MARYLAND

Future Business Leaders of America

COMPETITIVE EVENTS GUIDE

2021-22

Competitive Events Guide

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REGIONAL LEADERSHIP CONFERENCE

Cover Letter and Resume submission deadline for <u>Job Interview</u>:
December 3, 2021 by 5 pm

Video submission deadline for <u>performance only events</u>:
December 17, 2021 by 5 pm

See Appendix for full listing.

STATE LEADERSHIP CONFERENCE

Written reports and other pre-judged event materials deadline:
February 9, 2022 by 5 pm

(EXCEPTION: FBLA-PBL Week <u>and</u> Outstanding Chapter/Chapter of the year deadlines are March 1, 2022 by 5 pm)

MARYLAND FBLA COMPETITIVE EVENTS GUIDE

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OBJECTIVES

Competitive events are a by-product of chapter activities. These events are held as a means of motivating interest, thereby improving activities through wholesome and constructive competition. They help to set a high standard of performance for all chapters to follow. Competitive events can be good public relations and can attract and interest not only prospective members but current members as well.

Competitive events should grow out of regular chapter activities and classroom co-curricular activities. They should attract the majority of the chapter membership. A spirit of cooperation among members within the local and regional groups can be developed while competing. Whether or not a chapter enters an event should be determined by the value of the event to the individual members, to the local chapter, to the region, and to the state.

The leaders of FBLA--local, regional, and state--have a great responsibility in seeing that the proper spirit and attitude is developed toward competitive events. Learning how to win as well as how to lose--good sportsmanship--is important to leadership training. The main value is not gained from winning or losing; rather, the value comes from participating in the activities leading to the event.

CLASSIFICATIONS

Events are divided into four categories: individual, team, chapter and recognition events.

- ♦ A member may enter **only one** individual or team event <u>and</u> one chapter event with these exceptions:

  - ▪ *Who's Who.* A member nominated for Who's Who in FBLA, which is a recognition event and not a member event, may compete in another event.
  - ▪ *Future Business Leader.* See Eligibility Guidelines below and event page for more information.
  - ▪ *Recognition Events.* A member or chapter may enter any number of recognition events.

Several points deserve specific mention when preparing for event participation.

- ♦ There are many textbook and online sources utilized in the preparation of test questions for the various competitive events. Sample questions are also available from the National FBLA Marketplace. Participants are urged to prepare by reviewing as many sources as possible. Terminology may vary by publisher and test questions may be from several sources.

- ♦ Reference manuals, textbooks, other resource materials, and electronic devices except for those listed in the guidelines **may not** be taken to events. Student may not use their own calculators. A non-graphing calculator will be provided in written events.

Important Note about Dues and Membership
Members whose state and national dues are not paid by November 12, 2021 are not eligible to compete in the regional competitive events program. The conference registration system interfaces with the National FBLA membership database. ==You will not be able to register students for competitive events that National FBLA has not received payment for dues by November 12, 2021 as the regional conference registration system operates in real time with - and pulls its data directly from - the National FBLA membership database.== In addition, members whose state and national dues are not paid by February 9, 2022 are not eligible to participate in state or national competitive events. A student in Maryland **must** join both the state and national associations. There is no option to join the state association or national association only.

GENERAL REGULATIONS

- ♦ Members must adhere to the dress code established by the Board of Directors in order to participate in a competitive event at the conferences.

- ♦ Members must be registered for the conference and pay dues by the deadline established and also pay any related conference registration fees in order to participate in a competitive event.

- ♦ Reference manuals, textbooks, student-supplied calculators, or other resource materials, as well as any audio or recording device may not be taken to or used during competitive events. A member will be disqualified for not adhering to this regulation. Exceptions to this rule are clearly identified in the guidelines for each individual event. If an item is not listed, it is to be assumed that it is not allowed.

ELIGIBILITY GUIDELINES

The competitive events program is provided as a membership benefit for the FBLA (high school) division. Only those students who meet the official membership eligibility requirements of this division and are on record as dues-paid members may compete in this program. Membership in FBLA is unified on the local, state, and national levels and is not available separately. Event types are: individual, team, chapter, and recognition. Refer to the "Event Guide for Regional, State, and National Conference" for the classification type for each competitive event.

A member may enter **only one** individual or team event **and** one chapter event with these exceptions:

- ▪ *Who's Who:* A member nominated for Who's Who in FBLA, which is a recognition event and not a member event, may compete in another individual/team event.

- ▪ *Recognition Events.* A member or chapter may enter any number of recognition events.

- ▪ *Future Business Leader:* A member may enter this event **and** one individual or team event at the regional and state level. If a member places in the top four at the state level in Future Business Leader, the member may only advance to the national level for this event. If a member also places in the top four at the state level in their other individual or team event, they shall forego entering that event at the national level.

  Clarification: Members representing their chapters in the oral presentation components of the American Enterprise Project, Community Service Project, Partnership with Business Project, or Local Chapter Annual Business Report may also compete in one individual or team event and Future Business Leader, if applicable. Recognition events generally are directed toward chapters who have provided outstanding support for FBLA-PBL. In the case that a recognition event involves a member, such participation will not preclude that member from competing in another chapter, individual or team event.

Refer to the individual event descriptions for specific eligibility requirements associated with each event and for the number of competitors that may participate on the regional, state, and national levels.

