

# BUSINESS ETHICS

Ethical decisions are essential in the business world and the workplace. This team event recognizes FBLA members who demonstrate the ability to present solutions to ethical situations encountered in the business world and the workplace.

## PERFORMANCE COMPETENCIES

- Answer questions effectively
- Demonstrate ability to work as a team
- Demonstrate an understanding of the case and explain recommendations
- Demonstrate good decision-making and problem-solving skills
- Demonstrate good verbal communication skills
- Explanation is logical and systematic

## NBEA STANDARDS REINFORCED BY EVENT

Business Law: basics of the law

Career Development: self-awareness

Communication: foundations, organizational

Information Technology: impact on society

**CAREER CLUSTER(S):** *Business Management & Administration*

## ELIGIBILITY

The top five teams, composed of two to three (2-3) members, from the winter regional conferences may enter this event.

1. All team members must be on record in the state and national offices as having paid dues by February 15.
2. Participants must be selected in accordance with the regulations of the local chapter and state association.
3. Participants failing to report on time for the event will not be permitted to compete.
4. No more than one (1) team member may have won first place in this event at a previous State Business Leadership Conference or competed in this event at a prior National Leadership Conference..
5. Participants must adhere to the dress code established by the Board of Directors, or they WILL NOT be permitted to participate in the competitive event.

## OVERVIEW

This event consists of a performance component. Each team will present and defend its positions related to an ethical dilemma.

## GUIDELINES

### Preliminary Performance

- A maximum of fifteen (15) finalists or an equal number from each group will advance to the final round.
- Team members will report to the preparation room. Twenty (20) minutes before their performance each team will receive an envelope containing three (3) copies of the ethical dilemma. Team members will be given twenty (20) minutes to prepare their case to present. Teams will report to the performance room at the end of twenty (20) minutes.
- Two (2) 4" x 6" note cards will be provided for each participant and may be used during the preparation and performance of the case. Information may be written on both sides of the note cards. Note cards will be collected following the presentation.
- No reference materials, visual aids, or electronic devices may be brought to or used during the preparation or performance.
- Team members should introduce themselves and describe the ethical situation. All team members must participate in the presentation.
- Teams have seven (7) minutes to present the ethical dilemma.
- A timekeeper will stand at six (6) minutes and again at seven (7) minutes. When each team is finished, the time used will be recorded. A five (5) point deduction will be made for presentations over seven (7) minutes.
- Following each presentation, judges will conduct a three (3) minute question-answer period.
- The preliminary performance is **NOT** open to conference attendees.

### Final Performance

- The final guidelines are the same as the preliminary guidelines described above; and the final performance is open to conference attendees who are not performing participants of this event.

## JUDGING

The presentations will be evaluated by a panel of judges. All decisions of the judges are final.

## STATE AWARDS

The number of awards presented at the State Business Leadership Conference is determined by judges and/or number of entries. The maximum number is five (5).

## NATIONAL ENTRIES

Washington State may enter two (2) winning teams for national competition.



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## Performance Rating Sheet

 Preliminary Round

 Final Round

Evaluation Item	Not Demonstrated	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Content</b>					
Situation is understood and effectively defined	0	1-5	6-10	11-15	
Ethical dimensions of the problem are clearly defined	0	1-5	6-10	11-15	
Team's position is clearly stated	0	1-3	4-7	8-10	
Questions answered completely and effectively	0	1-3	4-7	8-10	
Effective ethical solution is offered	0	1-5	6-10	11-15	
<b>Delivery</b>					
Thoughts and statements are well organized and clearly stated; appropriate business language used	0	1-5	6-10	11-15	
Team members demonstrate self-confidence, poise, and good voice projection	0	1-2	3-4	5	
All team members actively participated in the presentation	0	1-2	3-4	5	
Demonstrates the ability to effectively answer questions	0	1-3	4-7	8-10	
<b>Subtotal</b>					<b>/100 max.</b>
<b>Time Penalty</b> Deduct five (5) points for presentation over seven (7) minutes. Time:					
<b>Dress Code Penalty</b> Deduct five (5) points when dress code is not followed.					
<b>Penalty</b> Deduct five (5) points for failure to follow guidelines.					
<b>Total Points</b>					<b>/100 max.</b>
<b>Final Score</b>					<b>/100 max.</b>

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

Judge's Comments:

VERIFICATION  
(scores checked)  
 Administrator