

# 2026-2027 Competitive Events Guidelines

## Future Business Educator

Future Business Educator gives competitors the opportunity to explore a career in business education by demonstrating their knowledge, instructional planning, and presentation skills. This event includes a pre-judged asset and a live presentation focused on teaching concepts relevant to the field.



Educational  
Alignments

### Event Overview

|                       |                                              |
|-----------------------|----------------------------------------------|
| <b>Division</b>       | High School                                  |
| <b>Event Type</b>     | Individual                                   |
| <b>Event Category</b> | Presentation                                 |
| <b>Event Elements</b> | Pre-judged Asset and Presentation with Topic |

### Event Information:

#### National Leadership Conference:

##### Timing Structure:

- **Equipment Set-Up:** 3 minutes
  - No interaction allowed with judges during this time.
- **Presentation:** 7 minutes
  - A one-minute warning will be provided
- **Question & Answer (Q&A):** 3 minutes

**Important:** Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.

##### Important Notes:

- **Internet Access:** Not provided
- **Prejudge Asset submission due by state set date**
- **Event Schedule Notes:**
  - Some events may begin before the Opening Session.
  - All schedules are posted in local time for the NLC host city.
  - Schedule changes are not permitted.

#### State/Region:

Review Region and State Sections further on in this document.

**\*\*\* Event specifics are continued below. Review the document in its entirety.**

### 2026-2027 Topic

#### **Where Leaders Begin: Developing Essential Leadership Skills**

Business professionals rely on leadership skills to communicate effectively, solve problems, work collaboratively, and achieve organizational goals. Strong leadership contributes to success in the workplace, the classroom, and the community.

Develop and deliver an engaging lesson on a leadership topic of your choice for a business education classroom. Topics may include, but are not limited to, communication, teamwork, decision-making, conflict resolution, leadership styles, goal setting, ethical leadership, emotional intelligence, or other leadership concepts relevant to business education.

Your lesson should help students understand and apply leadership concepts in business, school, and everyday life.

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### Region

#### Region Eligibility

Each chapter may enter two (2) participants who are members of active local chapters in FBLA Connect, the FBLA membership system. An active chapter is defined as having members “pending or paid” at the time of the RLC registration deadline submitted by the region adviser to the Executive Director and published on the PA FBLA website.

In order to be registered for this event, student data is imported into Blue Panda, the event registration and competitive events management system, from FBLA Connect. Students are imported and able to be registered only if identified as having “pending or paid” membership. “Paid” membership is defined as a dues payment for the student received by National FBLA; “pending” membership is defined as membership for which payment is due to National FBLA 60 days from the date the student appears on the membership invoice.

***Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event at RLC, SLC, or NLC.***

It is the responsibility of the local chapter adviser

- to pay membership dues for all competitors by the published region deadline and to register students through Blue Panda by the published deadline.

#### Conference Requirements

1. The event consists of two parts: (1) submission of a written lesson plan and (2) performance.
2. Participants are required to complete both parts to be eligible to win an award.

#### Pre-Judged Lesson Plan

1. Competitors must follow the given topic.
2. Facts and data must be cited and secured from quality sources.
3. Lesson Plan
  - The lesson plan must be no more than three pages in length and formatted to fit standard 8.5” x 11” paper.
  - Competitors must use the lesson plan template provided on the final page of these guidelines. While the format may be retyped or adjusted, all original components must be included. The lesson plan should be designed to cover a full class period.
  - Links and QR codes are not permitted within the lesson plan.
  - Advisers or others may not assist in preparing the asset. It must be created entirely by the competitor(s).
  - All content must be original and created specifically for this competition.
  - Assets must be new, original work and may not have been submitted at any previous National Leadership Conference.
4. *Note:* The lesson plan does not need to follow the FBLA Production Test Reference Guide.
5. Penalty points will be given if the lesson plan doesn’t adhere to the guidelines.

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### Region Procedure

The following procedures must be used.