The following events are considered to be linked in a series. Once a member has competed at the SLC in the second event (the advanced event in the series), he/she may not subsequently compete in the first, or introductory event. Event series impacted by this regulation include:

- ♦ Accounting I and Accounting II
- ♦ Introduction to Financial Math and Business Calculations
- ♦ Introduction to Business Communication and Business Communication
- ♦ Introduction to Parliamentary Procedure and Parliamentary Procedure
- ♦ Introduction to Public Speaking and Public Speaking
- ♦ Introduction to Social Media Strategy and Social Media Strategies

EVENT REGULATIONS

The following regulations apply to all competitive events in the class indicated. Review all guidelines carefully as they will be strictly enforced. Entries not adhering to these regulations, as well as any event specific guidelines will be disqualified. The chapter adviser will receive notification of any disqualification.

Individual Events

The following regulations apply to all individual member competitive events. Refer to the event descriptions for any additional regulations that may apply to a specific event.

1. The chapter adviser must register participants in conjunction with conference registration using the Blue Panda conference registration system.
2. Participants must be selected in accordance with the regulations of the state and local chapter.
3. Participants must not have entered in the same event at a previous conference (except for modified events).
4. Participants failing to report on time for the event may be disqualified.
5. Participants must adhere to the dress code established by the Board of Directors, or they will not be permitted to compete in the event.

Individual/ Team Events (All events listed below are Individual or Team)

The following regulations apply to individual or team events. Refer to the event descriptions for any additional regulations that may apply to a specific event.

1. Participants must be selected in accordance with the regulations of the state and local chapter.
2. Participants must not have been entered in the same event at a previous State Leadership Conference. A student may repeat an event if they did not advance past the Regional level. Exceptions are as follows:

   A. One member of the team may have been involved in an entry submitted at one previous State Leadership Conference for the following events, however, they may not compete in these events more than two (2) years at the state level:

   - 3D Animation
   - Banking & Financial Systems
   - Broadcast Journalism
   - Business Ethics
   - Business Financial Plan
   - Business Management
   - Business Plan
   - Business Ethics
   - Coding and Programming
   - Computer Game & Simulation Programming
   - Data Analysis
   - Digital Video Production
   - E-Business
   - Entrepreneurship
   - Graphic Design
   - Hospitality and Event Management
   - International Business
   - Introduction to Business Presentation
   - Introduction to Event Planning
   - Introduction to Social Media Strategy
   - Management Information Systems
   - Marketing
   - Mobile Application Development
   - Network Design
   - Public Service Announcement
   - Publication Design
   - Sales Presentation
   - Social Media Strategies
   - Sports Management
   - Website Design

   B. Two (2) members of a Parliamentary Procedure team may have competed in the event at a past State Conference, however, they may not compete more than two (2) years at the state level.

3. Participants failing to report on time for the event may be disqualified.
4. Participants must adhere to the dress code established by the Board of Directors, or they will not be permitted to compete in the event.

Individual/ Team Events (All events listed above are Individual or Team) – Oral Presentations

The following regulations apply to the oral presentation component, if applicable, for all individual/team events listed in 2A and 2B above.

1. Depending on the event, either one (1), two (2) or three (3) members will participate in the oral presentation for events listed in 2A above. Parliamentary Procedure, item 2B above, permits four (4) or five (5) members. Participation in the oral presentation component of these events will not preclude a member from competing in a chapter event. All registered team members must perform all aspects of the presentation (e.g. speaking, setup, operating audio-visual equipment, etc.). No additional assistance may be provided by other representatives of the chapter.
2. Teams failing to report on time for their oral presentation may be disqualified.
3. Participants in the oral presentation component of these events must adhere to the dress code established by the Board of Directors, or they will not be permitted to participate in the competitive event.
4. All registered members in all team events must take the written test, if applicable, and also participate in the oral presentation. Member substitutions are not permitted. If a team member participates in only one of the two parts of the event (written test, production test, and/or performance), the team will be disqualified. If a member is unable to participate at the next level, a substitute member is not permitted.
5. The team/chapter must provide all equipment for the presentation, if applicable. All presentations will be presented directly from a laptop or other device only. Projectors are not permitted.

National-Only Events

Refer to the event descriptions in the National Competitive Events Guide for all regulations that apply to these National-only events.

- LifeSmarts
- Virtual Business Finance Challenge
- Virtual Business Management Challenge

1. These events are administered by National FBLA.
2. Individuals and teams may participate in these events and also participate in the Regional, State, and National Competitive Events Program.

Open Events

Maryland FBLA will not offer Open Events at the 2022 State Leadership Conference.

Eligibility for State and National Conference

The following regulations apply for those eligible to move on from Region to State and State to National levels.

Region to State Eligibility
1. For performance-only events that allow the top three (3) regional winners to attend the SLC, fourth place and below will not be notified or be eligible to compete at the SLC.
2. For individual objective test and individual/team objective test events that allow the top five (5) Regional winners to attend the SLC, sixth place and below will not be notified or be eligible to compete at the SLC should one of the students or teams in first through fifth place not attend.

State to National Eligibility
1. The top four (4) winners in all national competitive events are eligible to participate in the NLC. Fifth place and below will not be notified or be eligible should one of the top four students/teams not attend.

Written PDF Reports – Chapter Events and Individual/Team Reports

These regulations apply to the chapter events: American Enterprise Project (AEP), Community Service Project (CSP), Local Chapter Annual Business Report (LCABR), and Partnership with Business Project (PWBP).

