimate sources & resources is given to support statements	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Delivery					
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared	Competitor(s) were prepared, but flow was not logical	Presentation flowed in logical sequence	Presentation flowed in a logical sequence; statements were well organized	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated all skills, enhancing the overall presentation	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic.	Provides incomplete or unclear answers that show limited understanding.	Responds accurately & clearly to most questions, showing adequate understanding.	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Protocols					
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines	***Execution Aligned with Guidelines: (All criteria must be met)*** ✓ Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time) ✓ Presentation aligned with the assigned topic ✓ Maintained professional boundaries during set-up time (no interaction with judges) ✓ Did not leave materials behind after the presentation ✓ Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓ Audio was presented without external speakers ✓ Avoided use of food or live animals			
	0 points	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)					
Presentation Total (110 points)					

Name(s):	
School:	
Judge Signature:	Date:

Comments:

2025-2026 New York State Competitive Events
Middle School

Exploring Business Issues

Exploring Business Issues gives members the opportunity to research a current business topic & present their analysis & proposed solutions. This event focuses on critical thinking, research, & communication skills through a live 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. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.
Internet Access: Not provided

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online testing • Conference-provided nametag • Attire that meets the NYS FBLA Dress Code	• Judge's table

Educational Alignments

Career Cluster Framework Connection	Management & Entrepreneurship
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Technology

2025-2026 Topic: AI in Customer Service: Helpful or Too Much?

Many companies use artificial intelligence (AI) tools like chatbots to help customers & give suggestions. How would utilizing a chatbot within a customer service setting be helpful for a business looking to add this feature? How can a business use AI in a way that helps their business be successful & not a detriment?

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.
- 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.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- 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

- Presentations are not open to conference attendees.
- 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Venue & Format
  - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.

- Technology Guidelines
  - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
  - If using two devices, one must face the judges & the other must face the presenters.
  - Projectors & projector screens are not permitted, & competitors may not bring their own.
  - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
  - External speakers are not allowed; audio must come directly from the presenting device(s).
  - Electricity will not be available.
- Non-Technology Items
  - Visual aids, samples, notes, & other physical materials related to the project may be used.
  - Items may be placed on the provided table or on the judges table, if space allows.
  - No items may be left with the judges following the presentation.
- Restricted Items
  - Animals, except for authorized service animals.
  - Food, which may be used for display only & may not be consumed by judges.
  - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
  - Information must be supported by credible, well-documented sources.
  - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Team Expectations
  - In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information
  - **Alternative solutions with pros & cons:** Present multiple solutions with thoughtful evaluation of advantages & disadvantages.
  - **Effective & logical recommendation:** Provide a well-reasoned recommendation supported by evidence & analysis.
  - **Uses technology effectively:** Applies digital tools or visuals to enhance clarity & impact of the presentation.

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 Events Guidelines and/or Code of Conduct.
- 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 the Competitive Events Guidelines.

2025-2026 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
Content					
Demonstrates understanding of the topic	*No description or topic synopsis provided; no problems defined*	*Describes & provides topic synopsis OR defines the problem(s)*	*Describes & provides topic synopsis & defines the problem(s)*	*Demonstrates expertise of topic synopsis & definition of the problem(s)*	
	0 points	1-8 points	9-12 points	13-15 points	
Alternative solutions are recognized with pros & cons stated & evaluated	*No alternatives identified*	*Alternative(s) given but pro(s) and/or con(s) are not analyzed*	*At least two alternatives given, & pro(s) & con(s) are analyzed*	*Multiple alternatives given & multiple pros & cons analyzed for each*	
	0 points	1-8 points	9-12 points	13-15 points	
Provides an effective & logical recommendation(s)	*Fails to provide meaningful recommendations*	*Presents recommendations for behavior but lacks thorough exploration of advantages & disadvantages*	*Offers solid recommendations, but may not fully address all pros & cons*	*Provides well-reasoned & supported suggestions. Balances advantages & disadvantages effectively*	
	0 points	1-8 points	9-12 points	13-15 points	
Substantiates & cites sources used while conducting research	*Sources are not cited*	*Sources/References are seldom cited to support statements*	*Professionally legitimate sources & resources that support statements are generally present*	*Compelling evidence from professionally legitimate sources & resources is given to support statements*	
	0 points	1-6 points	7-8 points	9-10 points	
Uses technology effectively to illustrate the research on the topic	*No use of technology*	*Demonstrates limited use of technology*	*Demonstrates good use of technology*	*Demonstrates excellent use of technology with a consistent theme in graphics & proper formatting*	
	0 points	1-8 points	9-12 points	13-15 points	
Presentation Delivery					
Statements are well-organized & clearly stated	*Competitor(s) did not appear prepared*	*Competitor(s) were prepared, but flow was not logical*	*Presentation flowed in logical sequence*	*Presentation flowed in a logical sequence; statements were well organized*	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	*Did not demonstrate any of the listed skills*	*Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated all skills, enhancing the overall presentation*	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to effectively answer questions	*Does not respond to questions or responses are completely off-topic.*	*Provides incomplete or unclear answers that show limited understanding.*	*Responds accurately & clearly to most questions, showing adequate understanding.*	*Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.*	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Protocols					
Adherence to Competitive Events Guidelines	*Competitor(s) did not follow guidelines*	***Execution Aligned with Guidelines: (All criteria must be met)*** *✓Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time) ✓Presentation aligned with the assigned topic ✓Maintained professional boundaries during set-up time (no interaction with judges) ✓Did not leave materials behind after the presentation ✓Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓Audio was presented without external speakers ✓Avoided use of food or live animals*			
	0 points	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)					
Presentation Total (110 points)					

Name(s):

School:

Judge Signature: Date:

Comments:

2025-2026 New York State Competitive Events
Middle School

Exploring Coding & Programming

Exploring Coding & Programming allows members to develop a program based on a given topic & showcase their coding skills. Members present & demonstrate their completed program to a panel of judges, highlighting functionality, design, & problem-solving.

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. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.
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.)

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online testing	• Judge's table
• Conference-provided nametag	• Internet Access
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Digital Technology
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Teamwork, Technology

2025-2026 Topic: Game On: Time Travel Challenge

Use your coding skills to create a fun & interactive game that takes players on a time-travel adventure through an exciting decade in history. Players will explore real events, meet important historical figures, & complete challenges to make it through the decade. Your game should include:
- A version that works on computers or tablets (PC, Mac, or touchscreen device)
- Accurate facts about the time period, including dates, events, & people
- Player controls that use the keyboard, mouse, or touch screen
- At least two levels, a scoring system, & clear ways to win or lose

Imagine blending your favorite video game with a history quest.

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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. **Competitors who placed in the top ten in Video Game Challenge at a previous National Leadership Conference are not eligible to compete in this event.**
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline & 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.
- 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.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- 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
- Presentations are not open to conference attendees.
- 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.

