
Partnership with Business Project

This event recognizes FBLA chapters that develop and implement the most innovative, creative, and effective partnership plan. The purpose of this project is to learn about a business through communication and interaction with the business community.

Project

This report describes activities designed to bring business leaders and FBLA members together in a positive working relationship through innovative programs. The report should describe the planning and implementation of activities that build a partnership between business leaders and chapter members for the purpose of learning about successful businesses. The event should not be a chapter fundraising project.

Reports will demonstrate outstanding written communication in proper business style using proper spelling and grammar. The written report will also describe project development and implementation, explain the business partnership, and report the results of the project and analyze the project's successes as well as areas for improvement.

The oral presentation will demonstrate outstanding oral communication skills, demonstrate project development and implementation, describe the partnership, demonstrate the ability to make a professional businesslike presentation and effectively answer questions. The explanation should be logical and systematic.

Career Cluster(s):

Business, Management, and Administration; Information Technology; Marketing

Business Education Curriculum Standard(s):

Career Development, Communication, Entrepreneurship, Information Technology, Management

State Eligibility

Each local chapter may enter one (1) report. The local chapter must be on record in the Pennsylvania state and the FBLA-PBL national offices as having paid dues by January 31 of the current school year.

The top 10 rated reports from among those submitted will be required to give an oral presentation at the SLC. For the oral presentation, one to three (1-3) members from each chapter may be part of the team to present that oral presentation. Those members may already be qualified to compete at the SLC in another event, or the chapter may choose other members to attend the SLC to participate in this oral presentation.

State Regulations

Written Report

1. Report formats **must** follow the same sequence shown on the rating sheet below. If the information is not available for a particular criterion, include a statement to that effect in the report. The report must be similar to that of a business report with substantiated statements in a clear and concise format.
2. Written reports **must** adhere to the following technical requirements.
 - A. Report Contents
 - (1) Reports **must** contain a table of contents with page numbers. A title page, divider pages, and appendices are optional.
 - (2) Report pages **must** be numbered.

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- (3) Reports **must not** exceed thirty (30) pages, including the title page, table of contents, divider pages, and appendices. Front and back covers are not counted in the page limit.
 - (4) Pages **must** be standard 8 ½" x 11" paper.
 - (5) Pages **must not** be laminated or bound in sheet protectors.
 - (6) Reports may be single- or double-spaced.
 - (7) Each side of the paper providing information **is** counted as a page.
 - (8) Valuable items **must not** be included with the report. Copies should be sent rather than important original documents.
 - (9) No items may be attached to any page in the report. Scrapbooks and loose or bulky exhibits **are not** acceptable.
 - (10) Follow the rating sheet sequence in writing the report. If information is not available for a particular criterion, include a statement to that effect in the report.
 - (11) Copies should be sent rather than important original documents. No items may be attached to any page in the report.

B. Report Covers

- (1) Both a front and back cover **are** required.
 - (2) Report covers **must** contain the following information: the name of the school, the state, the name of the event, and the year (20xx-20xx). Report covers may also contain additional information.
 - (3) Report covers **must** be of a weight such as cover stock, index stock, or card stock.
 - (4) Covers **must not** be in plastic binders, be laminated, or have a plastic sheet overlaying the printed cover.
 - (5) Cut out stock covers are allowed, but the page containing the cover information is counted in the page count.
 - (6) Two- or three-ring binders **are not** acceptable as report covers.
 - (7) No items, such as labels or decals, may be attached to the front cover.
 - (8) Report covers **must not** exceed 9 1/2" x 12".
 - (9) All reports **must** be bound (e.g. tape binding, spiral binding).
 - (10) Report covers are not counted against the page limit.
3. Penalty points will be given if the written project doesn't adhere to the contents guidelines.
 4. Reports must be prepared by student members, not advisers. Local chapter advisers should serve as consultants to ensure that the report is well organized, contains substantiated statements, and is written in an acceptable business style.
 5. FBLA-PBL encourages local chapters to cooperate on projects during the year. However, each chapter involved in the project must write and submit an independent report.
 6. Reports must describe activities of the chapter that were conducted between the start of the previous State Leadership Conference and start of the current State Leadership Conference.

State Procedure

If participants have one of the top ten reports, this event will consist of two (2) parts: a pre-judged report and a performance component. Participants are required to complete all parts to be eligible to win an award.

Preconference Requirements

1. The participant(s) must submit the following items:
 - a. An event entry form, which is posted on the PA FBLA web site, certified by the local chapter adviser.
 - b. Four (4) copies of the written report.

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2. The materials must be received by the PA FBLA Executive Director/State Chairman by the deadline date published at www.pafbلا.org/importantdates.php, which is posted on the PA FBLA web site. Failure to submit these documents by the received by date will result in the participants being disqualified.

