

# 2026-2027 Competitive Events Guidelines

## Supply Chain Management

Supply Chain Management challenges members to apply their understanding of how goods, information, and finances move through a supply chain. Members deliver a presentation that demonstrates their knowledge of logistics, procurement, inventory control, and distribution strategies used to support business operations.



| Event Overview                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                  |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------|
| Division                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | High School                                                                                      |
| Event Type                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Team of 1, 2, or 3 members                                                                       |
| Event Category                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Presentation                                                                                     |
| Event Elements                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Presentation with a Topic                                                                        |
| Event Information:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                  |
| <p><b>National Leadership Conference:</b></p> <p><b>Timing Structure:</b></p> <ul style="list-style-type: none"> <li>• <b>Equipment Set-Up:</b> 3 minutes <ul style="list-style-type: none"> <li>○ No interaction allowed with judges during this time.</li> </ul> </li> <li>• <b>Presentation:</b> 7 minutes <ul style="list-style-type: none"> <li>○ A one-minute warning will be provided</li> </ul> </li> <li>• <b>Question &amp; Answer (Q&amp;A):</b> 3 minutes</li> </ul> <p><i><b>Important:</b> 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.</i></p> <p><b>Important Notes:</b></p> <ul style="list-style-type: none"> <li>• <b>Internet Access:</b> Not provided</li> <li>• <b>Event Schedule Notes:</b> <ul style="list-style-type: none"> <li>○ Some events may begin before the Opening Session.</li> <li>○ All schedules are posted in local time for the NLC host city.</li> <li>○ Schedule changes are not permitted.</li> </ul> </li> </ul> | <p><b>State/Region:</b></p> <p>Review Region and State Sections further on in this document.</p> |

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

### 2026-2027 Topic

#### The Last Mile Challenge

A national online retailer has experienced rapid growth, resulting in increased customer demand and higher expectations for rapid delivery. While sales continue to increase, delivery costs have risen significantly, order fulfillment times have become inconsistent, and customer satisfaction scores have declined. Company leaders must determine how to improve performance without sacrificing profitability.

You have been hired as a supply chain consultant to analyze the organization's challenges and develop a strategy that supports continued growth and long-term success.

How can effective supply chain strategies help organizations balance customer expectations, operational efficiency, and profitability?

# 2026-2027 Competitive Events Guidelines

## Supply Chain Management



### Region

This is not a region event.

### State

#### State Eligibility

Each chapter may enter two (2) teams of 1, 2, or 3 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 “state-only” registration 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 submission deadline for this event and to register students through Blue Panda by the published deadline.

Finalists for this event will be an equal number advancing from the State Qualifying Round to a maximum of 15. Finalists will be notified by the PA FBLA Executive Director/State Chairman by the date indicated on the FBLA website. Finalists will be required to give an oral presentation at the SLC.

#### State Procedure

##### State Qualifying Round

1. Competitors will be allowed to select a presentation time on the published date from a set timeframe once registration has closed. Once a presentation time has been selected, it cannot be changed. If a competitor does not select a time to present, one will be randomly assigned from the remaining time slots. At the selected presentation time, competitors will join a Zoom meeting. Competitors will then give their presentation to a panel of judges during the meeting.
2. Competitors may join Zoom individually from multiple computers or as a team from one computer.
3. Competitors may join Zoom from school, home, or other location.
4. Competitors may be seated or standing during the Zoom presentation.
5. **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.**
6. Competitors will be allowed to share their screens during the presentation.
7. Competitors will not be allowed to use chat, whiteboard, or any other features in Zoom other than to share their screen.
8. Competitors should incorporate the following aspects in response to the topic