2025-2026 New York State Competitive Events
Middle School

- Venue & Format
  - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
- Technology Guidelines
  - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
  - If using two devices, one must face the judges & the other must face the presenters.
  - Projectors & projector screens are not permitted, & competitors may not bring their own.
  - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
  - External speakers are not allowed; audio must come directly from the presenting device(s).
  - Electricity will not be available.
- Non-Technology Items
  - Visual aids, samples, notes, & other physical materials related to the project may be used.
  - Items may be placed on the provided table or on the judges table, if space allows.
  - No items may be left with the judges following the presentation.
- Restricted Items
  - Animals, except for authorized service animals.
  - Food, which may be used for display only & may not be consumed by judges.
  - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
  - Information must be supported by credible, well-documented sources.
  - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Team Expectations
  - In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information
  - Competitors may use a programming language of their choice.
  - Presentation should cover the following aspects of the program:
    - The development, usability & functionality of the program must be demonstrated & explained to the judges.
    - Solution must run standalone with no programming errors.
    - Data must be free of viruses/malware.
    - Competitors must provide comprehensive documentation including a readme file, source code, templates/libraries used, & documentation of any copyrighted or open-source material used.
    - The presentation should follow the rating sheet & include the following:
      - Code Quality: What are the specifics of & the big picture of the code?
      - User Experience: What focus is on the ease-of-use & accessibility of the interface?
      - Functionality: Speak to all aspects of the topic

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 Events Guidelines and/or Code of Conduct.
- 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 the Competitive Events Guidelines.

2025-2026 New York State Competitive Events
Middle School

Exploring Coding & Programming Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Code Quality					
Appropriate use of comments, naming conventions, & proper formatting	*No comments provided*	*Comments provided but are not logical*	*Comments provided assist judges throughout the demonstration*	*Comments provided are logical, useful, & complete*	
	0 points	1-6 points	7-8 points	9-10 points	
The program is modular in a way that makes logical, readable sense	*Program does not make logical, readable sense*	*Program is either logical or readable, but not both*	*Program is logical & readable*	*Program exhibits an advanced knowledge of programming*	
	0 points	1-6 points	7-8 points	9-10 points	
User Experience					
User interface is intuitive or clear instructions are provided	*No instructions provided & is not intuitive*	*Instructions provided or program is not intuitive*	*Appropriate & clear instructions are provided*	*Program is intuitive & clear instructions are provided*	
	0 points	1-6 points	7-8 points	9-10 points	
Users can easily navigate between pages	*No help menu or navigation system incorporated*	*Includes basic help menu & usable navigation*	*Interface contains no spelling errors, has interactive help menu, & has no navigation errors*	*Program use also includes an intelligent feature such as an interactive Q&A*	
	0 points	1-6 points	7-8 points	9-10 points	
User input is validated	*User input isn't validated*	*User input validation attempted, but does not catch important edge cases or is not done correctly*	*User input is validated*	*Input validation applied on both syntactical & semantic levels*	
	0 points	1-2 points	3-4 points	5 points	
Functionality					
Program addresses all parts of the prompt	*Program does not address the topic/problem*	*Program addresses the topic/problem at a minimal level*	*Program fully addresses the topic/problem*	*Program fully addresses the topic/problem, & the correlation is explained in the instructions*	
	0 points	1-6 points	7-8 points	9-10 points	
Program generates a presentable report	*Output reports are not accurate or not available*	*Output reports are not sufficient to analyze data*	*Output reports are error free & provide all necessary information to analyze data*	*Output reports allow user to customize & analyze information*	
	0 points	1-6 points	7-8 points	9-10 points	
Data storage	*There is no storage of data*	*Variables are used inconsistently, or in a way that is unclear*	*Variable name & usage is clear. Variables store data that updates when necessary. Each variable performs only one job, & the correct data type is used*	*More complex data storage such as arrays & lists are used where appropriate & variable scope makes sense*	
	0 points	1-2 points	3-4 points	5 points	
Presentation Delivery					
Statements are well-organized & clearly stated	*Competitor(s) did not appear prepared*	*Competitor(s) were prepared, but flow was not logical*	*Presentation flowed in logical sequence*	*Presentation flowed in a logical sequence; statements were well organized*	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	*Did not demonstrate any of the listed skills*	*Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated all skills, enhancing the overall presentation*	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to effectively answer questions	*Does not respond to questions or responses are completely off-topic.*	*Provides incomplete or unclear answers that show limited understanding.*	*Responds accurately & clearly to most questions, showing adequate understanding.*	*Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.*	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Protocols					
Adherence to Competitive Events Guidelines	*Competitor(s) did not follow guidelines*	***Execution Aligned with Guidelines: (All criteria must be met)*** ✓ *Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time)* ✓ *Presentation aligned with the assigned topic* ✓ *Maintained professional boundaries during set-up time (no interaction with judges)* ✓ *Did not leave materials behind after the presentation* ✓ *Links or QR codes were displayed appropriately (not clicked or scanned by judges)* ✓ *Audio was presented without external speakers* ✓ *Avoided use of food or live animals*			
	0 points	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)					
Presentation Total (110 points)					

Name(s):

School:

Judge Signature: Date:

Comments:

2025-2026 New York State Competitive Events
Middle School

Exploring Computer Science

Exploring Computer Science challenges members to demonstrate their understanding of foundational concepts in computing through an objective test. This event introduces members to key areas such as hardware, software, algorithms, & computational thinking.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Digital Technology
NACE Competency Alignment	Career & Self-Development, Critical Thinking, Technology

Knowledge Areas

- Coding basics
- Algorithmic thinking
- Data & artificial intelligence concepts
- Cybersecurity concepts
- Network & the internet
- Hardware & software concepts

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2025-2026 New York State Competitive Events
Middle School

Exploring Customer Service

Exploring Customer Service challenges members to think quickly & respond effectively to a customer-related scenario. Through a role play format, members demonstrate problem-solving, communication, & interpersonal skills in a real-world customer service setting.

Event Overview

Event Type: Individual
Event Category: Role Play
Event Elements: Interactive Presentation
Role Play Time: 15-minute preparation, 5-minute presentation (warning with one minute left).

Items Competitors Must Provide	Items FBLA Provides
• Conference-provided nametag	• Two notecards & pencil
• Attire that meets the NYS FBLA Dress Code	• Secret role play problem/scenario

Educational Alignments

Career Cluster Framework Connection	Marketing & Sales
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Professionalism

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.
- Each competitor must compete in all parts of an event for award eligibility.
- 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

- Presentations are not open to conference attendees.
- 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Competitors will be provided with a single copy of a customer service–related scenario or problem at the beginning of their assigned preparation time. This copy may only be accessed within the designated preparation area.
- Each competitor will receive two notecards for use during preparation & the presentation. Information may be written on both sides. Notecards will be collected after the role play.
- No technology, reference materials, visuals, or props may be used in the preparation room or during the performance
- Judges may ask questions during the presentation as part of the interactive role play format
- If participating as a team, all team members are expected to actively participate in the role play.
- Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

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 Events Guidelines and/or Code of Conduct.
- 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 the Competitive Events Guidelines.