1. **The participant must comply with the PA FBLA Dress Code which can be found at <https://www.pafbla.org/about-pafbla/dress-code/>. Points will be deducted for not complying with the dress code UNLESS it is an egregious violation.**
2. There will only be one round of competition at the region level.
3. The participant should introduce himself/herself to the judges.
4. The participant 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.
5. Pre-judged materials, visual aids, and samples related to the project may be used during the presentation; however, no items may be left with the judges or audience.
6. Facts and data must be cited and secured from quality sources.
7. Judges will play the role as middle school or secondary students based on the lesson plan. Competitors will select one part of their lesson plan to teach to the judges during the presentation.
8. Advisers may not participate during the actual delivery of the presentation, including assisting with setup, distribution of handouts, operation of audiovisual equipment, etc.
9. Links and QR codes (for display only; cannot be clicked or scanned by judges before, during, or after the presentation).
10. The chapter must provide all technology for this event at the Region Competition. Internet access will not be provided.
11. Internet is not provided for this event. Competitors should download all presentation materials to their laptop prior to the conference.
12. Five (5) minutes will be allowed to set up and remove equipment or presentation items.
13. Seven (7) minutes will be given to describe the project.
14. At the end of six (6) minutes, a timekeeper will stand until noticed and hold up a colored timecard indicating one minute is left, and at seven (7) minutes the timekeeper will stand and hold up a colored timecard indicating time is up. When time is called, the presenter must end the presentation.
15. Following each presentation, the judges will conduct a three-minute (3) question-and-answer period.
16. 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.

### Region Judging

The participant will be evaluated by a panel of judges using the rating sheet found in these guidelines.

Final ranking will be determined by combining the score from the Lesson Plan and the Performance. All decisions of the judges are final.

If there is a tie, ties will be broken based on the following: Judges must make a definitive decision on ranking. Ties are not permitted. The decision of the judges is final.

### Region Awards

Each region at a **minimum** must distribute a certificate to the top five place finishers in each event.

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### State

#### State Eligibility

The minimum number of competitors each region may enter is the first- and second-place winners who are members of active local chapters on record in FBLA Connect as having dues listed as “pending or paid.” Since a participant’s “pending or paid” membership was required at the time of region conference registration, only students who are “pending or paid” appear in Blue Panda to be registered for and assigned competitive events at the 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 student who 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 <https://www.pafbla.org/about-pafbla/important-dates/>, which is posted on the PA FBLA web site.

#### State Regulations

##### Pre-Judged Lesson Plan

1. Competitors must follow the given topic.
2. Facts and data must be cited and secured from quality sources.
3. Lesson Plan
  - The lesson plan must be no more than three pages in length and formatted to fit standard 8.5” x 11” paper.
  - Competitors must use the lesson plan template provided on the final page of these guidelines. While the format may be retyped or adjusted, all original components must be included. The lesson plan should be designed to cover a full class period.
  - Links and QR codes are not permitted within the lesson plan.
  - Advisers or others may not assist in preparing the asset. It must be created entirely by the competitor(s).
  - All content must be original and created specifically for this competition.
  - Assets must be new, original work and may not have been submitted at any previous National Leadership Conference.
4. *Note:* The lesson plan does not need to follow the FBLA Production Test Reference Guide.
5. Penalty points will be given if the lesson plan doesn’t adhere to the guidelines.

#### State Procedure

##### Preconference Requirements

1. **The materials must be received by the PA FBLA Executive Director/State Chairman by the deadline date published at <https://www.pafbla.org/about-pafbla/important-dates/>, which is posted on the PA FBLA web site. Failure to submit these items in Blue Panda by the received by date will result in the participants being disqualified.**

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2. A PDF of the lesson plan must be uploaded by the chapter adviser to Blue Panda and received by the deadline posted on the [www.pafbla.org](http://www.pafbla.org) website.
3. The pre-judged lesson plan score will be used in the preliminary and final rounds and combined with the score from the live performance.

### Conference Requirements

1. The event consists of two parts: (1) submission of a written lesson plan and (2) performance.
2. Participants are required to complete all parts to be eligible to win an award.