These regulations also apply to these individual/team written reports: Business Financial Plan (BFP) and Business Plan (BP).

1. The chapter adviser must certify the chapter's entries and include them with the chapter's registration.

2. A PDF of the report must be uploaded by the chapter adviser by the report event deadline listed in this publication. Students are not permitted to upload this information or the PDF report. The PDF is uploaded by the chapter adviser in the Blue Panda conference registration system.

3. Pre-judged chapter event reports (AEP, CSP, LCABR, & PWBP) must receive a minimum average judge score of 50 points and the pre-judged individual/team reports (BFP & BP) must receive a minimum average judge score of 100 points to be eligible for the performance round at the SLC. Reports that do not receive the minimum average score will be disqualified from the SLC performance.

4. Written reports must adhere to the following technical requirements:

    A. Report Contents

    1. Reports must contain a table of contents with page numbers.
    2. Reports must follow the rating sheet sequence in writing the report. If information is not available for a particular criterion, include a statement to that effect in the report.
    3. Report pages must be numbered and formatted to fit on 8½" x 11" paper.
    4. Reports must not exceed 15 pages. The front cover and table of contents are not counted in the page limit. Divider pages and appendices are optional and must be included in the page count.

    B. *Report Covers*

    1. A front cover is required as noted in the National Guidelines.
    2. Front cover must contain the following information: name of the school, state, name of the event, and year (20xx–xx). Business Financial Plan and Business Plan should also include the names of participants.

    C. *General Requirements*

    1. Student members, not advisers, must prepare the reports. Advisers may serve as consultants to ensure that the report is well organized, contains substantiated statements, and is written in an acceptable business style.
    2. FBLA-PBL encourages chapters to cooperate on projects during the year. However, each chapter involved in the project must write and submit an independent report.
    3. Reports must describe activities of the chapter that were conducted between the previous State Leadership Conference and the current State Leadership Conference.
    4. A PDF of the report must be **uploaded by the adviser in the Blue Panda conference registration system** by 5 pm on **February 9, 2022**. The report title for upload must start with the event initials and the name of the school, but not exceed 30 characters (i.e.: LCABR-SchoolName).

Oral Presentations– Chapter Written Events and Individual/Team Written Events

The following regulations apply to the oral presentation component in these chapter events: American Enterprise Project (AEP), Community Service Project (CSP), Local Chapter Annual Business Report (LCABR), and Partnership with Business Project (PWBP). These regulations also apply to the individual/team events of Business Financial Plan (BFP) and Business Plan (BP).

1. A maximum of three (3) members may represent the chapter in making the oral presentation for AEP, CSP, LCABR, and PWBP. Participation in the oral presentation component of the chapter event will not preclude a member from competing in an individual or team competitive event. All team members must perform all aspects of the presentation (e.g. speaking, setup, operating audio-visual equipment, etc.). No additional assistance may be provided by other representatives of the chapter.
2. All individual or team members are expected to actively participate in the BFP and BP performance.
3. Chapters failing to report on time for their oral presentation may be disqualified.
4. Participants in the oral presentation part of these events must adhere to the dress code established by the Board of Directors, or they will not be permitted to participate in the competitive event.
5. The team/chapter must provide all equipment for the presentation, if applicable. All presentations will be presented directly from a laptops or other device only. Projectors are not permitted.

The Louis T. Kaminski Conference Champion Event

The Maryland FBLA Conference Champion trophy is awarded at the State Leadership Conference. This award is given to the local chapter that has excelled at the State Leadership Conference with the most top five awards for all competitive events. Points are awarded for each competitive event using the scale shown below. All written, chapter, and team events are included in the calculation of points. Points are not awarded for these events: Businessperson of the Year; Chapter of the Year / Outstanding Chapter; Gold Seal Chapter Award of Merit; Largest Local Chapter Membership; Open events; and Who's Who in FBLA. The Board of Directors has the final decision in the event of a tie or any chapter disputes about events. In general, a tie will be broken by awarding the Conference Champion to the chapter with the highest score in the Outstanding Chapter / Chapter of the Year Award. The second tie breaker is the score for the Local Chapter Annual Business Report.

Objective test and Performance events:
First Place – 5 points
Second Place – 4 points
Third Place – 3 points
Fourth Place – 2 points
Fifth Place – 1 point

Written report (individual/team & chapter) events:
First Place – 10 points
Second Place – 9 points
Third Place – 8 points
Fourth Place – 7 points
Fifth Place – 6 points

Bonus – A chapter will receive 15 points each for qualifying as a Gold Seal Chapter and submitting a qualifying Outstanding Chapter / Chapter of the Year entry.

DRESS CODE

FBLA-PBL members and advisers should develop an awareness of the image one's appearance projects. The purpose of the dress code is to uphold the professional image of the association and its members and to prepare students for the business world. Appropriate professional attire is required for all attendees – advisers, members, and guests – at all general sessions, competitive events, regional meetings, workshops, and other activities unless otherwise stated in the conference program. Conference name badges are part of this dress code and must be worn for all conference functions. For safety reasons, do not wear name badges when touring.

