



# FBLA BUSINESS ETHICS

## Performance Rating Sheet

 Preliminary Round

 Final Round

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

Expectation Item	Not Demonstrated		Below Expectations		Meets Expectations		Exceeds Expectations		Points Earned	Tie Breaker
	0	○	3	○	7	○	10	○		
Identifies and defines the ethical topic	No identification of an ethical topic as it relates to the event guidelines		Identifies OR defines the ethical topic		Identifies and defines the ethical topic		Definition of the ethical topic is stated using industry terminology			
	0	○	3	○	7	○	10	○		
Ethical dimensions of the topic are clearly defined	No ethical dimensions are defined		Ethical dimensions of topic given but they are not analyzed		Dimensions of the topic are given and analyzed with supporting evidence		Dimensions are analyzed with multiple supporting evidence analyzed			
	0	○	5	○	10	○	15	○		
Identifies and offers an effective ethical solution	No ethical solution identified		One ethical solution provided with no plan		Ethical solution provided with supporting evidence and a plan developed		One feasible ethical solution recommended with a plan and necessary resources identified			
	0	○	7	○	14	○	20	○		
Researches quality and related information to the ethical topic	No research done with 3 or more inaccurate statements		Research is unrelated to the ethical topic and 1-2 inaccurate statements		Research is accurate		Research is accurate with supporting evidence			
	0	○	5	○	10	○	15	○		
Substantiates and cites sources used while conducting research	No substantiation provided				Substantiates and cites sources					
	0		○		10		○			

### Delivery Skills

Statements are well-organized and clearly stated with use of industry language	Presenter(s) did not appear prepared		Presenter(s) were prepared, but flow was not logical		Presentation flowed in logical sequence		Presentation flowed in a logical sequence, statements were well organized			
	0	○	3	○	7	○	10	○		
Demonstrates self-confidence, poise, assertiveness, and good voice projection	Presenter(s) did not demonstrate self-confidence		Presenter(s) demonstrated self-confidence and poise		Presenter(s) demonstrated self-confidence, poise, and good voice projection		Presenter(s) demonstrated self-confidence, poise, good voice projection, and assertiveness			
	0	○	1	○	3	○	10	○		
Demonstrates the ability to effectively answer questions	Unable to answer questions		Does not completely answer questions		Completely answers questions		Interacted with the judges in the process of completely answering questions			
	0	○	3	○	7	○	10	○		
<b>Performance Subtotal (100 max)</b>										

### Penalty Points (Mark all that apply)

Time over 7 minutes	-5	○	Dress Code not followed	-5	○	Event Guidelines not followed	-5	○	<b>Total Penalty</b>	-	
<b>Performance Grand Total</b>											

Name(s): \_\_\_\_\_

School: \_\_\_\_\_

State: \_\_\_\_\_

Judge's Signature: \_\_\_\_\_

Date: \_\_\_\_\_