

GLOBAL BUSINESS

The global economy is a complex, continually flowing and constantly changing network of information, goods, services, and cultures. Most nations rely on other nations for natural resources to supply their needs and wants. Global business also provides new markets and investment opportunities as well as promotion of better relationships.

ELIGIBILITY

Each district may enter one team composed of two or three members. No more than one team member may have competed in this event at a prior State leadership Conference. One substitute may be allowed. The participants must qualify as an active FBLA member to be eligible for this event.

REGULATIONS

1. An online entry must be submitted by March 09.
2. A participant who fails to report on time for the event may be DISQUALIFIED.
3. Participants must adhere to the dress code approved by the executive council.

PROCEDURES

Objective Test

1. Participants report to the supervisor administering the written test at the location specified by the state office.
2. One hour is allowed for the event including the giving of instructions and distribution and pickup of tests.
3. Team members will take one test cooperatively.
4. The test may consist of questions on communication including language and culture, ownership and management, legal issues, global business environment, treaties and trade agreements, taxes and government regulations, marketing, currency exchange, human resource management, and finance.
5. Participants are identified by the district they represent.
6. Tests will be administered by authorized individuals as indicated on the State Leadership Conference registration form. Teams will be allowed one substitute.
7. The seven teams ranking highest on the written test proceed to the performance phase of the event.

PERFORMANCE

1. Global Business teams will be assigned a performance time.
2. Participants report to the supervisor of the event at the location designated in the program 20 minutes prior to the performing time. Upon reporting a designated team member will receive three copies of the problem (case study). The remainder of the time may be used in preparation. No reference materials, visual aids, or equipment may be brought to or used during the preparation or performance.
3. Each participant will be provided two 4" x 6" index cards that may be used during the preparation and performance of the oral segment of the event. Information may be written on both sides of the note cards. The cards must be returned to the event administrator following the team's presentation.
4. The case study will consist of a problem encountered in one or more of the following areas: business planning, human resource management, operations, financial management, and global marketing. All of the questions raised in the case must be addressed during the oral presentation.
5. One team member should introduce the team and describe or summarize the case study. All team members must participate in the presentation. The team members will be allowed to use their note cards in explaining their decisions and rationale to the judges.
6. Based on the time beginning with the introduction of team members and the presentation of the case study to the judges, seven (7) minutes are allowed for each team's performance. The timekeeper stands at the end of nine (6) minutes to indicate that one (1) minute remains. A deduction of five points will be made for presentations over seven minutes.
7. The judges will play the role of the second party in the presentation and refer to the case for specifics.
8. Tests will be administered by authorized individuals as indicated on the State Leadership Conference registration form.

JUDGING

Objective Test

The objective test will be machine graded.

Ties will be broken based on the time the team's test was submitted.

The team with the highest team test score on the written test is given the highest rank. The highest rank is one.

The seven teams ranking highest on the written test proceed to the performance phase of the event.

Graded papers are NOT returned to advisers or participants.

Performance

Judges complete a rating sheet on each team following its performance.

Penalty points are deducted from the judges' ratings before the winners are determined.

Each of the judges will assign a rank to each team. The ranks for each team are totaled. The team with the highest rank is the winner of the performance phase of the event.

Final Rank

Places one to seven are determined by rank by the judges of the performance.

The objective test will be used only in the event of a tie.

AWARDS

Plaques are presented to the winners of first through fifth places as long as finances are available. Certificates are presented to sixth through seventh places.

REPRESENTATION AT NATIONAL

The first and second place winners in the Global Business event are entitled to represent the state chapter at the National Leadership Conference.

GLOBAL BUSINESS

Rank the participants within a first to last order. No ties.

Evaluation Item	Not Demonstrated	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Problem is understood and well-defined	0	1 - 5	6 - 10	11 - 15	
Alternatives are recognized with pros and cons stated and evaluated	0	1 - 5	6 - 10	11 - 15	
Logical solution is selected with positive and negative aspects of its implementation given	0	1 - 5	6 - 10	11 - 15	
Anticipated results are based on correct reasoning	0	1 - 5	6 - 10	11 - 15	
Delivery					
Thoughts and statements are well-organized and clearly stated; appropriate business language is used	0	1 - 5	6 - 10	11 - 15	
Team members show self-confidence, poise, and good voice projection	0	1 - 3	4 - 7	8 - 10	
All team members participate actively during the presentation	0	1 - 2	3 - 4	5	
Demonstrates the ability to effectively answer questions	0	1-3	4-7	8-10	

Presentation Points

/100 max.

Time Penalty

Deduct five (5) points for presentations over ten (7) minutes. Time:

Dress Code Penalty

Deduct five (5) points when dress code is not followed.

Total Score

/100 max.

Written test score to be used only in the event of a tie.

Verification of total score (initials)

_____ Event Supervisor

_____ Event Supervisor

RANKING SHEET - MISSOURI FBLA

GLOBAL BUSINESS

STATE FINAL

NAME OF PARTICIPANTS/SCHOOL	TEST RANK	PERFORMANCE RANK	PERFORMANCE RANK	PERFORMANCE RANK	TOTAL (add the ranks)	FINAL RANK (Smaller Number Wins)
1.						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						
10.						
11.						
12.						
13.						
14.						
15.						
16.						
17.						

The objective test score will be used only in the event of a tie.