FBLA EMERGING BUSINESS ISSUES
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
Demonstrates understanding of the event topic	No understanding of topic as it relates to the event guidelines or wrong topic		Identifies event topic, but does not demonstrate understanding		Identifies and demonstrates understanding of event topic		Uses industry terminology to demonstrate the understanding of the event topic			
	0	O	5	O	10	O	15	O		
Identifies and supports the affirmative and negative argument for the event topic	No affirmative and no negative arguments presented		Affirmative argument OR negative argument presented		Both affirmative and negative arguments are presented for the topic with evidence		Affirmative and negative arguments supported by relevant evidence in order to persuade			
	0	O	7	O	14	O	20	O		
Identifies and offers an effective recommendation(s)	No recommendation(s) identified		One recommendation provided with no plan		One or more recommendations provided with supporting evidence and a plan developed		One or more feasible recommendations with a plan and necessary resources identified			
	0	O	7	O	14	O	20	O		
Summarizes the event topic, arguments, and recommendations	No summary		Summary identifies only one of the requirements: topic, arguments, OR recommendations		Summary was effective identifying the event topic, arguments, AND recommendations		Summary provides a logical connection of all aspects of the event topic to entire presentation			
	0	O	5	O	10	O	15	O		

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	O	3	O	7	O	10	O		
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	O	3	O	7	O	10	O		
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	O	3	O	7	O	10	O		
							Performance Subtotal (100 max)			

Penalty Points (Mark all that apply)

Time over 7 minutes	-5	O	Dress Code not followed	-5	O	Event Guidelines not followed	-5	O	**Total Penalty**	-	
									Performance Grand Total		

Name(s): _____

School: _____   State: _____

Judge's Signature: _____   Date: _____