2025-2026 New York State Competitive Events
Middle School

Exploring Customer Service Role Play Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Demonstrates understanding of role play & defines problem(s) to be solved	*No description or role play synopsis provided; no problems defined*	*Describes & provides role play synopsis OR defines the problem(s)*	*Describes & provides role play synopsis & defines the problem(s)*	*Demonstrates expertise of role play synopsis & definition of the problem(s)*	
	0 points	1-6 points	7-8 points	9-10 points	
Communicates position on role play scenario	*No position communicated*	*Communicates position not related to problem*	*Communicates position on problem*	*Communicates in a professional manner position on problem in scenario*	
	0 points	1-6 points	7-8 points	9-10 points	
Identifies logical solution & aspects of implementation	*No solution identified*	*Solution provided, but implementation plan not developed*	*Logical solution & implementation plan provided & developed*	*Feasible solution & implementation plan developed, & necessary resources identified*	
	0 points	1-6 points	7-8 points	9-10 points	
Displays empathy/diplomacy when responding to role play scenario	*No empathy or diplomacy displayed*	*Empathy or diplomacy displayed in response to role play scenario*	*Empathy & diplomacy displayed in response to role play scenario*	*Display of empathy & diplomacy skills add to resolution of role play scenario*	
	0 points	1-6 points	7-8 points	9-10 points	
Shows knowledge related to the role play	*No understanding of the role play demonstrated*	*Terminology is presented but not expanded on*	*Clear understanding of terminology & implementation into presentation*	*Terminology is communicated clear enough for customer (judge) to proceed on their own*	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates conflict resolution & closure to the role play	*No closure was provided*	*Situation was closed OR conflict was resolved*	*Conflict was resolved, the situation has closure*	*Conflict was resolved, the situation has closure, & client (judge) is satisfied*	
	0 points	1-9 points	10-16 points	17-20 points	
Presentation Delivery					
Statements are well-organized & clearly stated	*Competitor(s) did not appear prepared*	*Competitor(s) were prepared, but flow was not logical*	*Presentation flowed in logical sequence*	*Presentation flowed in a logical sequence; statements were well organized*	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	*Did not demonstrate any of the listed skills*	*Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated all skills, enhancing the overall presentation*	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to effectively answer questions	*Does not respond to questions or responses are completely off-topic.*	*Provides incomplete or unclear answers that show limited understanding.*	*Responds accurately & clearly to most questions, showing adequate understanding.*	*Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.*	
	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)					
				Presentation Total (110 points)	

Name(s):	
School:	
Judge Signature:	Date:

Comments:

2025-2026 New York State Competitive Events
Middle School

Exploring Digital Video Production

Exploring Digital Video Production recognizes members who demonstrate the ability to plan, produce, & present a compelling video for a specific audience. This event includes a pre-judged video project & a live presentation, showcasing creativity, technical skills, & storytelling.

Event Overview

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

Event Category: Chapter

Event Elements: Prejudged Asset & Presentation with a Topic

Prejudged Component: A URL of the video is due March 1, 2026

Presentation Time: 3-minute set-up, 7-minute presentation (warning at one minute left), 3-minute question & answer. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.

Internet Access: Provided (please be aware that internet access at conference venues may be unreliable. Always prepare a backup plan in case the connection is lost or does not work with your device.)

Items Competitors Must Provide	Items FBLA Provides
• Technology & presentation items	• Judge's table
• Conference-provided nametag	• Internet access
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Arts, Entertainment, & Design
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Technology

2025-2026 Topic: Spread Kindness Online: Be a Digital Difference Maker!

Create a video that shows how students can use social media & other digital tools to spread kindness, stay positive, & treat others with respect online. How can we use the internet to build people up instead of tearing them down? Show how to be a leader in digital kindness.

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.
- 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.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- 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

- This event has two parts: prejudged asset & presentation.
- **Prejudged Asset Details: Video**
  - Submission Deadline: A URL link of the animated video must be uploaded to the state's website by March 1, 2026. The prejudged asset is judged before the SLC.
  - Asset Requirements:
    - The video must not exceed 2 (two) minutes in length.
    - Competitors may use any video creation platform of their choice.
    - All content must be original & created specifically for this competition.
    - QR codes are not allowed in the project.
    - Advisers or others may not assist in preparing the project. It must be created entirely by the competitor(s).
    - Projects must be new, original work & may not have been submitted at any previous State Leadership Conference.

- o Responsibility for Access:
    - ▪ Competitors are responsible for ensuring the video URL is accessible to judges. If the video cannot be viewed, a score of zero will be given for the pre-judged asset. Best Practice Note: If using a platform such as Google Drive or OneDrive, make sure sharing settings allow access to anyone with the link. If using YouTube or Vimeo, the video must be set to "Unlisted" (not "Private") to ensure it is not publicly searchable but still viewable by judges.
- o Judging & Ownership
    - ▪ Projects will be judged prior to the State Leadership Conference (SLC). Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC presentation round.
    - ▪ Prejudged assets will not be returned.
- o Event Specific Information
    - ▪ **Project Concept & Design:** Design elements should support & enhance the concept.
    - ▪ **Project Execution:** Demonstrate creativity, clarity, & consistency, with smooth & professional edits or transitions that enhance the overall presentation. Content should follow a logical flow.
- **Presentation Details**
    - o Presentations are not open to conference attendees.
    - o Venue & Format
        - ▪ Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
    - o Technology Guidelines
        - ▪ Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
        - ▪ If using two devices, one must face the judges & the other must face the presenters.
        - ▪ Projectors & projector screens are not permitted, & competitors may not bring their own.
        - ▪ Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
        - ▪ External speakers are not allowed; audio must come directly from the presenting device(s).
        - ▪ Electricity will not be available.
    - o Non-Technology Items
        - ▪ Visual aids, samples, notes, & other physical materials related to the project may be used.
        - ▪ Items may be placed on the provided table or on the judges table, if space allows.
        - ▪ No items may be left with the judges following the presentation.
    - o Restricted Items
        - ▪ Animals, except for authorized service animals.
        - ▪ Food, which may be used for display only & may not be consumed by judges.
        - ▪ Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
    - o Research
        - ▪ Information must be supported by credible, well-documented sources.
        - ▪ Any use of copyrighted material, images, logos, or trademarks must be properly documented.
    - o Team Expectations
        - ▪ In team presentations, all members must actively participate in the delivery of the presentation.
    - o Event Specific Information
        - ▪ Video Showcase
            - • The prejudged asset (video) must be played as part of your presentation.
        - ▪ Presentation: The rest of the presentation time should include the following information:
            - • **Project Planning:** Explain how the idea was developed, including the steps taken to plan the project
            - • **Project Creation:** Describe the process used to build & complete the project, including how the components were assembled & the final version was produced.
            - • **Tools & Equipment:** List the programs, websites, or apps used & equipment involved, such as a microphone, tablet, or camera.
            - • **Techniques Used:** Explain the methods used to create different parts of the project, providing examples of special effects, layouts, transitions, or other techniques used to enhance clarity & creativity.

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 Events Guidelines and/or Code of Conduct.
- 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 the Competitive Events Guidelines.

