

# BUSINESS ETHICS

Ethical decisions are essential in the business world and the workplace. This team event recognizes FBLA members who demonstrate the ability to present solutions to ethical situations encountered in the business world and the workplace.

## PERFORMANCE COMPETENCIES

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

## NBEA STANDARDS REINFORCED BY EVENT

Business Law: basics of the law

Career Development: self-awareness

Communication: foundations, organizational

Information Technology: impact on society

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

## ELIGIBILITY

The top five teams, composed of two to three (2-3) members, from the winter regional conferences may enter this event.

1. All team members must be on record in the state and national offices as having paid dues by February 6.
2. Participants must be selected in accordance with the regulations of the local chapter and state association.
3. Participants failing to report on time for the event will not be permitted to compete.
4. No more than one (1) team member may have won first place in this event at a previous State Business Leadership Conference or competed in this event at a prior National Leadership Conference.
5. Participants must adhere to the dress code established by the Board of Directors, or they WILL NOT be permitted to participate in the competitive event.

## OVERVIEW

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

### 2015 State Business Leadership Conference Topic

The topic to be researched and presented during the 2015 State Business Leadership Conference will be:

Research an ethical topic dealing with global business and sweatshops and/or child labor. Defend your position on what is the right thing to do.

Participants must identify ethical dilemmas from a business perspective. Students may choose any real case related to this topic. Participants must answer judges' questions about their presentation. The presentation must include one or more of the following:

- The relationship between the business and the employees
- The relationship between the business and the customers
- The relationship between the business and the economy

This topic will also be used for competitions at the national level.

## GUIDELINES

### Preliminary Performance

- Participants must research the case study prior to the conference and be prepared to present their findings and solutions.
- Student members (not advisors) must prepare their presentation. Facts and data must be cited and secured from quality sources (peer review documents, legal documents, etc.).
- One team member must introduce the team and describe the ethical situation. All team members must actively participate in the presentation.

## BUSINESS ETHICS, PAGE 2

- Submit a written synopsis on the selected case which does not exceed 500 words, to Dropbox at WAFBLA. Include a reference section (not counted in the 500 word limit) that documents resources used to write the case.
- All Teams are permitted to bring prepared notes.
- Books, other bound materials, props, and equipment are prohibited.
- Teams have seven (7) minutes to present the ethical dilemma.
- A timekeeper will stand at six (6) minutes and again at seven (7) minutes. When each team is finished, the time used will be recorded. A five (5) point deduction will be made for presentations over seven (7) minutes.
- Following each presentation, judges will conduct a three (3) minute question-answer period.
- The preliminary performance is **NOT** open to conference attendees.

### **Final Performance**

- A maximum of fifteen (15) finalists or an equal number from each group will advance to the final round.
- The final guidelines are the same as the preliminary guidelines described above; and the final performance is open to conference attendees who are not performing participants of this event.

### **JUDGING**

The presentations will be evaluated by a panel of judges. All decisions of the judges are final.

### **STATE AWARDS**

The number of awards presented at the State Business Leadership Conference is determined by judges and/or number of entries. The maximum number is five (5).

### **NATIONAL ENTRIES**

Washington State may enter three (3) winning teams for national competition.



# FBLA BUSINESS ETHICS

## Performance Rating Sheet

 Preliminary Round

 Final Round

Evaluation Item	Not Demonstrated	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Content and Recommendation</b>					
Situation is understood and effectively defined	0	1-5	6-10	11-15	
Ethical dimensions of the problem are clearly defined	0	1-3	4-7	8-10	
Team's position is clearly stated	0	1-3	4-7	8-10	
Effective ethical solution is offered	0	1-5	6-10	11-15	
Quality of research	0	1-3	4-7	8-10	
Written case synopsis; clearly written with references	0	1-5	6-10	11-15	
<b>Comments:</b>					
<b>Delivery</b>					
Statements are well organized and clearly stated, appropriate business language used	0	1-3	4-7	8-10	
Demonstrates self-confidence, poise, and good voice projection	0	1-2	3-4	5	
All team members actively participate in the presentation	0	1-2	3-4	5	
Demonstrates the ability to effectively answer questions	0	1-2	3-4	5	
<b>Comments:</b>					
<b>Subtotal</b>					<b>/100 max.</b>
<b>Time Penalty</b> Deduct five (5) points for presentation over seven (7) minutes. Time:					
<b>Penalty</b> Deduct five (5) points for failure to follow guidelines (no synopsis or synopsis over 500 words)					
<b>Dress Code Penalty</b> Deduct five (5) points when dress code is not followed.					
<b>Total Points</b>					<b>/100 max.</b>
<b>Final Score</b>					<b>/100 max.</b>

Name(s): \_\_\_\_\_

School: \_\_\_\_\_ State: \_\_\_\_\_

Judge's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Judge's Comments:**