# 2026-2027 Competitive Events Guidelines

## Supply Chain Management



- **Management Planning**
    - Explain the supply chain structure for launching a limited-edition product line.
    - Identify ethical suppliers and manufacturing partners aligned with the mission.
    - Outline production timelines and logistics for regional or national distribution.
  - **Financial Planning**
    - Estimate production, packaging, and fulfillment costs.
    - Develop pricing strategies that allow for profit and donation margin.
    - Include a brief risk analysis and strategies to manage budget constraints.
  - **Demand Planning**
    - Forecast product demand based on youth market trends and social impact interest.
    - Propose pre-orders or limited drop campaigns to manage inventory.
    - Recommend adjustments to production based on early interest or regional popularity
9. The competitors must perform all aspects of the presentation (e.g. speaking, set-up, operating AV equipment, etc.) Other representatives of the chapter may provide no additional assistance.
  10. The competitors must be visible to the judges.
  11. Visual aids and samples specifically related to the project may be used in the presentations.
  12. Advisers may not participate during the actual delivery of the presentation, including assisting with setup, distribution of handouts, operation of audiovisual equipment, etc.
  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 and the results obtained.
  15. At the end of six (6) minutes, a timekeeper will give a one-minute warning, and at seven (7) minutes the timekeeper will announce "TIME". 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.
  17. Links and QR codes (for display only; cannot be clicked or scanned by judges before, during, or after the presentation).
  18. The Zoom presentation will not have an audience.
  19. Up to 15 finalists will be announced based on the qualifying round score.
  20. After the announcement of the finalists, presentations can be changed in preparation for the state competition.
  21. The qualifying round score will not be used in the final round.

### **Conference Requirements**

1. The event consists of two parts: (1) qualifying round presentation and (2) an oral presentation.
2. Participants are required to complete both parts to be eligible to win an award.

### **Oral Presentation**

1. **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.**
2. The participants must perform all aspects of the presentation (e.g., speaking, set-up, operating AV equipment, etc.) Other representatives of the chapter may provide no additional assistance.
3. 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.

# 2026-2027 Competitive Events Guidelines

## Supply Chain Management



4. Advisers may not participate during the actual delivery of the presentation, including assisting with setup, distribution of handouts, operation of audiovisual equipment, etc.
5. Competitors should incorporate the following aspects in response to the topic
  - **Management Planning**
    - Explain the supply chain structure for launching a limited-edition product line.
    - Identify ethical suppliers and manufacturing partners aligned with the mission.
    - Outline production timelines and logistics for regional or national distribution.
  - **Financial Planning**
    - Estimate production, packaging, and fulfillment costs.
    - Develop pricing strategies that allow for profit and donation margin.
    - Include a brief risk analysis and strategies to manage budget constraints.
  - **Demand Planning**
    - Forecast product demand based on youth market trends and social impact interest.
    - Propose pre-orders or limited drop campaigns to manage inventory.
    - Recommend adjustments to production based on early interest or regional popularity
6. Links and QR codes (for display only; cannot be clicked or scanned by judges before, during, or after the presentation).
7. 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.
8. Internet access is not provided.
9. Five (5) minutes will be allowed to set up and remove equipment or presentation items.
10. Seven (7) minutes will be given to describe the project.
11. 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.
12. Following each presentation, the judges will conduct a three-minute (3) question-and-answer period.
13. 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.

### **State Judging**

A panel of judges will select the finalists, and all decisions of the judges are final.

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.

# 2026-2027 Competitive Events Guidelines

## Supply Chain Management



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> <li>• Technology and presentation items, including any adapter or cord needed beyond an HDMI connection</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> |

### *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. **Competitors who placed in the top ten in Supply Chain Management at a previous National Leadership Conference are eligible to compete in this event.**
- **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:

# 2026-2027 Competitive Events Guidelines

## Supply Chain Management



- 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.
- **Team Composition:** All members of a team must be from the same local chapter.
- **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 two phases: a preliminary presentation and a final presentation.

### **Preliminary Presentation Details**

#### 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/teams 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, 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).
- Electricity will not be available.

# 2026-2027 Competitive Events Guidelines

## Supply Chain Management



### Non-Technology Items

- 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.

### Team Expectations

- In team presentations, all members must actively participate in the delivery of the presentation.

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

- **Management Planning**
  - Explain the supply chain structure for launching a limited-edition product line.
  - Identify ethical suppliers and manufacturing partners aligned with the mission.
  - Outline production timelines and logistics for regional or national distribution.
- **Financial Planning**
  - Estimate production, packaging, and fulfillment costs.
  - Develop pricing strategies that allow for profit and donation margin.
  - Include a brief risk analysis and strategies to manage budget constraints.
- **Demand Planning**
  - Forecast product demand based on youth market trends and social impact interest.
  - Propose pre-orders or limited drop campaigns to manage inventory.
  - Recommend adjustments to production based on early interest or regional popularity.