### Oral Presentation

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 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.
  - Finalists for this event will be an equal number advancing from the preliminary round groups to a maximum of 15 in events in which there are no preliminary rounds.
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. Both 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.
4. **The participants must comply with the PA FBLA Dress Code which can be found at <https://www.pafbla.org/about-pafbla/dress-code/>. If the participants do not comply, points will be deducted UNLESS there is an egregious violation.**
5. The participant 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.
6. Pre-judged materials, visual aids, and samples related to the project may be used during the presentation; however, no items may be left with the judges or audience.
7. Facts and data must be cited and secured from quality sources.
8. Judges will play the role as middle school or secondary students based on the lesson plan. Competitors will select one part of their lesson plan to teach to the judges during the presentation.
9. Advisers may not participate during the actual delivery of the presentation, including assisting with setup, distribution of handouts, operation of audiovisual equipment, etc.
10. Links and QR codes (for display only; cannot be clicked or scanned by judges before, during, or after the presentation).
11. The chapter must provide the computer for the event. An LCD projector, screen, table, and electrical power will be provided on-site. Participants that will be utilizing Apple products or other devices that do not have an HDMI port will need to provide their own adapters.
12. Internet is not provided for this event. Competitors should download all presentation materials to their laptop prior to the conference.
13. Five (5) minutes will be allowed to set up and remove equipment or presentation items.
14. Seven (7) minutes will be given to describe the project.
15. At the end of six (6) minutes, a timekeeper will stand until noticed and hold up a colored timecard indicating one minute is left, and at seven (7) minutes the timekeeper will stand and hold up a

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colored timecard indicating time is up. When time is called, the presenter must end the presentation.

16. Following each presentation, the judges will conduct a three-minute (3) question-and-answer period.

### State Judging

Lesson plans will be screened to determine if participants have complied with event eligibility and regulations. A panel of judges will then select the finalists, and all decisions of the judges are final.

The final round will be solely based on the live oral presentation score. The lesson plan score will not be used in the final round. Judges must make a definitive decision on ranking. Ties are not permitted. The decision of the judges is final.

### State Awards

The state 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 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 and submit in a PDF of the report in Blue Panda by the posted deadlines.

In the event that the local chapter of the first-, second-, third-, or fourth 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.

## National

### *Required Competition Items*

|                                 | Items Competitor Must Provide                                                                                                                                                                                                            | Items FBLA Provides                                                                                                                   |
|---------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|
| <b>Preliminary Presentation</b> | <ul style="list-style-type: none"><li>• Conference-provided nametag</li><li>• <a href="#">Photo identification</a></li><li>• Attire that meets the <a href="#">FBLA Dress Code</a></li><li>• Technology and presentation items</li></ul> | <ul style="list-style-type: none"><li>• Table</li></ul>                                                                               |
| <b>Final Presentation</b>       | <ul style="list-style-type: none"><li>• Conference-provided nametag</li><li>• <a href="#">Photo identification</a></li><li>• Attire that meets the <a href="#">FBLA Dress Code</a></li></ul>                                             | <ul style="list-style-type: none"><li>• Table</li><li>• Power</li><li>• Projector with HDMI cord</li><li>• Projector screen</li></ul> |

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|  |                                                                                                                                                     |  |
|--|-----------------------------------------------------------------------------------------------------------------------------------------------------|--|
|  | <ul style="list-style-type: none"><li>• Technology and presentation items, including any adapter or cord needed beyond an HDMI connection</li></ul> |  |
|--|-----------------------------------------------------------------------------------------------------------------------------------------------------|--|

### ***Eligibility Requirements***

To participate in FBLA competitive events at the National Leadership Conference (NLC), the following criteria must be met:

- **Membership Deadline:** FBLA national membership dues must be paid to the specific division by 11:59 p.m. Eastern Time on March 1 of the current school year.
- **Repeat Competitors:** Members may only compete in an event at the NLC more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- **Conference Registration:** Members must be officially registered for the NLC and must pay the national conference registration fee to participate.
- **Official Hotel Requirement:** To be eligible to compete, competitors must stay within the official FBLA housing block.
- **State Entry Limits:** Each state may submit up to four entries per event.
- **Event Participation Limits:** Each member may participate in:
  - o One individual or team event, and
  - o One chapter event (e.g., *Community Service Project* or *Local Chapter Annual Business Report*).
- **Competitor Responsibility:** Only registered competitors are permitted to plan, research, prepare, and set up their presentations. Advisers and others may not assist.
- **Participation Requirement:** To be eligible for an award, each competitor must complete all components of the event at the National Leadership Conference.
- **Identification at Check-in:** Competitors must present valid photo identification (physical or digital) that matches the name on their conference name badge. Acceptable forms include a driver's license, passport, state-issued ID, or school ID.
- **Late Arrivals:** Competitors will be allowed to compete until such time that the results are finalized, or participation would impact the fairness and integrity of the event, as determined by Competitive Events staff. If judges have left the competitive event area, it is no longer possible to compete. Five penalty points will be assessed for late arrivals in any competitive event.

### ***Event Administration***

This event consists of three phases: a pre-judged asset, preliminary presentation, and a final presentation.

#### **Pre-judged Asset Details: Lesson Plan**

##### Submission Deadline

- A PDF must be uploaded through the conference registration system by the state-specified deadline.

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### Asset Requirements:

- The lesson plan must be no more than three pages in length and formatted to fit standard 8.5" x 11" paper.
- Competitors must use the lesson plan template provided on the final page of these guidelines. While the format may be retyped or adjusted, all original components must be included. The lesson plan should be designed to cover a full class period.
- Links and QR codes are not permitted within the lesson plan.
- Advisers or others may not assist in preparing the asset. It must be created entirely by the competitor(s).
- All content must be original and created specifically for this competition.
- Assets must be new, original work and may not have been submitted at any previous National Leadership Conference.
- *Note:* The lesson plan does not need to follow the FBLA Production Test Reference Guide, formerly known as the FBLA Format Guide.

### Judging & Ownership

- Assets will be judged prior to the National Leadership Conference (NLC).
- Pre-judged assets will not be returned. All submitted projects become the property of FBLA and may be published or reproduced for promotional purposes.

### Research

- Information must be supported by credible, well-documented sources.
- Any use of copyrighted material, images, logos, or trademarks must be properly documented.

### **Preliminary Presentation Details: The Lesson**

#### Timing Structure

- **Equipment Set-Up:** 3 minutes
- **Presentation:** 7 minutes (a one-minute warning will be provided)
- **Question & Answer (Q&A):** 3 minutes
- **Important:** Time allocations are exclusive. The presentation must begin immediately after the 3-minute set-up time concludes. Time may not be shifted between segments. Competitors will not interact with judges during the set-up period.

#### Venue & Format

- Presentations occur in-person at the National Leadership Conference (NLC).
- Competitors are randomly assigned to presentation sections.
- Presentations will take place in a large, open area with a designated space of approximately 10' x 10', which includes a table and chairs for the judges.
- The preliminary round is closed to conference attendees and audience.

#### Technology Guidelines

- **Internet Access:** Not Provided
- Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, interactive whiteboard, or monitor approximately laptop-sized).
- If using two devices, one must face the judges and the other must face the presenters.
- Projectors and projector screens are not permitted, and competitors may not bring their own.
- Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
- External speakers are not allowed; audio must come directly from the presenting device(s).

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- Electricity will not be available.

### Non-Technology Items

- Pre-judged assets, visual aids, samples, notes, and other physical materials related to the project may be used.
- Items may be placed on the provided table or on the judges table, if space allows.
- No items may be left with the judges following the presentation.

### Restricted Items

- Animals, except for authorized service animals.
- Food, which may be used for display only and may not be consumed by judges.
- Links and QR codes, which may be shown but may not be scanned or clicked by judges at any time.

### Research

- Information must be supported by credible, well-documented sources.
- Any use of copyrighted material, images, logos, or trademarks must be properly documented.

Event Specific Information: Competitors should incorporate the following aspects in response to the topic

- Judges will play the role as middle school or secondary students. Competitors will select one part of their lesson plan to teach to the judges during the presentation.
- **Demonstrate Subject Mastery:** Show deep understanding of the business education topic through accurate, thorough content and clear communication.
- **Align Materials to Objectives:** Ensure all instructional materials support the stated lesson goals and consider diverse learning needs and styles.
- **Design Engaging Learning Activities:** Incorporate creative, hands-on activities that motivate students and allow them to actively demonstrate their understanding.
- **Organize a Professional Lesson Plan:** Present a well-structured, creative, and visually polished lesson plan that is both interesting and appropriate for a classroom setting.