Conference Requirements

Oral Presentation

1. A maximum of three (3) members may represent the chapter in making the oral presentation. The members may already be qualified to attend the SLC in another competitive event, or the chapter may choose one to three (1-3) additional members to attend the SLC to make the presentation.
2. The team members must perform all aspects of the presentation (e.g., speaking, setup, operating AV equipment, etc.) Other representatives of the chapter may provide no additional assistance.
3. Participation in a chapter event oral presentation will not preclude a member from competing in an individual or team competitive event. The chapter adviser must check the conference schedule to make sure all participants have no conflicts with other competitive events.
4. Visual aids and samples specifically related to the project may be used in the presentations. However, no items may be left after the presentation with either the judges or the audience.
5. Advisers may not participate during the actual delivery of the presentation, including assisting with setup, distribution of handouts, operation of audiovisual equipment, etc.
6. All team members are expected to actively participate in the performance.
7. Five (5) minutes will be allowed to set up equipment or presentation items and seven (7) minutes to describe the project and the results obtained.
8. The chapter must provide all equipment for the presentation.
9. A timekeeper will stand at the end of six (6) minutes and again at seven (7) minutes. 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. Following each presentation, the judges will conduct a three-minute (3) question-and-answer period.
10. At the State Leadership Conference, the chapter adviser must confirm students' participation in the event. Participants who are not confirmed will be disqualified.

State Judging

Projects that meet the above regulations will be reviewed by a panel of judges prior to State Leadership Conference. Using the rating sheets, a panel of judges selects the winners, and all decisions of the judges are final.

In the event there is a tie after the prejudged portion in order to determine the top 10 finalists, ties will be broken based on the following:

First Tiebreaker

- Total points of the *Implementation* section on the rating sheet.

Second Tiebreaker

- Total points of the *Format* section on the rating sheet.

Third Tiebreaker

- Total points of the *Description of the planning activities used to build a partnership* category on the rating sheet in the Development section of the rating sheet.

In the event there is a tie after the prejudged portion and the oral presentation component of this event, ties will be broken based on the following:

First Tiebreaker

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- Total points of the *Prejudged Project* rating sheet.

Second Tiebreaker

- Total points of the *Content* section on the rating sheet.

Third Tiebreaker

- Total points of the *Demonstrates ability to effectively answer questions* category on the rating sheet in the Delivery section of the rating sheet.

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

State Awards

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

National Conference Eligibility

The first- and second-place award winning projects at the State Leadership Conference are eligible for entry at the National Leadership Conference. All NLC qualifiers will be expected to present a seven-minute (7) oral presentation of the project at the NLC. 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 local chapter of the first- or second-place winning project cannot attend the National Leadership Conference or does not wish to have its project submitted for competition at the National Leadership Conference, it is the responsibility of the:

local chapter adviser

- to contact the PA FBLA Executive Director/State Chairman about not participating at the National Leadership Conference.

PA FBLA Executive Director/State Chairman

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



PARTNERSHIP WITH BUSINESS PROJECT

Report Rating Sheet

Evaluation Item	Not Demonstrated	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Report Content					
Development	0	1-2	3-4	5	
Description of the partnership goals					
Description of the planning activities used to build a partnership	0	1-3	4-7	8-10	
Roles of business leaders and chapter members in developing the partnership	0	1-2	3-4	5	
Implementation	0	1-5	6-10	11-15	
Description of the activities implemented to learn concepts of business operations					
Roles of business leaders and chapter members in implementing the project	0	1-3	4-7	8-10	
Results, concepts learned, and impact of the project provided	0	1-5	6-10	11-15	
Degree of involvement (e.g., hours spent, personal contact, and executives and department heads contacted)	0	1-3	4-7	8-10	
Examples of publicity and recognition received as a result of the partnership	0	1-2	3-4	5	
Format					
Clear and concise presentation with logical arrangement of information following the rating sheet categories	0	1-3	4-7	8-10	
Creativity of written report and design	0	1-2	3-4	5	
Correct grammar, punctuation, spelling, and acceptable business style	0	1-3	4-7	8-10	
Subtotal					/100 max.
Penalty Points: Deduct five (5) points each for not adhering to Report Guidelines (maximum of twenty [20] points): <input type="checkbox"/> cover incorrect <input type="checkbox"/> missing table of contents <input type="checkbox"/> binding incorrect <input type="checkbox"/> over thirty (30) pages <input type="checkbox"/> attached items <input type="checkbox"/> no page numbers in report <input type="checkbox"/> 4 copies of report not received <input type="checkbox"/> report format does not follow rating sheet _____					
Total Points					/100 max.

School: _____ Region: _____

Judge's Signature: _____ Date: _____

Judge's Comments:

VERIFICATION & INITIALS
(scores checked for accuracy)

Co-Competitive Events Coordinator _____



PARTNERSHIP WITH BUSINESS PROJECT

Performance Rating Sheet

Final Round

Evaluation Item	Not Demonstrated	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Description of project development and strategies used to implement the partnership	0	1-7	8-14	15-20	
Degree of chapter member involvement in the project	0	1-5	6-10	11-15	
Explain the role of business leaders and chapter members in implementing this project	0	1-5	6-10	11-15	
Information learned from management (i.e., business planning, organization, motivation, control, objectives, and goal setting)	0	1-5	6-10	11-15	
Evidence of publicity received	0	1-2	3-4	5	
Student evaluation of project effectiveness	0	1-2	3-4	5	
Delivery					
Thoughts and statements are well-organized and clearly stated; appropriate business language used	0	1-3	4-7	8-10	
Participant(s) demonstrate self-confidence, poise, assertiveness, and good projection	0	1-2	3-4	5	
Demonstrated 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.
Report Score					/100 max.
Final Score (add total points and report score)					/200 max.

School: _____ Region: _____
 Judge's Signature: _____ Date: _____
 Judge's Comments: _____

VERIFICATION & INITIALS
(scores checked for accuracy)

Chief Administrator _____

Official Checker _____