Professional attire acceptable for official FBLA-PBL activities include:

♦   Business suit with either a blouse or a collared dress shirt and neck or bow tie
♦   Dress pants or skirt with either a blouse or a collared dress shirt and neck or bow tie
♦   Business dress
♦   Blazer with dress pants with either a blouse or collared shirt and a neck or bow tie
♦   Dress shoes or dress boots

Unacceptable attire:

♦   Jewelry in visible body piercing, other than ears
♦   Denim or flannel clothing of any kind
♦   Shorts
♦   Athletic clothing
♦   Leggings or graphic designed hosiery/tights
♦   Skintight or revealing clothing, including tank tops, spaghetti straps, and mini/short skirts or dresses
♦   Swimwear
♦   Flip flops or casual sandals
♦   Athletic shoes
♦   Industrial work shoes
♦   Hiking boots
♦   Boat shoes
♦   Any canvas or fabric shoes
♦   Hats
♦   Clothing with printing that is suggestive, obscene, or promotes illegal substances

NOTE – No dress code can cover all contingencies, so FBLA-PBL members must use a certain amount of judgement in their choice of clothing to wear. Members who experience uncertainty about unacceptable attire should ask their local adviser.

	Event Name	Event Type	Level	Regional	State	National
1	3D Animation**	Individual or Team of 2 or 3		No	Yes	Yes
2	Accounting I	Individual		Yes	Yes	Yes
3	Accounting II	Individual		Yes	Yes	Yes
4	Advertising	Individual		Yes	Yes	Yes
5	Agribusiness	Individual		Yes	Yes	Yes
6	American Enterprise Project**	Chapter		No	Yes	Yes
7	Banking & Financial Systems	Individual or Team of 2 or 3		Objective test only	Yes	Yes
8	Broadcast Journalism	Individual or Team of 2 or 3		Yes	Yes	Yes
9	Business Calculations	Individual		Yes	Yes	Yes
10	Business Communication	Individual		Yes	Yes	Yes
11	Business Ethics**	Individual or Team of 2 or 3		Objective test only	Yes	Yes
12	Business Financial Plan**	Individual or Team of 2 or 3		No	Yes	Yes
13	Business Law	Individual		Yes	Yes	Yes
14	Business Management	Individual or Team of 2 or 3		Objective test only	Yes	Yes
15	Business Plan**	Individual or Team of 2 or 3		No	Yes	Yes
16	Businessperson of the Year**	Nomination		No	Yes	Yes
17	Client Service	Individual		Yes	Yes	Yes
18	Coding and Programming	Individual or Team of 2 or 3		Yes	Yes	Yes
19	Community Service Project**	Chapter		No	Yes	Yes
20	Computer Applications ***	Individual		Objective test only	Objective test only	Yes
21	Computer Game & Simulation Programming	Individual or Team of 2 or 3		Yes	Yes	Yes
22	Computer Problem Solving	Individual		Yes	Yes	Yes
23	Cyber Security	Individual		Yes	Yes	Yes
24	Data Analysis	Individual or Team of 2 or 3		Yes	Yes	Yes
25	Database Design & Applications ***	Individual		Objective test only	Objective test only	Yes
26	Digital Video Production**	Individual or Team of 2 or 3		No	Yes	Yes
27	E-business	Individual or Team of 2 or 3		Yes	Yes	Yes
28	Economics	Individual		Yes	Yes	Yes
29	Electronic Career Portfolio	Individual		Yes	Yes	Yes
30	Entrepreneurship	Individual or Team of 2 or 3		Objective test only	Yes	Yes
31	FBLA-PBL Week**	Chapter		No	Yes	No
32	Future Business Leader**	Individual		Objective test only	Yes	Yes
33	Gold Seal Chapter Award of Merit**	Recognition - Chapter		No	Yes	Yes
34	Graphic Design	Individual or Team of 2 or 3		Yes	Yes	Yes
35	Health Care Administration	Individual		Yes	Yes	Yes

	Event Name	Event Type	Level	Regional	State	National
36	Help Desk	Individual		Objective test only	Yes	Yes
37	Hospitality and Event Management	Individual or Team of 2 or 3		Objective test only	Yes	Yes
38	Human Resource Management	Individual		Yes	Yes	Yes
39	Impromptu Speaking	Individual		Yes	Yes	Yes
40	Insurance & Risk Management	Individual		Yes	Yes	Yes
41	International Business	Individual or Team of 2 or 3		Objective test only	Yes	Yes
42	Introduction to Business Communication	Individual	Grades 9 & 10	Yes	Yes	Yes
43	Introduction to Business Concepts	Individual	Grades 9 & 10	Yes	Yes	Yes
44	Introduction to Business Presentation	Individual or Team of 2 or 3	Grades 9 & 10	Yes	Yes	Yes
45	Introduction to Business Procedures	Individual	Grades 9 & 10	Yes	Yes	Yes
46	Introduction to Event Planning	Individual or Team of 2 or 3	Grades 9 & 10	Objective test only	Yes	Yes
47	Introduction to FBLA	Individual	Grades 9 & 10	Yes	Yes	Yes
48	Introduction to Financial Math	Individual	Grades 9 & 10	Yes	Yes	Yes
49	Introduction to Information Technology	Individual	Grades 9 & 10	Yes	Yes	Yes
50	Introduction to Parliamentary Procedure	Individual	Grades 9 & 10	Yes	Yes	Yes
51	Introduction to Public Speaking	Individual	Grades 9 & 10	Yes	Yes	Yes
52	Introduction to Social Media Strategy	Individual or Team of 2 or 3	Grades 9 & 10	Yes	Yes	Yes
53	Job Interview**	Individual		Yes	Yes	Yes
54	Journalism	Individual		Yes	Yes	Yes
55	Local Chapter Annual Business Report**	Chapter		No	Yes	Yes
56	Management Information Systems	Individual or Team of 2 or 3		Objective test only	Yes	Yes
57	Marketing	Individual or Team of 2 or 3		Objective test only	Yes	Yes
58	Mobile Application Development	Individual or Team of 2 or 3		Yes	Yes	Yes
59	Network Design	Individual or Team of 2 or 3		Objective test only	Yes	Yes
60	Networking Infrastructures	Individual		Yes	Yes	Yes
61	Organizational Leadership	Individual		Yes	Yes	Yes
62	Outstanding Chapter/Chapter of the Year**	Recognition - Chapter		No	Yes	No
63	Parliamentary Procedure	Team of 4 or 5		Objective test only	Yes	Yes
64	Partnership with Business Project**	Chapter		No	Yes	Yes
65	Personal Finance	Individual		Yes	Yes	Yes
66	Political Science	Individual		Yes	Yes	Yes
67	Public Service Announcement	Individual or Team of 2 or 3		Yes	Yes	Yes
68	Public Speaking	Individual		Yes	Yes	Yes
69	Publication Design	Individual or Team of 2 or 3		Yes	Yes	Yes
70	Sales Presentation	Individual or Team of 2 or 3		Yes	Yes	Yes
71	Scrapbook	Chapter		No	Yes	No