### **Final Presentation Details: The Lesson**

#### Timing Structure

- **Equipment Set-Up:** 3 minutes
- **Presentation:** 7 minutes (a one-minute warning will be provided)
- **Question & Answer (Q&A):** 3 minutes
- **Note:** Each time segment is exclusive. Once the 3-minute set-up period ends, the 7-minute presentation time begins automatically. Competitors may not shift time between segments. Competitors will not interact with judges during the set-up period.

#### Advancement to Finals

- The top-scoring competitors from each preliminary section will advance to the final round in equal numbers.
- The number of competitors advancing to the final round depends on the number of preliminary sections:
  - 2 sections: Top 6 from each section advance
  - 3 sections: Top 4 from each section advance
  - 4 sections: Top 3 from each section advance
  - 5 sections: Top 3 from each section advance
  - More than 5 sections: Top 2 from each section advance

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### Audience & Viewing Rules

- Final presentations may be open to conference attendees, depending on space availability.
- Finalists may not view other presentations in their own event.

### Technology Guidelines

- **Internet Access:** Not Provided
- Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, interactive whiteboard, or monitor approximately laptop-sized).
- If using two devices, one must face the judges and the other must face the presenters.
- If the final round takes place in a conference room, the following equipment will be provided: a projector, projector screen, power access, and a table.
- Competitors using laptops or devices without an HDMI port must bring their own compatible adapters.
- It is the responsibility of final-round competitors to decide whether or not to use the provided technology.
- Wireless slide advancers (e.g., presentation clickers or mice) are allowed.
- Electricity will not be available.

### Non-Technology Items

- Pre-judged assets, visual aids, samples, notes, and other physical materials related to the project may be used.
- Items may be placed on the provided table or on the judges table, if space allows.
- No items may be left with the judges following the presentation.

### Restricted Items

- Animals, except for authorized service animals.
- Food, which may be used for display only and may not be consumed by judges.
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### Research

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Event Specific Information: Competitors should incorporate the following aspects in response to the topic

- Judges will play the role as middle school or secondary students. Competitors will select one part of their lesson plan to teach to the judges during the presentation.
- **Demonstrate Subject Mastery:** Show deep understanding of the business education topic through accurate, thorough content and clear communication.
- **Align Materials to Objectives:** Ensure all instructional materials support the stated lesson goals and consider diverse learning needs and styles.
- **Design Engaging Learning Activities:** Incorporate creative, hands-on activities that motivate students and allow them to actively demonstrate their understanding.
- **Organize a Professional Lesson Plan:** Present a well-structured, creative, and visually polished lesson plan that is both interesting and appropriate for a classroom setting.

### Scoring

- The pre-judged asset score will be added to the preliminary presentation round scores to determine which competitors advance to the final round from each section.

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- The final presentation score determines the top winners.
- Pre-judged asset score will be used to break a tie.
- All judging decisions are final. Results announced at the National Leadership Conference are considered official and will not be changed after the conclusion of the National Leadership Conference.

### ***Penalty Points***

- Competitors may be disqualified if they violate the Code of Conduct or the Honor Code.
- Five points are deducted if competitors do not follow the Dress Code or are late to their assigned presentation time.

### ***Recognition***

- A maximum of 10 entries (individuals or teams) may be recognized per event.

### ***Americans with Disabilities Act (ADA)***

- FBLA complies with the Americans with Disabilities Act (ADA) by providing reasonable accommodations for competitors. Accommodation requests must be submitted through the conference registration system by the official registration deadline. All requests will be reviewed, and additional documentation may be required to determine eligibility and appropriate support.

### ***Recording of Presentations***

- Unauthorized audio or video recording is strictly prohibited in all competitive events.
- FBLA reserves the right to record presentations for educational, training, or archival purposes. Competitors should be aware that their presentations may be recorded by FBLA-authorized personnel.

