

MANAGEMENT DECISION MAKING

Making critical decisions that provide the right direction and a winning position in today's business world is essential to good management. Business executives must make high-quality, nearly instantaneous decisions all the time. The ability to make the right decisions concerning vision, growth, resources, strengths, and weaknesses leads to a successful business. It is management's responsibility to manage for today and tomorrow, to manage for optimum efficiency, and to manage to compete in the marketplace.

OBJECTIVE TEST COMPETENCIES (may include, but not limited to)

- information and communication systems
- human resource management
- financial management
- business operations
- management functions and the environment
- business ownership and the law
- strategic management
- ethics and social responsibility
- marketing
- economic concepts
- careers

PERFORMANCE COMPETENCIES

- answer questions effectively
- demonstrate ability to make a businesslike presentation
- 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
- display self confidence through knowledge of content and articulation of ideas
- explanation is logical and systematic

NBEA STANDARDS REINFORCED BY EVENT

Accounting: financial statements, special applications

Business Law: business organizations

Communications: foundations, organizational

Economics and Personal Finance: economic systems, markets and prices

Entrepreneurship: entrepreneurs and entrepreneurial opportunities

Information Technology: impact on society

Management: management functions, business organization, ethics and social responsibility, management theories, financial decision making

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

ELIGIBILITY

The top five (5) teams composed of two (2) to three (3) members from the winter regional conferences may enter this event. If a chapter has no winner in the top five, it may enter one team.

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. No more than one (1) team member may have won first place in this event at a previous State Business Leadership Conference nor entered this event at a prior National Leadership Conference.
4. Participants failing to report on time for the event will not be permitted to compete.
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 two (2) parts: an objective test and an **interactive role-play** performance component.

A one (1) hour objective test will be administered based on the competencies. Team members will take one objective test collaboratively. Nongraphing calculators may be used.

Every effort will be made to provide online computerized testing at the state level. If this is not possible, participants must furnish their own No. 2 pencils and erasers. No graphing calculators, cell phones, or other memory storage devices are allowed.

An interactive case study will be given concerning a problem encountered by managers in one of the following areas: human resource management, financial management, marketing management, or information systems management. Members of the team will assume the role(s) of management and present a solution to the case problem.

PERFORMANCE GUIDELINES

1. The top fifteen (15) teams with the highest score on the objective test will advance to the oral presentation. In the case of a tie, the objective test score will be used to break a tie.
2. The order of performance for the oral presentation will be drawn at random by an impartial person in the event office.
3. Team members will report to the preparation room. Twenty (20) minutes before their performance time each team will receive the case study. 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.
4. Two (2) note cards will be provided for each team member and may be used during the preparation and performance of the event. Information may be written on both sides of the note cards. Note cards will be collected following the presentation.
5. No reference materials, visual aids, or electronic devices may be brought to or used during the preparation or performance.
6. Teams have seven (7) minutes to interact with a panel of judges and present the solution to the case. The judges will play the role of the second party in the presentation and will refer to the case for specifics. All team members must participate. This is a role-play event.
7. A timekeeper will stand at six (6) minutes and again at seven (7) minutes.
8. Performances are open to conference attendees who are not performing participants of this event.

JUDGING

The tests will be machine graded. Ties will be broken based on the last ten (10) questions and in groups of ten thereafter if a tie still exists.

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 will be five (5).

NATIONAL ENTRIES

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



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Performance Rating Sheet

Final Round

Evaluation Item	Not Demonstrated	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Problem is understood and well-defined	0	1-5	6-10	11-15	
Alternatives are recognized with pros and cons stated and evaluated	0	1-5	6-10	11-15	
Logical solution is selected with positive and negative aspects of its implementation given	0	1-5	6-10	11-15	
Management's decision is clear	0	1-5	6-10	11-15	
Delivery					
Thoughts and statements are well-organized and clearly stated; appropriate business language used	0	1-5	6-10	11-15	
Team members show self-confidence, poise, and good voice projection	0	1-3	4-7	8-10	
All team members participate actively during the presentation	0	1-2	3-4	5	
Demonstrates the ability to effectively answer questions	0	1-3	4-7	8-10	
Subtotal					/100 max.
Dress Code Penalty Deduct five (5) points when dress code is not followed.					
Penalty Deduct five (5) points for failure to follow guidelines.					
Final Score					/100 max.
Objective Test Score (To be used in the event of a tie.)					

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

Judge's Comments:

VERIFICATION
(scores checked)
 Administrator