### **Final Presentation Details**

#### 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 or teams from each preliminary section will advance to the final round in equal numbers.
- The number of competitors or teams advancing to the final round depends on the number of preliminary sections:

# 2026-2027 Competitive Events Guidelines

## Supply Chain Management



- 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

### 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, 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

- 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.

### Team Expectations

- In team presentations, all members must actively participate in the delivery of the presentation.

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

- **Management Planning**
  - Explain the supply chain structure for launching a limited-edition product line.
  - Identify ethical suppliers and manufacturing partners aligned with the mission.
  - Outline production timelines and logistics for regional or national distribution.

# 2026-2027 Competitive Events Guidelines

## Supply Chain Management



- **Financial Planning**
  - Estimate production, packaging, and fulfillment costs.
  - Develop pricing strategies that allow for profit and donation margin.
  - Include a brief risk analysis and strategies to manage budget constraints.
- **Demand Planning**
  - Forecast product demand based on youth market trends and social impact interest.
  - Propose pre-orders or limited drop campaigns to manage inventory.
  - Recommend adjustments to production based on early interest or regional popularity.

### **Scoring**

- Preliminary round scores are used to determine which competitors or teams advance to the final round from each section.
- Final round scores determine the final rankings and top award winners.
- Judges are responsible for breaking all ties in both preliminary and final rounds.
- 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](#).

# 2026-2027 Competitive Events Guidelines

## Supply Chain Management

### Supply Chain Management Presentation Rating Sheet

| Expectation Item                                                                                                                                                                      | Not Demonstrated                                                                                                       | Below Expectations                                                                                                                                                                                                                        | Meets Expectations                                                                                                                                                                                                                                      | Exceeds Expectations                                                                                                                                                                                                                                                                                                        | Points Earned |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|
| <b>Summarizes Supply Chain Management:</b><br>Explain the overall business or supply chain scenario (industry, product, or service) and the role of supply chain strategy in context. | <i>No explanation of the business or supply chain topic is provided; lacks any reference to supply chain strategy.</i> | <i>Provides a vague or incomplete explanation of the business or supply chain topic with limited or unclear reference to supply chain strategy or its role.</i>                                                                           | <i>Clearly explains the business or supply chain topic (industry, product, or service) and identifies the role of supply chain strategy in a relevant context.</i>                                                                                      | <i>Thoroughly explains the business or supply chain scenario with strong clarity and detail. Effectively connects the role of supply chain strategy to the topic with insight and relevance, showing understanding of strategic impact.</i>                                                                                 |               |
|                                                                                                                                                                                       | 0 points                                                                                                               | 1-6 points                                                                                                                                                                                                                                | 7-8 points                                                                                                                                                                                                                                              | 9-10 points                                                                                                                                                                                                                                                                                                                 |               |
| <b>Management Planning</b><br>Outline the structure and operations of the supply chain from a strategic planning lens (e.g., goals, processes, partnerships).                         | <i>Does not explain the supply chain structure or address suppliers, timelines, or logistics.</i>                      | <i>Provides a basic or unclear explanation of the supply chain structure. Limited mention of suppliers or manufacturing partners, with little or no connection to ethics or mission. Timelines and logistics are vague or incomplete.</i> | <i>Explains the supply chain structure for the limited-edition product line. Identifies suppliers and manufacturing partners with some alignment to the mission. Provides a general outline of production timelines and logistics for distribution.</i> | <i>Clearly and thoroughly outlines the supply chain structure tailored to a limited-edition product launch. Selects ethical suppliers and manufacturing partners that directly align with the mission. Presents a well-organized production timeline and detailed logistics plan for regional or national distribution.</i> |               |
|                                                                                                                                                                                       | 0 points                                                                                                               | 1-9 points                                                                                                                                                                                                                                | 10-16 points                                                                                                                                                                                                                                            | 17-20 points                                                                                                                                                                                                                                                                                                                |               |
| <b>Financial Planning</b><br>Analyze the financial considerations of the supply chain strategy (e.g., cost-benefit decisions, budgeting, efficiency tradeoffs).                       | <i>Does not address financial elements or show evidence of estimating costs, pricing, or risk analysis.</i>            | <i>Identifies some basic costs or general pricing ideas, but lacks detail or accuracy. Risk analysis or budgeting strategies are missing or unclear.</i>                                                                                  | <i>Estimates production, packaging, and fulfillment costs with reasonable detail. Proposes a pricing strategy with attention to profit and donation goals. Briefly addresses risks and budget constraints.</i>                                          | <i>Provides accurate and well-supported estimates for all key cost areas. Develops a thoughtful pricing strategy that balances profitability and donation margin. Clearly identifies potential financial risks and proposes realistic strategies to manage budget constraints.</i>                                          |               |
|                                                                                                                                                                                       | 0 points                                                                                                               | 1-9 points                                                                                                                                                                                                                                | 10-16 points                                                                                                                                                                                                                                            | 17-20 points                                                                                                                                                                                                                                                                                                                |               |
| <b>Demand Planning</b><br>Describe how forecasting, demand trends, and customer needs inform decision-making and influence other areas of the plan.                                   | <i>Does not address demand forecasting, market trends, or inventory strategies.</i>                                    | <i>Provides vague or incomplete discussion of demand trends or youth market relevance. Mentions inventory or production without clear connection to demand insights.</i>                                                                  | <i>Uses youth market or social trend data to forecast demand. Suggests appropriate inventory strategies and explains how production could adjust based on early interest or regional trends.</i>                                                        | <i>Demonstrates thorough understanding of demand planning by clearly forecasting based on market trends and values. Proposes strategic inventory management (e.g., pre-orders, drops) and provides compelling recommendations for production adjustments supported by rationale and potential outcomes.</i>                 |               |
|                                                                                                                                                                                       | 0 points                                                                                                               | 1-9 points                                                                                                                                                                                                                                | 10-16 points                                                                                                                                                                                                                                            | 17-20 points                                                                                                                                                                                                                                                                                                                |               |
| <b>Substantiates and cites sources used while conducting research</b>                                                                                                                 | <i>Sources are not cited</i>                                                                                           | <i>Sources/References are seldom cited to support statements</i>                                                                                                                                                                          | <i>Professionally legitimate sources &amp; resources that support statements are generally present</i>                                                                                                                                                  | <i>Compelling evidence from professionally legitimate sources &amp; resources is given to support statements</i>                                                                                                                                                                                                            |               |
|                                                                                                                                                                                       | 0 points                                                                                                               | 1-6 points                                                                                                                                                                                                                                | 7-8 points                                                                                                                                                                                                                                              | 9-10 points                                                                                                                                                                                                                                                                                                                 |               |