### ***Important FBLA Documents***

- Competitors should be familiar with the [Competitive Events Operations Manual](#), [Honor Code](#), [Code of Conduct](#), and [Dress Code](#).

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### Future Business Educator Pre-Judged Asset (Lesson Plan) Rating Sheet

| Expectation Item                                                    | Not Demonstrated                                                  | Below Expectations                                                                                                                                                                                                                  | Meets Expectations                                                                                   | Exceeds Expectations                                                                                                                      | Points Earned |
|---------------------------------------------------------------------|-------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------|---------------|
| Documents are free of spelling, punctuation, and grammatical errors | Three or more errors                                              | Two errors                                                                                                                                                                                                                          | No spelling errors, and not more than 1 punctuation or grammatical error                             | No spelling or grammatical errors, and not more than 1 punctuation error                                                                  |               |
|                                                                     | 0 points                                                          | 1-2 points                                                                                                                                                                                                                          | 3-4 points                                                                                           | 5 points                                                                                                                                  |               |
| Business & Academic Standards                                       | No standards identified                                           | Standards are identified, but not business or academic related                                                                                                                                                                      | Standards are identified, either business OR academic                                                | Business standards are identified and connected to academic standards                                                                     |               |
|                                                                     | 0 points                                                          | 1-2 points                                                                                                                                                                                                                          | 3-4 points                                                                                           | 5 points                                                                                                                                  |               |
| Objectives (Competencies & Presentation Indicator)                  | No objectives listed                                              | Objectives are identified, may not be specific & measurable                                                                                                                                                                         | Objectives are identified and are specific and measurable                                            | Objectives are identified and relate to meaningful skills or concepts essential to student learning                                       |               |
|                                                                     | 0 points                                                          | 1-2 points                                                                                                                                                                                                                          | 3-4 points                                                                                           | 5 points                                                                                                                                  |               |
| Outcome & Measurement                                               | No outcome or measurement listed                                  | Outcome or measurement listed                                                                                                                                                                                                       | Outcome and measurement are listed                                                                   | The measurement of the outcome reflects objectives                                                                                        |               |
|                                                                     | 0 points                                                          | 1-6 points                                                                                                                                                                                                                          | 7-8 points                                                                                           | 9-10 points                                                                                                                               |               |
| Resources & Materials                                               | Resources & materials are not listed or not appropriate           | Resources & materials are listed, not effectively implemented                                                                                                                                                                       | Range of resources and materials are listed with specific citation information                       | Resources and materials are selected and/or designed to meet diverse learning needs                                                       |               |
|                                                                     | 0 points                                                          | 1-2 points                                                                                                                                                                                                                          | 3-4 points                                                                                           | 5 points                                                                                                                                  |               |
| Instructional Activities                                            | Plan of activities is so vague or generalized that it is unusable | Plan of activities lack elements or details for effective delivery                                                                                                                                                                  | Plan of activities is clear and designed to promote critical thinking, problem solving or creativity | Plan of activities utilizes multiple strategies and includes guiding questions appropriate for engaging students in higher-level thinking |               |
|                                                                     | 0 points                                                          | 1-6 points                                                                                                                                                                                                                          | 7-8 points                                                                                           | 9-10 points                                                                                                                               |               |
| Substantiates and cites sources used while conducting research      | Sources are not cited                                             | Sources/References are seldom cited to support statements                                                                                                                                                                           | Professionally legitimate sources & resources that support statements are generally present          | Compelling evidence from professionally legitimate sources & resources is given to support statements                                     |               |
|                                                                     | 0 points                                                          | 1-6 points                                                                                                                                                                                                                          | 7-8 points                                                                                           | 9-10 points                                                                                                                               |               |
| <b>Guideline Protocols</b>                                          |                                                                   |                                                                                                                                                                                                                                     |                                                                                                      |                                                                                                                                           |               |
| Adherence to Competitive Events Guidelines                          | Competitor Did Not Follow Guidelines                              | <b>Execution Aligned with Guidelines:</b><br>✓ Lesson Plan aligned with the assigned topic<br>✓ Lesson Plan was submitted as PDF<br>✓ Links or QR codes were not used (except for citation purposes)<br>✓ No more than 3 pages long |                                                                                                      |                                                                                                                                           |               |
|                                                                     | 0 points                                                          | 1-10 points                                                                                                                                                                                                                         |                                                                                                      |                                                                                                                                           |               |
| <b>Pre-judged Asset Total (60 points)</b>                           |                                                                   |                                                                                                                                                                                                                                     |                                                                                                      |                                                                                                                                           |               |
| Name(s):                                                            |                                                                   |                                                                                                                                                                                                                                     |                                                                                                      |                                                                                                                                           |               |
| School:                                                             |                                                                   |                                                                                                                                                                                                                                     |                                                                                                      |                                                                                                                                           | Section:      |
| Judge Signature:                                                    |                                                                   |                                                                                                                                                                                                                                     |                                                                                                      |                                                                                                                                           | Date:         |
| Comments:                                                           |                                                                   |                                                                                                                                                                                                                                     |                                                                                                      |                                                                                                                                           |               |