2025-2026 New York State Competitive Events
Middle School

Exploring Digital Video Production Prejudged Asset (Video) Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Project Usability: Video plays successfully	*Media not usable*	*Media usable but not submitted according to event guidelines*	*Media usable but not click & play*	*Media usable on multiple players/browsers*	
	0 points	1-6 points	7-8 points	9-10 points	
Video Concept: Fully address the concept and/or topic	*Concept/topic is not followed*	*Concept/topic not fully developed*	*Fully addresses the concept/topic*	*A user with no knowledge of the concept/topic can identify topic based on video*	
	0 points	1-6 points	7-8 points	9-10 points	
Video Content: Video contains multiple elements providing evidence of production skill	*No evidence of video production skill demonstrated*	*Video is designed using limited video editing skill*	*Video contains transitions & use of multiple technologies*	*Video contains multiple advanced film techniques*	
	0 points	1-6 points	7-8 points	9-10 points	
Video Content: Grammar, spelling, & punctuation	*Video contains 4 or more grammar, spelling, punctuation errors*	*Video contains 3 or less spelling, grammar, or punctuation errors*	*Video contains one grammar, spelling, or punctuation errors*	*Video is grammar, spelling, punctuation error free*	
	0 points	1-6 points	7-8 points	9-10 points	
Video Content: Copyright information & sources are noted & documented, & video content is original	*Copyright information or sources not addressed or cited incorrectly & video content is not original*	*Material violates copyright & source guidelines OR video content is not original*	*Copyright information & sources documented, & video content is original*	*Copyright compliance is documented, sources cited using visual representation, & video content is original*	
	0 points	1-6 points	7-8 points	9-10 points	
Project Evaluation: Video has logical flow of information	*Flow of video does not seem logical*	*Flow does not connect each element of the video*	*Flow is logical & appears sequenced with beginning, middle, & end*	*Video is logical, flows well, & includes a call to action at the end*	
	0 points	1-14 points	15-24 points	25-30 points	
Project Evaluation: Quality of editing & transition	*There are no transitions or evidence of video editing incorporated*	*Transitions exist but are rough & do not flow easily*	*Transitions flow seamlessly & serve as a logical component of the video*	*Multiple types of transitions are used & all flow seamlessly*	
	0 points	1-12 points	13-21 points	22-25 points	
Project Evaluation: Audio & visual elements are coordinated	*Audio & visual elements are limited*	*Audio & visual elements do not include variety*	*Audio uses a variety of sources including direct audio & dubbed audio; visual includes multiple camera angles & techniques*	*Audio & visual uses variety of sources & special effects*	
	0 points	1-6 points	7-8 points	9-10 points	
Project Evaluation: Use of video/film techniques	*Video technology use not evident*	*Video incorporates use of film techniques*	*Video incorporates advanced use of film techniques*	*Video contains multiple advanced film techniques such as special effects*	
	0 points	1-6 points	7-8 points	9-10 points	
Video Time	*Video is over 2 minutes*		*Video is 2 minutes or under*		
	0 points		5 points		
Guidelines Penalty Points (Deduct 5 points for each instance of not following competitive events guidelines)					
Prejudged Asset (Video) Total (130 points)					

Name(s):	
School:	
Judge Signature:	Date:

Comments:

2025-2026 New York State Competitive Events
Middle School

Exploring Digital Video Production Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Demonstrates understanding of the event topic & follows guidelines	*No understanding of event topic OR incorrect topic used*	*Understanding of topic inconsistent from video to presentation & one or more guideline not followed*	*Demonstrates the topic through presentation & followed all guidelines*	*Demonstrates expertise of the topic through presentation & followed all guidelines*	
	0 points	1-6 points	7-8 points	9-10 points	
Describes the use & implementation of innovative technology	*No explanation of use or implementation of technology*	*Identification OR implementation of innovation technology*	*Implementation & demonstration of video techniques, equipment, & software*	*Expert description & demonstration of video techniques, equipment, & software*	
	0 points	1-9 points	10-16 points	17-20 points	
Explains the design & development process	*No explanation or description of the design & development process*	*Competitor(s) explains the design OR development process*	*Competitor(s) explain both the design & the development process*	*Expert industry explanation of both design & development process*	
	0 points	1-9 points	10-16 points	17-20 points	
Incorporates video into presentation	*Does not present video*	*Video of any length presented*	*Video is presented, but inadequate introduction & transition back into presentation*	*Video is presented, with adequate introduction & transition back into presentation*	
	0 points	1-6 points	7-8 points	9-10 points	
Copyright & source information is noted & documented, & video content is original	*Copyright information or sources not addressed or cited incorrectly & video content is not original*	*Material violates copyright & source guidelines OR video content is not original*	*Copyright information & sources documented, & video content is original*	*Copyright compliance is documented, sources cited using visual representation & video content is original*	
	0 points	1-9 points	10-16 points	17-20 points	
Presentation Delivery					
Statements are well-organized & clearly stated	*Competitor(s) did not appear prepared*	*Competitor(s) were prepared, but flow was not logical*	*Presentation flowed in logical sequence*	*Presentation flowed in a logical sequence; statements were well organized*	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	*Did not demonstrate any of the listed skills*	*Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated all skills, enhancing the overall presentation*	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to effectively answer questions	*Does not respond to questions or responses are completely off-topic.*	*Provides incomplete or unclear answers that show limited understanding.*	*Responds accurately & clearly to most questions, showing adequate understanding.*	*Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.*	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Protocols					
Adherence to Competitive Events Guidelines	*Competitor(s) did not follow guidelines*	***Execution Aligned with Guidelines: (All criteria must be met)*** ✓ *Prejudged segment is no longer than 2 minutes* ✓ *Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time)* ✓ *Presentation aligned with the assigned topic* ✓ *Maintained professional boundaries during set-up time (no interaction with judges)* ✓ *Did not leave materials behind after the presentation* ✓ *Links or QR codes were displayed appropriately (not clicked or scanned by judges)* ✓ *Audio was presented without external speakers* ✓ *Avoided use of food or live animals*			
	0 points	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)					
Presentation Total (120 points)					

Name(s):

School:

Judge Signature: Date:

Comments:

Exploring Economics

Exploring Economics challenges members to demonstrate their understanding of fundamental economic concepts through an objective test. This event introduces members to key areas such as supply & demand, market structures, & the role of government in the economy.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Economics
NACE Competency Alignment	Career & Self-Development, Critical Thinking

Knowledge Areas

- Fundamental economic concepts
- Nature of business
- Government's impact on business
- Cost/profit relationships
- Economic Systems

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2025-2026 New York State Competitive Events
Middle School

Exploring FBLA

Exploring FBLA allows members to demonstrate their knowledge of the Future Business Leaders of America organization through an objective test. This event covers FBLA's history, structure, programs, leadership, & mission, helping members deepen their understanding of the organization.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

NACE Competency Alignment	Career & Self-Development

Knowledge Areas

- FBLA history
- FBLA corporate & division bylaws
- FBLA programs
- FBLA pledge, mission, goals, creed
- FBLA middle school competitive events
- FBLA structure
- FBLA dress code
- FBLA publications
- FBLA deadlines
- FBLA website & communications
- FBLA partners

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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. **Competitors who placed in the top ten in FBLA Concepts at a previous National Leadership Conference are not eligible to compete in this event.**
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

Exploring Leadership

Exploring Leadership challenges members to demonstrate their understanding of core leadership principles through an objective test. This event encourages members to explore how effective leaders align teams, inspire action, & guide others toward shared goals.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Management & Entrepreneurship
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism

Knowledge Areas

- Self-awareness
- Ethics
- Interpersonal skills
- Leadership skills

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2025-2026 New York State Competitive Events
Middle School

Exploring Management & Entrepreneurship

Exploring Management & Entrepreneurship challenges members to think critically & respond to a real-world scenario in business management or entrepreneurship. Through a role play format, members present their solutions, demonstrating leadership, innovation, & decision-making skills.