# 2026-2027 Competitive Events Guidelines

## Supply Chain Management



| Expectation Item                                                                                              | Not Demonstrated                                                     | Below Expectations                                                                                                                                                | Meets Expectations                                                                                | Exceeds Expectations                                                                                     | Points Earned |
|---------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|---------------|
| Presentation Delivery                                                                                         |                                                                      |                                                                                                                                                                   |                                                                                                   |                                                                                                          |               |
| Statements are well-organized and clearly stated                                                              | Competitor(s) did not appear prepared                                | Competitor(s) were prepared, but flow was not logical                                                                                                             | Presentation flowed in logical sequence                                                           | Presentation flowed in a logical sequence; statements were well organized                                |               |
|                                                                                                               | 0 points                                                             | 1-6 points                                                                                                                                                        | 7-8 points                                                                                        | 9-10 points                                                                                              |               |
| 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 the ability to effectively answer questions                                                      | Does not respond to questions or responses are completely off-topic. | Provides incomplete or unclear answers that show limited understanding.                                                                                           | Responds accurately and clearly to most questions, showing adequate understanding.                | Responds confidently with clear, accurate, and thoughtful answers that enhance the overall presentation. |               |
|                                                                                                               | 0 points                                                             | 1-6 points                                                                                                                                                        | 7-8 points                                                                                        | 9-10 points                                                                                              |               |
| Presentation Protocols                                                                                        |                                                                      |                                                                                                                                                                   |                                                                                                   |                                                                                                          |               |
| Adherence to Competitive Events Guidelines                                                                    | Competitor(s) Did Not Follow Guidelines                              | Execution Aligned with Guidelines:<br>✓ Used only allowable technology devices (sizing specs followed; maximum of two, with only one facing judges at a time)<br> |                                                                                                   |                                                                                                          |               |