# 2026-2027 Competitive Events Guidelines

## Future Business Educator



### Future Business Educator Presentation Rating Sheet

| Expectation Item                                                                                              | Not Demonstrated                                                                      | Below Expectations                                                                                  | Meets Expectations                                                                                | Exceeds Expectations                                                                                  | Points Earned |
|---------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|---------------|
| Demonstrated knowledge of subject matter                                                                      | No knowledge of the subject matter demonstrated                                       | Demonstrated limited understanding of the subject matter                                            | Demonstrated understanding of the subject matter                                                  | Demonstrated extensive understanding of the subject matter                                            |               |
|                                                                                                               | 0 points                                                                              | 1-8 points                                                                                          | 9-12 points                                                                                       | 13-15 points                                                                                          |               |
| Presented material met the objectives of the lesson plan                                                      | Presented material was not included, objectives not stated                            | Presented material was included, but not connected to the stated lesson plan objectives             | Presented material was included and connected to the stated lesson plan objectives                | Materials meet the stated objectives and accommodate learner differences                              |               |
|                                                                                                               | 0 points                                                                              | 1-8 points                                                                                          | 9-12 points                                                                                       | 13-15 points                                                                                          |               |
| Presented material appropriate for audience and subject                                                       | Activities/materials are not included or not appropriate for the grade level or topic | Activities/materials are included but do not give students clear opportunities for guided practice  | Activities/materials are included and give students opportunities for practice                    | Activities/materials engage and motivate students with opportunities to demonstrate skills            |               |
|                                                                                                               | 0 points                                                                              | 1-8 points                                                                                          | 9-12 points                                                                                       | 13-15 points                                                                                          |               |
| Presented interesting, motivating and creative lesson plan                                                    | Lesson plan is unorganized                                                            | Lesson plan is organized                                                                            | Lesson plan is organized; and interesting, motivating, OR creative                                | Lesson plan is organized, interesting, motivating, creative, and presented professionally             |               |
|                                                                                                               | 0 points                                                                              | 1-8 points                                                                                          | 9-12 points                                                                                       | 13-15 points                                                                                          |               |
| Substantiates and cites sources used while conducting research                                                | Sources are not cited                                                                 | Sources/References are seldom cited to support statements                                           | Professionally legitimate sources & resources that support statements are generally present       | Compelling evidence from professionally legitimate sources & resources is given to support statements |               |
|                                                                                                               | 0 points                                                                              | 1-6 points                                                                                          | 7-8 points                                                                                        | 9-10 points                                                                                           |               |
| Presentation Delivery                                                                                         |                                                                                       |                                                                                                     |                                                                                                   |                                                                                                       |               |
| Consistently displays confidence, poised body language, engaging eye contact, and effective voice projection. | Did not demonstrate any of the listed skills                                          | Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection) | Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) | Demonstrated all skills, enhancing the overall presentation                                           |               |
|                                                                                                               | 0 points                                                                              | 1-6 points                                                                                          | 7-8 points                                                                                        | 9-10 points                                                                                           |               |
| Demonstrates proper verbal and nonverbal communication skills                                                 | Verbal AND nonverbal communication skills are inappropriate                           | Verbal and/or nonverbal communication skills are weak or distracting                                | All questions were clearly answered using good grammar and appropriate body language              | Verbal communication skills are excellent; nonverbal communication is natural                         |               |
|                                                                                                               | 0 points                                                                              | 1-6 points                                                                                          | 7-8 points                                                                                        | 9-10 points                                                                                           |               |