Event Overview

Event Type: Team of 1, 2, or 3 members
Event Category: Role Play Event
Event Elements: Interactive Presentation
Role Play Time: 15-minute preparation time, 5-minute presentation time (warning with one minute left)

Items Competitors Must Provide	Items FBLA Provides
• Conference-provided nametag	• Two notecards & pencil
• Attire that meets the NYS FBLA Dress Code	• Secret role play problem/scenario

Educational Alignments

Career Cluster Framework Connection	Management & Entrepreneurship
NACE Competency Alignment	Career & Self-Development, Communication, Leadership, Professionalism

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.
- 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.
- 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
- Presentations are not open to conference attendees.
- 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Competitors will be provided with a single copy of a management and/or entrepreneurship–related scenario or problem at the beginning of their assigned preparation time. This copy may only be accessed within the designated preparation area.
- Each competitor will receive two notecards for use during preparation & the presentation. Information may be written on both sides. Notecards will be collected after the role play.
- No technology, reference materials, visuals, or props may be used in the preparation room or during the performance
- Judges may ask questions during the presentation as part of the interactive role play format
- If participating as a team, all team members are expected to actively participate in the role play.
- Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

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 Events Guidelines and/or Code of Conduct.
- 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 the Competitive Events Guidelines.

2025-2026 New York State Competitive Events
Middle School

Exploring Management & Entrepreneurship Role Play Presentation Rating Sheet					
Expectation Item	**Not Demonstrated**	**Below Expectations**	**Meets Expectations**	**Exceeds Expectations**	**Points Earned**
Content					
Problem is understood & well-defined	*No description or role play synopsis provided; no problem(s) defined*	*Describes & provides role play synopsis OR defines the problem(s)*	*Describes & provides role play synopsis & defines the problem(s)*	*Demonstrates expertise of role play synopsis & definition of the problem(s)*	
	0 points	1-9 points	10-16 points	17-20 points	
Alternatives are recognized with pros & cons stated & evaluated	*No alternatives identified*	*Alternative(s) given but pro(s) and/or con(s) are not analyzed*	*At least two alternatives given, & pro(s) & con(s) are analyzed*	*Multiple alternatives given & multiple pros & cons analyzed for each*	
	0 points	1-9 points	10-16 points	17-20 points	
Logical solution is selected with positive & negative aspects of its implementation given	*No solution identified*	*Solution provided, but implementation plan not developed*	*Logical solution & implementation plan provided & developed*	*Feasible solution & implementation plan developed, & necessary resources identified*	
	0 points	1-9 points	10-16 points	17-20 points	
Demonstrates knowledge & understanding of critical thinking concepts in relation to the topic	*No knowledge demonstrated*	*Little knowledge demonstrated*	*Knowledge & understanding of topic demonstrated*	*Expert knowledge & understanding of topic demonstrated*	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Delivery					
Statements are well-organized & clearly stated	*Competitor(s) did not appear prepared*	*Competitor(s) were prepared, but flow was not logical*	*Presentation flowed in logical sequence*	*Presentation flowed in a logical sequence; statements were well organized*	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	*Did not demonstrate any of the listed skills*	*Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated all skills, enhancing the overall presentation*	
	0 points	1-6 points	7-8 points	9-10 points	
Effectively answered questions	*questions or responses are completely off-topic.*	*Provides incomplete or unclear answers that show limited understanding.*	*Responds accurately & clearly to most questions, showing adequate understanding.*	*Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.*	
	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)					
Presentation Total (100 points)					

Name(s):	
School:	
Judge Signature:	Date:

Comments:

Exploring Marketing Concepts

Exploring Marketing Concepts allows members to demonstrate their understanding of basic marketing principles through an objective test. This event introduces members to key concepts such as market research, promotion, branding, & the strategies used to sell products & services.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Marketing & Sales
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking

Knowledge Areas

- Marketing fundamentals
- Product/service management
- Channel management
- Marketing information management
- Pricing
- Selling

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2025-2026 New York State Competitive Events
Middle School

Exploring Marketing Strategies

Exploring Marketing Strategies challenges members to develop & present a marketing strategy for a new, realistic product or service. Members showcase their understanding of target markets, promotional tactics, & branding through a live presentation.

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. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.
Internet Access: Not provided

Items Competitors Must Provide	Items FBLA Provides
• Technology & presentation items • Conference-provided nametag • Attire that meets the NYS FBLA Dress Code	• Judge's table

Educational Alignments

Career Cluster Framework Connection	Marketing & Sales
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Technology

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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. **Competitors who placed in the top ten in Marketing Mix Challenge at a previous National Leadership Conference are not eligible to compete in this event.**
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline & 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.
- 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.
- 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

- Presentations are not open to conference attendees.
- 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Venue & Format
  - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
- Technology Guidelines
  - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
  - If using two devices, one must face the judges & the other must face the presenters.
  - Projectors & projector screens are not permitted, & competitors may not bring their own.
  - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
  - External speakers are not allowed; audio must come directly from the presenting device(s).
  - Electricity will not be available.

- Non-Technology Items
  - Visual aids, samples, notes, & other physical materials related to the project may be used.
  - Items may be placed on the provided table or on the judges table, if space allows.
  - No items may be left with the judges following the presentation.
- Restricted Items
  - Animals, except for authorized service animals.
  - Food, which may be used for display only & may not be consumed by judges.
  - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
  - Information must be supported by credible, well-documented sources.
  - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Team Expectations
  - In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information
  - 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, & 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, & geographics.

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 Events Guidelines and/or Code of Conduct.
- 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 the Competitive Events Guidelines.