	Event Name	Event Type	Level	Regional	State	National
72	Securities & Investments	Individual		Yes	Yes	Yes
73	Social Media Strategies	Individual or Team of 2 or 3		Yes	Yes	Yes
74	Sports & Entertainment Management	Individual or Team of 2 or 3		Objective test only	Yes	Yes
75	Spreadsheet Applications ***	Individual		Objective test only	Objective test only	Yes
76	Supply Chain Management	Individual		Yes	Yes	Yes
77	UX Design	Individual		Yes	Yes	Yes
78	Website Design	Individual or Team of 2 or 3		Yes	Yes	Yes
79	Who's Who in FBLA**	Nomination		No	Yes	Yes
80	Word Processing ***	Individual		Objective test only	Objective test only	Yes

** Indicates events with prejudged materials and/or reports. The prejudged materials and/or reports must be <u>received by</u> the Competitive Events Committee by 5 pm on February 9, 2022 (*EXCEPTIONS:* FBLA-PBL Week and Outstanding Chapter/Chapter of the Year by 5 pm on March 1, 2022). Refer to the individual guidelines for each of these events for the specific information required to be submitted.

The prejudged materials and/or reports are submitted as follows:

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<u>BLUE PANDA</u>

Uploaded in Blue Panda conference registration system by 5 p.m. on February 9, 2022:

- 3D Animation
- American Enterprise Project
- Business Ethics *(Executive Summary of case study)*
- Business Financial Plan
- Business Plan
- Community Service Project
- Digital Video Production
- Future Business Leader *(cover letter and resume)*
- Job Interview *(cover letter and resume)*
- Local Chapter Annual Business Report
- Partnership with Business Project

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<u>WUFOO</u>

Uploaded via Wufoo link by 5 p.m. on February 9, 2022:

- Businessperson of the Year
- Gold Seal Chapter Award of Merit
- Who's Who in FBLA

Uploaded via Wufoo link by 5 p.m. on March 1, 2022:

- FBLA-PBL Week
- Outstanding Chapter/Chapter of the Year

The Wufoo links for these events will be posted on the Maryland FBLA website.

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*** The production component of these events will not be administered for the 2022 SLC.

FBLA-PBL Week

The second full week of February is FBLA-PBL Week. Chapters are encouraged to plan and implement activities that promote FBLA in their school and local community. FBLA-PBL Week also coincides with National Career and Technical Education (CTE) Month. This is an excellent opportunity to inform the public about the purpose of school-to-work activities and programs.

GUIDELINES

Chapters shall develop a multimedia presentation (a video with narration/music and/or an animated slideshow with narration/music) that is no more than three (3) minutes in length. Activities must be centered around the current FBLA-PBL National theme. Chapters are strongly encouraged to post your local chapter activities each day to Maryland FBLA Instagram using #MDFBLAWeek.

SUGGESTED DAILY ACTIVITIES

Chapters can: 1) use the designated days below to develop activities unique to the local FBLA chapter, school, and/or local community; 2) use the designated days as provided by national FBLA; or 3) develop their own designated days which best represent their chapter and school. In any of these scenarios, the chapter must plan and report on activities for only Monday through Friday.

Monday – Kick off FBLA-PBL Week with your local chapter FBLA story

Tuesday – Career and Professionalism Day

Wednesday – Adviser/Teacher Appreciation Day

Thursday – FBLA Spirit/Member Appreciation Day

Friday – Community Service Day

CRITERIA

FBLA-PBL Week activities will be judged on the following criteria:

1. The theme and originality of the activities emphasizes the importance of FBLA.
2. The activities involve members of school, community, businesspersons, parents, other CTE programs, and other interested members of the public.
3. All state and national FBLA dues must be paid prior to participating in FBLA-PBL Week.