# 2026-2027 Competitive Events Guidelines

## Future Business Educator



|                                                                                                              |                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                           |                                                                                                                 |          |
|--------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|----------|
| Demonstrates the ability to effectively answer questions                                                     | <i>Does not respond to questions or responses are completely off-topic.</i> | <i>Provides incomplete or unclear answers that show limited understanding.</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <i>Responds accurately and clearly to most questions, showing adequate understanding.</i> | <i>Responds confidently with clear, accurate, and thoughtful answers that enhance the overall presentation.</i> |          |
|                                                                                                              | 0 points                                                                    | 1-6 points                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 7-8 points                                                                                | 9-10 points                                                                                                     |          |
| <b>Presentation Protocols</b>                                                                                |                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                           |                                                                                                                 |          |
| Adherence to Competitive Events Guidelines                                                                   | Competitor Did Not Follow Guidelines                                        | <b>Execution Aligned with Guidelines:</b> <ul style="list-style-type: none"> <li>✓ Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time)                             <ul style="list-style-type: none"> <li>✓ Presentation aligned with the assigned topic</li> </ul> </li> <li>✓ Maintained professional boundaries during set-up time (no interaction with judges)                             <ul style="list-style-type: none"> <li>✓ Did not leave materials behind after the presentation</li> <li>✓ Links or QR codes were displayed appropriately                                     <ul style="list-style-type: none"> <li>✓ tely (not clicked or scanned by judges)</li> </ul> </li> </ul> </li> <li>✓ Audio was presented without external speakers (preliminary round)                             <ul style="list-style-type: none"> <li>✓ Avoided use of food or live animals</li> </ul> </li> </ul> |                                                                                           |                                                                                                                 |          |
|                                                                                                              |                                                                             | 0 points                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 1-10 points                                                                               |                                                                                                                 |          |
| <b>Staff Only: Penalty Points (5 points for dress code penalty and/or 5 points for late arrival penalty)</b> |                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                           |                                                                                                                 |          |
| <b>Presentation Total (110 points)</b>                                                                       |                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                           |                                                                                                                 |          |
| Name(s):                                                                                                     |                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                           |                                                                                                                 |          |
| School:                                                                                                      |                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                           |                                                                                                                 | Section: |
| Judge Signature:                                                                                             |                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                           |                                                                                                                 | Date:    |
| Comments:                                                                                                    |                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                           |                                                                                                                 |          |

# 2026-2027 Competitive Events Guidelines

## Future Business Educator



### LESSON PLAN TEMPLATE

*This template may be retyped/recreated*

Competitor Name:  
Competitor School:

Competitor State:

|                                                                                                    |  |            |
|----------------------------------------------------------------------------------------------------|--|------------|
| <b>Lesson Plan Title</b>                                                                           |  |            |
| <b>Content Area</b>                                                                                |  |            |
| <b>Grade Level</b>                                                                                 |  |            |
| <b>Business and/or Academic Standard</b>                                                           |  |            |
| <b>Objectives</b><br><i>(What should students be able to do after your lesson?)</i>                |  |            |
| <b>Outcome / Measurement</b><br><i>(How to assess that students met your learning objectives?)</i> |  |            |
| <b>Resources and Materials</b>                                                                     |  |            |
| <b>Anticipatory Set / Gaining Learners' Attention</b>                                              |  | Time Spent |
| <b>Informing Learners of Objective</b>                                                             |  | Time Spent |
| <b>Teacher Input / Modeling / Check for Understanding</b>                                          |  | Time Spent |
| <b>Guided Practice</b>                                                                             |  | Time Spent |
| <b>Independent Practice</b>                                                                        |  | Time Spent |
| <b>Closure</b>                                                                                     |  | Time Spent |
| <b>Notes</b>                                                                                       |  |            |