2025-2026 New York State Competitive Events
Middle School

Exploring Marketing Strategies Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Product: description of original product or service	The product/service is not described	The product/service is partially described	The product/service is mostly described	The product/service is fully described	
	0 points	1-6 points	7-8 points	9-10 points	
Price: description of selling price & pricing strategy	Pricing is not described	Selling price OR pricing strategy is described	Selling price & pricing strategy are mostly described	Selling price & pricing strategy are fully described	
	0 points	1-6 points	7-8 points	9-10 points	
Place: description of where product or service will be sold	Place is not described	Place is partially described	Place is mostly described	Place is fully described with multiple examples	
	0 points	1-6 points	7-8 points	9-10 points	
Promotion: description of advertising methods	Promotion is not described	Promotion is partially described	Promotion is mostly described	Promotion is fully described with multiple examples	
	0 points	1-6 points	7-8 points	9-10 points	
People: description of target market	Target market is not described	Target market is partially described	Target market is mostly described	Target market is fully described with multiple examples	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates knowledge & understanding of marketing concepts & creativity	No additional marketing concepts or creativity were demonstrated	Minimal knowledge & understanding of marketing concepts & creativity demonstrated	Marketing concepts & creativity were evident throughout the presentation	Marketing concepts were fully explained with multiple examples; very creative	
	0 points	1-6 points	7-8 points	9-10 points	
Substantiates & cites sources used while conducting research	Sources are not cited	Sources/References are seldom cited to support statements	Professionally legitimate sources & resources that support statements are generally present	Compelling evidence from professionally legitimate sources & resources is given to support statements	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Delivery					
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared	Competitor(s) were prepared, but flow was not logical	Presentation flowed in logical sequence	Presentation flowed in a logical sequence; statements were well organized	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)	Demonstrated all skills, enhancing the overall presentation	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic.	Provides incomplete or unclear answers that show limited understanding.	Responds accurately & clearly to most questions, showing adequate understanding.	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Protocols					
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines	*Execution Aligned with Guidelines: (All criteria must be met)* ✓ Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time) ✓ Maintained professional boundaries during set-up time (no interaction with judges) ✓ Did not leave materials behind after the presentation ✓ Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓ Audio was presented without external speakers ✓ Avoided use of food or live animals			
	0 points	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)					
Presentation Total (100 points)					

Name(s):	
School:	
Judge Signature:	Date:

Comments:

2025-2026 New York State Competitive Events
Middle School

Exploring Parliamentary Procedure

Exploring Parliamentary Procedure allows members to demonstrate their knowledge of meeting structure & rules through an objective test. This event introduces members to the principles of orderly decision-making, including motions, debate, & voting procedures used to conduct effective meetings.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Public Service & Safety
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Teamwork

Knowledge Areas

• Making motions	• Voting	• Organizational skills
• Robert's basic rules of order	• Committees	• Working on teams
• Development of an agenda	• Bylaws	
• Amendments to motions	• Virtual setting/meetings	

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

Exploring Personal Finance

Exploring Personal Finance challenges members to demonstrate their understanding of essential financial skills through an objective test. This event encourages members to explore topics such as budgeting, saving, credit, investing, & financial decision-making for everyday life.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Financial Services
NACE Competency Alignment	Career & Self-Development, Critical Thinking, Professionalism

Knowledge Areas

- Principles of money
- Financial needs & goals
- Financial services providers
- Financial literacy

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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. **Competitors who placed in the top ten in Financial Literacy at a previous National Leadership Conference are not eligible to compete in this event.**
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2025-2026 New York State Competitive Events
Middle School

Exploring Professionalism

Exploring Professionalism allows members to demonstrate their understanding of proper business etiquette through an objective test. This event introduces members to the expectations of professional behavior, appearance, communication, & conduct in workplace & social settings.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Management & Entrepreneurship
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Professionalism

Knowledge Areas

- Proper introductions & direct eye contact
- Public speaking
- Table manners & dining decorum
- Cell phone etiquette
- Netiquette
- Professionalism
- International customs & etiquette

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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. **Competitors who placed in the top ten in Business Etiquette at a previous National Leadership Conference are not eligible to compete in this event.**
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2025-2026 New York State Competitive Events
Middle School

Exploring Public Speaking

Exploring Public Speaking gives members the opportunity to develop & deliver a speech on a designated topic. This event helps members build confidence & refine their verbal communication & presentation skills through a live performance before judges.

Event Overview

Event Type: Individual
Event Category: Presentation
Event Elements: Speech with a Topic
Presentation Time: Maximum of 3-minutes presentation time (warning at one minute left), 2-minute question & answer. Time allocations are exclusive. Time may not be shifted between segments.

Items Competitors Must Provide	Items FBLA Provides
• Conference-provided nametag • Attire that meets the NYS FBLA Dress Code	• N/A

Educational Alignments

Career Cluster Framework Connection	Marketing & Sales
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Professionalism

2025-2026 Topic: How Does Social Media Make Us Feel?

Social media can be fun & help us stay connected. But it can also affect how we feel about ourselves & others. What can students do to use it in a healthy, balanced way?

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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. **Competitors who placed in the top ten in Elevator Speech at a previous National Leadership Conference are not eligible to compete in this event.**
- The chapter adviser must register each competitor for the SLC online by the March 1 deadline & 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.
- Each competitor must compete in all parts of an event for award eligibility.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- 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

- Presentations are not open to conference attendees.
- 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- Venue & Format
  - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
- Restricted Items
  - Animals, except for authorized service animals.
  - Food, which may be used for display only & may not be consumed by judges.
  - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
  - Information must be supported by credible, well-documented sources.
  - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Event Specific Information
  - The speech must be developed around the topic.
  - When delivering the speech, competitors may use notes prepared before the event.

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 Events Guidelines and/or Code of Conduct.
- 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 the Competitive Events Guidelines.

2025-2026 New York State Competitive Events
Middle School

Exploring Public Speaking Presentation Rating Sheet					
Expectation Item	**Not Demonstrated**	**Below Expectations**	**Meets Expectations**	**Exceeds Expectations**	**Points Earned**
Topic & Theme Incorporates provided topic & executes a consistent theme	*Provided topic is not mentioned in speech*	*Topic is not clearly incorporated into speech*	*Topic was clearly incorporated into speech*	*Topic was clearly incorporated & expanded thoroughly throughout the speech, using personal stories*	
	0 points	1-6 points	7-8 points	9-10 points	
Introduction Introduce the topic	*Speech had no introduction*	*Introduction was not clearly presented*	*Introduction was clearly presented, & topic was defined*	*Introduction was clearly presented, & topic was defined with an effective transition into the speech body*	
	0 points	1-6 points	7-8 points	9-10 points	
Supporting Information (Body) Include accurate & appropriate supporting information	*Speech did not have a topic*	*Multiple topics presented without clear connections*	*Central topics were identified, connected, & supported throughout the speech*	*Central topics were identified, connected, & supported throughout the speech with smooth transitions effectively utilized to support the central topic*	
	0 points	1-9 points	10-16 points	17-20 points	
Conclusion Provide effective conclusion connected to the topic & theme	*Speech did not have a conclusion*	*Conclusion was not clearly presented*	*Effective conclusion was presented*	*Conclusion provides connection to entire presentation*	
	0 points	1-6 points	7-8 points	9-10 points	
Speech Delivery Deliver speech with appropriate pace, lack of filler words, varied facial expressions, excellent eye contact with judges, good posture, voice projection, self-confidence, & poise	*Maintained an inconsistent pace that was either too fast or slow, paired with excessive use of filler words*	*Displayed a distracting & uneven pace, accompanied by noticeable use of filler words*	*Maintained an appropriate pace with minimal use of filler words*	*Maintained a well-varied pace & eliminated filler words, fully engaging the audience*	
	0 points	1-6 points	7-8 points	9-10 points	
	Does not make eye contact or have varied facial expressions	*Minimal varied facial expressions and/or eye contact*	*Appropriate facial expressions & eye contact*	*Appropriate eye contact, facial expressions, & didn't use notecards*	
	0 points	1-6 points	7-8 points	9-10 points	
	Does not have voice projection	*Minimal voice projection*	*Appropriate voice projection*	*Appropriate voice projection & diction*	
	0 points	1-6 points	7-8 points	9-10 points	
	Did not demonstrate self-confidence, poise, or good posture	*Demonstrated self-confidence, poise, or good posture*	*Demonstrated elevated self-confidence, poise, & good posture*	*Demonstrated elevated self-confidence, poise, posture, & assertiveness*	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to effectively answer questions	*Does not respond to questions or responses are completely off-topic.*	*Provides incomplete or unclear answers that show limited understanding.*	*Responds accurately & clearly to most questions, showing adequate understanding.*	*Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.*	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Protocols					
Adherence to Competitive Events Guidelines	*Competitor(s) did not follow guidelines*	***Execution Aligned with Guidelines: (All criteria must be met)*** ✓ *Presentation aligned with assigned topic* ✓ *Did not leave materials behind after the presentation* ✓ *Avoided use of food, live animals, technology, visuals, props*			
	0 points	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)					
Presentation Total (110 points)					