ENTRY FORM

The entry form and URL link must be submitted by the deadline established in the General Guidelines section of this publication. The link for submitting the online entry form and other event materials will be posted to the Maryland FBLA website. The URL must be available for viewing on the Internet at the time of judging and not changed after the submission deadline date. Follow all guidelines as listed for this event.

Winners will be selected based upon the above-mentioned criteria, the quality of the chapter's activities, and the content of the multimedia presentation. A maximum of five (5) places will be awarded at the SLC. Chapters who enter and are recognized in the top five will receive an event recognition ribbon at the SLC.

OUTSTANDING CHAPTER/CHAPTER OF THE YEAR

Miriam B. Dyer Award

The Outstanding Chapter Award recognizes local chapters that, through ongoing activities, exemplify the goals of FBLA. The chapter that receives the highest number of points in this event is awarded the title as Maryland FBLA's Miriam B. Dyer Chapter of the Year. Other qualifying chapters are named as Outstanding Chapters for the levels of Bronze Chapter, Silver Chapter, and Gold Chapter.

Points and activities for this event are based on the National FBLA-PBL Champion Chapter recognition program. Champion Chapter is a series of membership engagement-focused challenges that chapters may complete for national recognition. By completing activities, chapters accrue points. Completing activities across four sections (to accrue points) will result in Champion Chapter recognition.

See the "Champion Chapter" section of the Member Center of the Maryland FBLA website (http://www.mdfbla.org/member-center.html) for a listing of activities, points, and dates for each section of the Champion Chapter event. Also, visit the National FBLA website for more information on Champion Chapter activities as well as the link to submit each Champion Chapter level to National FBLA (https://www.fbla-pbl.org/divisions/fbla/fbla-membership/).

To receive recognition as an Outstanding Chapter in Maryland, chapters must also submit a Local Chapter Annual Business Report.

CONTENT

Chapters receive points for their work in Chapter Management, Membership Recruitment, Public Relations, Community Service, Conference Participation, Programs & Projects, and Leadership & Career Development.

ELIGIBILITY

All active local chapters are eligible to enter this event.

REGULATIONS

1. Chapters entering this event must submit a Local Chapter Annual Business Report that receives a minimum average judge score of 50 points.
2. Chapters must complete the Champion Chapter submissions and any required documentation with National FBLA by the required deadlines for all points claimed on the Outstanding Chapter entry form. Documentation of successful submission(s) to National FBLA must be retained by the chapter and submitted as part of the Outstanding Chapter entry form.
3. Chapters must submit an online entry form and other event materials no later than the deadline established in the General Guidelines section of this publication. The link for submitting the online entry form will be posted on the Maryland FBLA website.
4. There is a maximum of 20,000 possible points in this event.
5. Chapters must meet a minimum of 5,000 points to qualify for recognition as a Bronze, 10,000 points to qualify for Silver, or 15,000 points to qualify for Gold Outstanding Chapter.

OUTSTANDING CHAPTER/CHAPTER OF THE YEAR

Miriam B. Dyer Award

PROCEDURE

1. Chapters entering this event must submit a Local Chapter Annual Business Report that receives a minimum average judge score of 50 points.
2. Chapters must complete the Champion Chapter submissions with National FBLA and any required documentation to National FBLA by the required deadlines for all points claimed on the Outstanding Chapter entry form. Documentation of successful submission(s) to National FBLA must be retained by the chapter and submitted as part of the Outstanding Chapter entry form.
3. Chapters must submit an online entry form and other event materials no later than the deadline established in the General Guidelines section of this publication. The link for submitting the online entry form will be posted on the Maryland FBLA website.
4. All chapters that meet the minimum criteria of 5,000 points will receive the designation as an Outstanding Chapter. A Bronze Chapter must obtain at least 5,000 points; a Silver Chapter must obtain at least 10,000 points; and a Gold Chapter must obtain at least 15,000 points.
5. The chapter receiving the highest point total for this event will be awarded Chapter of the Year. In the event of a tie, the chapter whose Local Chapter Annual Business Report ranks higher in judging will be awarded the title.

JUDGING

A panel of judges will screen all entries to determine eligibility to receive the Outstanding Chapter designation levels. Based upon point totals, the judges will determine the winner for Chapter of the Year.

AWARDS

All chapters that meet a minimum of 5,000 points will receive the designation of Outstanding Chapter. Levels are: Bronze Chapter – 5,000 points; Silver Chapter – 10,000 points; and Gold Chapter – 15,000 points. Winners will receive a conference certificate and special conference ribbon for members at the SLC. The chapter receiving the highest point total will receive the award as Maryland FBLA's Miriam B. Dyer Chapter of the Year.

OUTSTANDING CHAPTER/CHAPTER OF THE YEAR
Miriam B. Dyer Award

ENTRY FORM

1. Complete the information requested below online using a link provided by Maryland FBLA.

2. Upload a copy of the Local Chapter Annual Business Report to the Blue Panda conference registration system following the instructions in the Local Chapter Annual Business Report section of this handbook. This must occur by the deadline for the Local Chapter Annual Business Report event established in the General Guidelines section of this publication. The state judges' score on the Local Chapter Annual Business Report must be a minimum score of 50 points.

