
Business Ethics

Ethical decision-making is 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.

Competencies

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

Performance Competencies

- demonstrate ethical business decisions
- answer questions effectively
- demonstrate ability to work as a team
- demonstrate an understanding of the case and explain recommendations
- demonstrate effective decision making and problem solving skills
- demonstrate effective verbal communication skills
- explain content logically and systematically

Business Education Curriculum Standard(s):

Business Law; Career Development; Communication; Information Technology

2018 Topic

Research an ethical case related to the automobile industry and discuss why it happened; how it should be resolved; and what could have prevented it.

Region Eligibility

Each chapter may enter one entry as an individual member or as a team, not to exceed three (3) members. The participants must be members of active local chapters and are on record in the Pennsylvania state and the FBLA-PBL national offices as having paid dues by January 31. If the region conference is scheduled before January 31, then dues must be paid prior to that conference date as established by the region and posted on the PA FBLA web site.

In the event of a team entry, no more than one (1) member may have competed at a previous Region Leadership Conference. A member who has competed as an individual in an individual/team event (1-3) may compete again in the same event as a team member the following year, not as an individual. If a member is competing as part of a team and members withdraw from the team leaving that member as the only remaining competitor, he/she may not compete/advance to the next level if the member competed as an individual in prior years.

It is the responsibility of the:

local chapter adviser

- pay membership dues for all competitors by the published region deadline and to register students through the PA FBLA online registration system by the published deadline.

region adviser

- to verify that membership dues of participants at the region conference comply with the deadlines listed above.

State Eligibility

The minimum number of teams each region may enter is the first-place team whose participants are members of an active local chapter and are on record in the Pennsylvania state and the FBLA-PBL national offices as having paid dues by January 31 or prior to the region conference by the date posted on the PA FBLA web site.

One team member may repeat and may have entered this event at a prior State Leadership Conference.

If any of the eligible winners cannot attend the SLC, it is the responsibility of the:

local chapter adviser

- to contact the region adviser about the team that will not be attending.

region adviser

- to contact the adviser of the next eligible competitor about participating at the State Leadership Conference.
- to notify the PA FBLA Executive Director/State Chairman of the change before the deadline date published at www.pafbla.org/importantdates.php, which is posted on the PA FBLA web site.

Region Procedure

The following procedures must be used:

1. **The team members must comply with the PA FBLA Dress Code which can be found at www.pafbla.org/dresscode.php. If any team participant does not comply, he or she will not be admitted to the testing area until the participant is in compliance.**
2. There will only be one round of competition at the region level.
3. Participants must research the case study prior to the conference and be prepared to present their findings and solutions.
4. Student members (not advisers) must prepare their presentation.
5. Facts and data must be cited and secured from quality sources (peer review documents, legal documents, etc.).
6. One (1) member must introduce the team and describe the ethical situation.
7. All team members must actively participate in the presentation.
8. Teams are permitted to bring prepared notes.
9. Books, other bound materials, props, and equipment are prohibited.
10. The team has seven (7) minutes to present the ethical dilemma to the judges.
11. At the end of six (6) minutes, a timekeeper will stand until noticed and hold up a colored time card indicating one minute is left, and at seven (7) minutes the timekeeper will stand and hold up a colored time card indicating time is up. When the presentation is finished, the timekeeper will record the time used, noting a deduction of five (5) points for any time over seven (7) minutes.
12. Following each presentation, judges will conduct a three (3) minute question-answer period.

State Procedure

Conference Requirements

The following procedures must be used:

1. A **preliminary round** will be held to determine the top teams in the final round. All participants will be divided randomly into groups by a member of the state committee, with an equal number of the top participants from each group advancing to the final round.
 - The order of performance will be drawn at random by a member of the state committee.
 - Based on the judges' scores, up to twelve (12) teams will be posted and will compete in the final round.
2. The following procedures will be followed during the **final round**:
 - The order of performance will be drawn at random by a member of the state committee.
3. The adviser must report to event confirmation to verify the competitor's participation in this event. Participants not confirmed will be disqualified from the event.

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4. Both the rounds will be open to an audience. The performance is open to all conference attendees, except performing participants of this event. If participants of the event view other presentations before or after their scheduled presentation time, they (or their team if they are part of one) will be disqualified.
 5. **The team members must comply with the PA FBLA Dress Code which can be found at www.pafbla.org/dresscode.php. If any team participant does not comply, he or she will not be admitted to the testing area until the participant is in compliance.**
 6. Participants must research the case study prior to the conference and be prepared to present their findings and solutions.
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 15. Following each presentation, judges will conduct a three (3) minute question-answer period.

Region and State Judging

The team will be evaluated by a panel of judges using the rating sheet found in these guidelines. All decisions of the judges are final. If there is a tie, ties will be broken based on the following:

First Tiebreaker

- Total points of the *Content and Recommendation* section on the Performance Rating Sheet.

Second Tiebreaker

- Total points of the “Demonstrates the ability to effectively answer questions” category within the *Delivery* section on the Performance Rating Sheet.

Third Tiebreaker

- Total points of the “Statements are well-organized and clearly stated; appropriate business language used” category within the *Delivery* section on the Performance Rating Sheet.

Tiebreaker implementation examples can be found in this handbook or at www.pafbla.org/tiebreakers.php.

Region Awards

Each region may decide the number and type of awards to be presented at the RLC.

State Awards

The state chapter will present a maximum of ten (10) awards at the State Leadership Conference.

National Conference Eligibility

The first-, second-, third-, and fourth place award winning teams at the State Leadership Conference are eligible to attend the National Leadership Conference. Advisers and participants should refer to the latest edition of the National Chapter Management Handbook for official National Leadership Conference event guidelines.

In the event that the first-, second-, third-, or fourth place team cannot attend, it is the responsibility of the:

local chapter adviser

- to contact the PA FBLA Executive Director/State Chairman about the team that will not be attending.

PA FBLA Executive Director/State Chairman

- to contact the next eligible award winning team about participating at the National Leadership Conference.



BUSINESS ETHICS

Performance Rating Sheet

Revised 2017-18

☐ Preliminary Round ☐ Final Round

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Identifies and defines the ethical topic	0	1-3	4-7	8-10	
Ethical dimensions of the topic are clearly defined	0	1–5	6–10	11–15	
Identifies and offers an effective ethical solution	0	1-7	8-14	15-20	
Researches quality and related information to the ethical topic	0	1–5	6–10	11–15	
Provides proper documentation to comply with state and federal copyright laws	0 No references to copyright compliance made during presentation		10 Identifies compliance to copyright regulations during presentation		
Delivery Skills					
Statements are well-organized and clearly stated with use of industry language	0	1–3	4–7	8–10	
Demonstrates self-confidence, poise, assertiveness, and good voice projection	0	1-3	4-7	8-10	
Demonstrates the ability to effectively answer questions	0	1–3	4–7	8–10	
Subtotal					/100 max.
Time Penalty Deduct five (5) points for presentation over seven (7) minutes. Time:					
Penalty Deduct five (5) points for failure to follow guidelines					
Dress Code Penalty Deduct five (5) points when dress code is not followed.					
Total Points					/100 max.
Final Score					/100 max.

Name(s): _____

School: _____ Region: _____

Judge's Signature: _____ Date: _____

Judge's Comments:

VERIFICATION & INITIALS
(scores checked for accuracy)

☐ Chief Administrator

☐ Official Checker