Name(s):	
School:	
Judge Signature:	Date:

Comments:

2025-2026 New York State Competitive Events
Middle School

Exploring Technology

Exploring Technology challenges members to demonstrate their understanding of foundational technology concepts through an objective test. This event introduces members to key areas such as digital tools, emerging technologies, cybersecurity, & the role of technology in business & everyday life.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test	• Internet access
• Conference-provided nametag	• Test login information provided at test check
• Attire that meets the NYS FBLA Dress Code	

Educational Alignments

Career Cluster Framework Connection	Digital Technology
NACE Competency Alignment	Career & Self-Development, Critical Thinking, Technology

Knowledge Areas

• Computer literacy	• Digital citizenship, ethics, & safety	• Modern technologies
• Computational thinking	• Networks & the internet	

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2025-2026 New York State Competitive Events
Middle School

Exploring Website Design

Exploring Website Design gives members the opportunity to design, develop, & present a website based on a given topic. This event encourages creativity & technical skills while introducing members to the fundamentals of web design, layout, & user experience.

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. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.
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.)

Items Competitors Must Provide
- Technology & presentation items
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides
- Internet access
- Judge's table

Educational Alignments

Career Cluster Framework Connection	Arts, Entertainment, & Design
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Leadership, Professionalism, Technology

2025-2026 Topic: Culture on Display: Create a Museum or Gallery Website

Create a website for a local art gallery, guild, or museum. Your site should help people learn about upcoming events, discover featured artists, & find important visitor details. Make sure your website includes:

- Home Page with Navigation Menu: A welcome page with links to the other parts of your site.
- Exhibitions Page: A calendar or list showing upcoming exhibits with dates & short descriptions.
- Featured Artists or Artifacts: A section with "product cards" that include a picture, the name of the artist or item, & a short description or biography.
- Visitor Information Page: A page with ticket details, such as hours of operation, admission prices, & how to buy tickets.

Note: Website does not have to be live.

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.
- 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.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- 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
- Presentations are not open to conference attendees.
- 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.

- Venue & Format
  - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
- Technology Guidelines
  - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
  - If using two devices, one must face the judges & the other must face the presenters.
  - Projectors & projector screens are not permitted, & competitors may not bring their own.
  - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
  - External speakers are not allowed; audio must come directly from the presenting device(s).
  - Electricity will not be available.
- Non-Technology Items
  - Visual aids, samples, notes, & other physical materials related to the project may be used.
  - Items may be placed on the provided table or on the judges table, if space allows.
  - No items may be left with the judges following the presentation.
- Restricted Items
  - Animals, except for authorized service animals.
  - Food, which may be used for display only & may not be consumed by judges.
  - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Research
  - Information must be supported by credible, well-documented sources.
  - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Team Expectations
  - In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information
  - The development, usability & functionality of the website must be demonstrated & explained to the judges.
  - The design process & design principles used.
  - Websites should be designed to allow for viewing on as many different platforms as possible.

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 Events Guidelines and/or Code of Conduct.
- 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 the Competitive Events Guidelines.

2025-2026 New York State Competitive Events
Middle School

Exploring Website Design Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Topic is understood & well-defined	*Topic is not followed*	*Topic is not fully addressed*	*Topic is fully addressed*	*User with no knowledge of the topic can identify based on site*	
	0 points	1-6 points	7-8 points	9-10 points	
Website appeal to audience	*Website is not appealing*	*Website is somewhat appealing to audience*	*Website is appealing to audience*	*Website is professional & appealing*	
	0 points	1-6 points	7-8 points	9-10 points	
Website demonstrates the required elements of the project as stated in guidelines.	*Website does not include required elements*	*Website includes some of the required elements*	*Website presented includes all the required elements*	*Website presented includes required elements & more*	
	0 points	1-8 points	9-12 points	13-15 points	
Substantiates & cites sources used while conducting research	*Sources are not cited*	*Sources/References are seldom cited to support statements*	*Professionally legitimate sources & resources that support statements are generally present*	*Compelling evidence from professionally legitimate sources & resources is given to support statements*	
	0 points	1-8 points	9-12 points	13-15 points	
Technical Components					
Website is viewable on standard browsers	*Website is not viewable*	*Website viewability is limited*	*Website is viewable*	*Website is viewable & functional on multiple devices, including phones, computers, & tablets*	
	0 points	1-6 points	7-8 points	9-10 points	
Logical & effective sequence of navigation, links are all functional	*Site is not logical, some links are not functional, & does not have an effective sequence of navigation*	*Site is somewhat logical; links are functional, or navigation is not effective*	*Site is logical, site links are functional, & has an effective sequence of navigation*	*Site is logical, site links are functional, & the sequence of navigation enhances the user experience*	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Delivery					
Statements are well-organized & clearly stated	*Competitor(s) did not appear prepared*	*Competitor(s) were prepared, but flow was not logical*	*Presentation flowed in logical sequence*	*Presentation flowed in a logical sequence; statements were well organized*	
	0 points	1-6 points	7-8 points	9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	*Did not demonstrate any of the listed skills*	*Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)*	*Demonstrated all skills, enhancing the overall presentation*	
	0 points	1-6 points	7-8 points	9-10 points	
Ability to effectively answer questions	*Does not respond to questions or responses are completely off-topic.*	*Provides incomplete or unclear answers that show limited understanding.*	*Responds accurately & clearly to most questions, showing adequate understanding.*	*Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.*	
	0 points	1-6 points	7-8 points	9-10 points	
Presentation Protocols					
Adherence to Competitive Events Guidelines	*Competitor(s) did not follow guidelines*	***Execution Aligned with Guidelines: (All criteria must be met)*** *✓Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time) ✓Presentation aligned with assigned topic ✓Maintained professional boundaries during set-up time (no interaction with judges) ✓Did not leave materials behind after the presentation ✓Links or QR codes were displayed appropriately (not clicked or scanned by judges) ✓Audio was presented without external speakers ✓Avoided use of food or live animals*			
	0 points	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)					
Presentation Total (100 points)					

Name(s):	
School:	
Judge Signature:	Date:

Comments:

2025-2026 New York State Competitive Events
Middle School

Interpersonal Communication

Interpersonal Communication challenges members to demonstrate their understanding of how people exchange messages, ideas, & information. Through an objective test, this event explores key concepts in verbal & nonverbal communication, active listening, & relationship-building in personal & professional settings.