3. Indicate the number of points earned, date submitted to National FBLA, and documentation of successful submission (confirmation page from National FBLA) for the following categories (if a category wasn't submitted, enter zero points for that category):

Champion Chapter submissions to National FBLA	Maximum Points	Points Earned (Submitted to National FBLA by local chapter)	Date Submitted to National FBLA
Summer Starter (August 1 – September 15)	1,375		
Shaping Success (September 16 – October 31)	5,750		
Service Season (November 1 – December 15)	6,200		
CTE Celebration (January 1 – March 1)	6,625		

TOTAL POINTS EARNED (minimum of 5,000 to be recognized as an Outstanding Chapter)	

Note that a chapter does not have to complete all four levels as long as the total of all points earned equals at least 5,000 points (the minimum to be recognized as an Outstanding Chapter).

All chapters that meet a minimum of 5,000 points will receive the designation of Outstanding Chapter.

Outstanding Chapter levels are:
Bronze Chapter: 5,000 –   9,999 points
Silver Chapter: 10,000 – 14,999 points
Gold Chapter: 15,000 – 20,000 points

Winners will receive a conference certificate and special conference ribbon for members at the SLC.

4. This form, your Local Chapter Annual Business Report, and any other required information must be uploaded via the link that will be posted on Maryland FBLA's website by the deadline established in the General Guidelines section of this publication.

SCRAPBOOK

A chapter scrapbook is a pictorial and essay account of all the activities of their chapter since the previous State Leadership Conference. The collection of memories shall include labeled pictures/photos, souvenir programs, activity favors, ticket stubs, and other tangible evidence of the chapter's accomplishments. Suggestions for preparing and submitting the scrapbook and the basis for their judging are provided below. All scrapbooks will be judged based upon the guidelines indicated in the rating sheet.

1. The chapter entry must be included with the chapter's registration and be received by the Competitive Events Office by the prescribed deadline prior to the State Leadership Conference.

2. The scrapbook must be turned in to conference headquarters upon registration and prior to the opening session on the first day. Scrapbooks received after this time will not be accepted or judged. It is the responsibility of the chapter to remove the scrapbook at the conclusion of the State Leadership Conference.

3. Printing on pages, computer graphics, page headings/numbers, and drawings/art should be done neatly. All photographs/pictures and other items shall have captions. Grammar, punctuation, and spelling errors and/or poor craftsmanship will result in a deduction of points.

4. The scrapbook must incorporate the national FBLA theme on the cover and throughout the scrapbook.

5. All items included in the scrapbook should be representative of all activities from State Leadership Conference to State Leadership Conference. A cumulative scrapbook covering multiple years is not acceptable.

6. The school name, location, and chapter number should be on the cover.

7. The scrapbook should follow a natural chronology and logical sequence with a table of contents noting each section.

8. The physical scrapbook should be designed for ease of readability. This includes a safe/secure binding with no loose materials; being easy to handle; able to stay open for reading; and easy to manipulate in terms of size and weight.

9. Points will be awarded according to the following rating sheet scale:

   5 point maximum: 0 = not demonstrated; 1 - 2 = does not meet expectations;
           3 - 4 = meets expectations; and 5 = exceeds expectations.
   7 point maximum: 0 = not demonstrated; 1 - 2 = does not meet expectations;
           3 - 5 = meets expectations; and 6 - 7 = exceeds expectations.
   10 point maximum: 0 = not demonstrated; 1 - 3 = does not meet expectations;
           4 - 7 = meets expectations; and 8 - 10 = exceeds expectations.

JUDGING

A panel of judges will review and judge all scrapbook submissions according to the rating sheet.

AWARDS

Awards will be presented to the top ten (10) chapter scrapbook submissions at the closing awards ceremony at the State Leadership Conference.

SCRAPBOOK

Rating Sheet

Theme of entire scrapbook should be centered around the current National FBLA theme _____ 10

Organized in a natural chronology and/or logical sequence with a table of contents and divided into sections _____ 10

Neatness, workmanship, and craftsmanship of the scrapbook submission (including ease of readability and secure binding with no loose pages/items) _____ 10

Evidence of originality _____ 10

Scrapbook is organized to hold the interest of the reader _____ 10

Overall attractive appearance/design of scrapbook (cover and inside materials) _____ 7

Correct grammar, punctuation, and spelling _____ 5

The following items should also be included:

     * Decorative cover to include, chapter, location, year, and theme _____ 7

     * Table of contents and section dividers _____ 5

     * Newspaper clippings, programs, favors, charts, and diagrams _____ 7

     * Hand drawings, graphics, and/or cartoons _____ 7

     * Photographs and pictures with captions _____ 7

     * Color scheme _____ 5

                                                       Total score _____ 100

School: _____

City/County: _____

Judge's Signature: _____   Date: _____

Judge's comments:

3D ANIMATION

In this event, animation will be used to create a standalone video product. This event consists of a 3D animated video. The overview of design and development efforts will be presented to a panel of judges. The video should be no more than three (3) minutes and copyright issues should be addressed in the credits of the film.

OVERVIEW

This event is not offered at the Regional Conference. At the State Leadership Conference, a prejudged project will be evaluated by a panel of judges in advance of the SLC. Refer to the National Competitive Events Program for the topic, event guidelines and the rating sheets for both the program and performance portions of this event. There is only one round of performance judging at the SLC.

STATE AND NATIONAL TOPIC

Refer to the National Competitive Events Program for this year's state and national topic.

ELIGIBILITY

Regional: This event is not offered at the regional conference.

State: Each local chapter may enter four (4) individuals/teams of 2 or 3 at the state conference.