Event Overview

Event Type: Individual
Event Category: Objective Test, 50-multiple choice questions
Objective Test Time: 30 minutes

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for online test • Conference-provided nametag • Attire that meets the NYS FBLA Dress Code	• Internet access • Test login information provided at test check

Educational Alignments

Career Cluster Framework Connection	Marketing & Sales
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Teamwork

Knowledge Areas

• Accountability • Verbal & nonverbal communication • Diverse cultures	• Teamwork • Collaboration • Personal appearance • Decision making	• Values • Positive attitude • Time management • Ethics

State Guidelines

Eligibility
- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.

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 cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

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 Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2025-2026 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 & interviewing techniques. This competitive event consists of prejudged materials & presentation (interview) components.

Event Overview

Event Type: Individual
Event Category: Presentation
Event Elements: Prejudged Report & Presentation
Prejudged Component: 10-page report due March 1, 2026
Presentation Time: 7-minute presentation time. Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.
Internet Access: Not provided

Items Competitors Must Provide	Items FBLA Provides
• Conference-provided nametag • Attire that meets the NYS FBLA Dress Code	• N/A

Educational Alignments

Career Cluster Framework Connection	Career Ready Practice
NACE Competency Alignment	Career & Self-Development, Communication, Leadership, Professionalism

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.
- Each competitor must compete in all parts of an event for award eligibility.
- 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

- This event has two parts: prejudged, & 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 report must be uploaded to the NYS website by March 1, 2026.
  - 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 from & 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 & others are not permitted to write the report. Reports must be original, current, & not submitted for a previous SLC.

2025-2026 New York State Competitive Events
Middle School

- Performance Round
  - Venue & Format
    - Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table & chairs for the judges.
  - Restricted Items
    - Animals, except for authorized service animals.
    - Food, which may be used for display only & may not be consumed by judges.
  - Event Specific Information
    - The judges may ask the participants questions relating to the following:
      - Future educational plans
      - Future career goals
      - Why they are interested in being selected the Outstanding New FBLA Member in New York State
      - The importance of FBLA to them

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 Events Guidelines and/or Code of Conduct.
- 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 the Competitive Events Guidelines.

2025-2026 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
Personal Appearance					
Grooming & appropriate attire	0 points	1-2 points	3-4 points	5 points	
Interview					
Voice & 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	
Potential Leadership Ability					
Participation in & 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	
Written Evidence Compiled by Participant					
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 & knowledge of business procedures	0 points	1-7 points	8-14 points	15-20 points	
Demonstration of initiative & drive	0 points	1-2 points	3-4 points	5 points	
Career Planning					
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	
Evidence of Complete, Logical, Answers to the Following Interview Questions					
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	
				Presentation Total (100 points)	

Name(s):	
School:	
Judge Signature:	Date:

Comments:

2025-2026 New York State Competitive Events
Middle School

Slide Deck Applications

Slide Deck Applications challenges members to demonstrate their ability to convert information into effective visual presentations. Through a production test, members showcase their skills in designing professional slide decks that communicate ideas clearly & creatively.

Event Overview

Event Type: Individual
Event Category: Production
Event Elements: Production
Production Time: 1 hour

Items Competitors Must Provide

- Fully charged device for production test, including all needed programs installed for the production test
- Printed Production Test Reference Guide
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Production test tasks
- Internet access for submission

Educational Alignments

Career Cluster Framework Connection	Management & Entrepreneurship
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Professionalism, Technology

Knowledge Areas

- Slide creating & layout
- Text formatting
- Media insertion
- Animations & transitions
- Linking & navigating

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
- 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 & 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.

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 consists of a production test that is proctored & completed on-site at the National Leadership Conference (NLC).
- Competitors will complete a set of tasks aligned to the event knowledge areas & competencies.
- The Production Test Reference Guide, available on the SLC page of the New York State FBLA website may be used during the test.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Scoring

- The rating sheet will be provided on-site along with the production test.
- If there is a tie, the competitor who earns the highest score earliest in the order of the rating sheet will be ranked higher.
- All judging 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.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2025-2026 New York State Competitive Events
Middle School

Spreadsheet Applications

Spreadsheet Applications allows members to demonstrate their ability to organize, analyze, & present business data using spreadsheet software. Through a production test, members apply essential skills in data management, formulas, & charting to solve real-world business problems.

Event Overview

Event Type: Individual
Event Category: Production
Event Elements: Production
Production Time: 1 hour

Items Competitors Must Provide	Items FBLA Provides
• Fully charged device for production test, including all needed programs installed for the production test • Printed Production Test Reference Guide • Conference-provided nametag • Attire that meets the NYS FBLA Dress Code	• Production test tasks • Internet access for submission

Educational Alignments

Career Cluster Framework Connection	Management & Entrepreneurship
NACE Competency Alignment	Career & Self-Development, Critical Thinking, Professionalism, Technology

Knowledge Areas

- Data organization concepts
- Creating formulas
- Functions
- Generate graphs (for analysis purposes)
- Filter & sort
- Format & print options

State Guidelines

Eligibility

- FBLA membership dues are paid by 11:59 pm Eastern Time on January 16, 2026.
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- 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.

Recognition

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

Event Administration

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- Competitors will complete a set of tasks aligned to the event knowledge areas & competencies.
- The Production Test Reference Guide, available on the SLC page of the New York State FBLA website may be used during the test.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Scoring

- The rating sheet will be provided on-site along with the production test.
- If there is a tie, the competitor who earns the highest score earliest in the order of the rating sheet will be ranked higher.
- All judging 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.

Penalty Points

- Competitors may be disqualified if they violate the Competitive Events Guidelines and/or Code of Conduct.
- Competitors may be disqualified if they do not follow the Dress Code or are late for their event.

2025-2026 New York State Competitive Events
Middle School

Word Processing

Word Processing challenges members to demonstrate their proficiency in using word processing software to create, edit, format, & produce professional documents. Through a production test, members apply essential skills used in academic & workplace settings.

Event Overview

Event Type: Individual
Event Category: Production
Event Elements: Production
Production Time: 1 hour

Items Competitors Must Provide

- Fully charged device for production test, including all needed programs installed for the production test
- Printed Production Test Reference Guide
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides

- Production test tasks
- Internet access for submission

Educational Alignments

Career Cluster Framework Connection	Management & Entrepreneurship
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Professionalism, Technology

Knowledge Areas

- Personal & business letters
- Press release
- Meeting agendas & minutes
- Itinerary
- Memos
- Report title page
- Table of contents
- Works cited

State Guidelines

Eligibility

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Recognition

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Event Administration

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- Competitors will complete a set of tasks aligned to the event knowledge areas & competencies.
- The Production Test Reference Guide, available on the SLC page of the New York State FBLA website may be used during the test.
- No calculators may be brought into the testing site; online calculators will be provided.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Any visibility of these devices will be considered a violation of the Competitive Events Guidelines.

Scoring

- The rating sheet will be provided on-site along with the production test.
- If there is a tie, the competitor who earns the highest score earliest in the order of the rating sheet will be ranked higher.
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Americans with Disabilities Act (ADA)

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