National: The state will be represented by the top four (4) SLC winners.

PROCEDURE

State: *Prejudged project:* The program must be uploaded as a URL and must be available on the Internet at the time of judging and not changed after the submission deadline date. The URL must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication. Follow all guidelines as listed in the National Competitive Event Program. Refer to the National Competitive Events Program for the rating sheet for the prejudged project portion of this event. All prejudged projects will be judged prior to the SLC and the top ten (10) project entries will perform the presentation portion of this event at the SLC.

Performance: All prejudged projects will be judged prior to the SLC and the top ten (10) project entries will perform the presentation portion of this event at the SLC. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. An Internet Connection will be available. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program. Projects must be received by the national office by the designated deadline via the upload link.

3D ANIMATION

JUDGING

Pre-judged entries will be screened to determine if members have complied with event eligibility guidelines and regulations. A panel of judges will evaluate the pre-judged entry prior to the SLC using the National Competitive Events Program rating sheet. A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the pre-judged component score and the performance score. Individuals must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

The number of awards presented at the State Leadership Conference is determined by judges and/or the number of entries. The maximum number is ten (10).

ACCOUNTING I

The accurate keeping of financial records is an ongoing activity in all types of businesses. This event provides recognition for FBLA members who have an understanding of and skill in basic accounting principles and procedures.

OVERVIEW

A one (1) hour written objective test will be administered based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

Participants may not have had more than two semesters or one semester in a block scheduling program of high school accounting instruction or its equivalent nor be enrolled or have completed any additional accounting courses. Participants may not have entered this event at a previous State Leadership Conference.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event. See above for participant regulations.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

ACCOUNTING II

The accurate keeping of financial records is a vital ongoing activity in all types of businesses. This event provides recognition for FBLA members who have demonstrated an understanding of and skill in accounting principles and procedures as applied to sole proprietorships, partnerships, and corporations.

OVERVIEW

A one (1) hour written objective test will be administered based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

Participants may not have entered this event at a previous State Leadership Conference.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

ADVERTISING

This event recognizes FBLA members who demonstrate an understanding of and skill in basic advertising principles and concepts.

OVERVIEW

A one (1) hour written objective test will be administered based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
                   Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
                   Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

AGRIBUSINESS

This event recognizes FBLA members who demonstrate an understanding of and skill in basic agribusiness concepts and procedures.

OVERVIEW

A one (1) hour written objective test will be administered based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
            Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
            Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

AMERICAN ENTERPRISE PROJECT

The Edward D. Miller Award recognizes FBLA chapters that develop projects within the school and/or community that increase understanding of and support for the American enterprise system by developing an information/education program.

OVERVIEW

This event is not offered at the Regional Conference. At the State Leadership Conference, the written PDF report must be received by the Competitive Events Committee by the deadline established in the General Guidelines section of this publication. All written PDF reports will be judged prior to the SLC and the top ten (10) reports will perform the presentation portion of the event at the SLC. Refer to the National Competitive Events Program for event guidelines and the rating sheets for both the written PDF report and performance portions of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: This event is not offered at the regional conference.

State: Each chapter may submit one (1) entry at the state conference.

National: The state will be represented by the top four (4) SLC chapter winners.

PROCEDURE

State: There is a written PDF report and performance portion in this event.

Written PDF Report: A PDF of the written report must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication. Follow all guidelines as listed in the National Competitive Event Program and the report format must follow the same sequence shown on the rating sheet. Refer to the National Competitive Events Program for the rating sheet for the written PDF report portion of this event. All written PDF reports will be judged prior to the SLC and the top ten (10) report entries will perform the presentation portion of this event at the SLC.

Performance: All prejudged projects will be judged prior to the SLC and the top ten (10) report entries will perform the presentation portion of this event at the SLC. Up to three (3) chapter members may participate in the performance. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation. All presentations will be presented directly from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program. Projects must be received by the national office by the designated deadline.

AMERICAN ENTERPRISE PROJECT

JUDGING

Written PDF reports will be screened to determine if chapters have complied with event eligibility guidelines and regulations. A panel of judges will evaluate the written PDF reports prior to the SLC using the National Competitive Events Program rating sheet. If the pre-judged chapter event report does not receive a minimum average judge score of 50 points, the entry will be disqualified and the entry will not be eligible for the performance round at the SLC.

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written PDF report score and the performance score. Chapters must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

The number of awards presented at the State Leadership Conference is determined by judges and/or number of entries. The maximum number is ten (10).

BANKING & FINANCIAL SYSTEMS

Understanding how financial institutions and financial consulting and advisory services operate is important to successful business ownership and management, as well as to personal financial success. This event provides recognition for FBLA members who demonstrate an understanding of and skill in the general operations of the various components of the financial service sector.

OVERVIEW

At the regional conference, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. Team members will take the test collaboratively. A non-graphing calculator will be provided online as part of the testing system.

At the State Leadership Conference, a collaborative one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each local chapter may submit four (4) entries consisting of an individual or team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top five (5) individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: A one (1) hour written objective test will be administered online by the local chapter. Teams will take one collaborative test. Test content is based upon listed National Competitive Event Program competencies.

State: There is an objective test and performance component to this event.

Objective test: A collaborative one (1) hour written objective test will be administered online. Teams will take one collaborative test. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

Performance: The top ten (10) individuals/teams with the highest test score will advance to the performance round. The performance component is a role-play case study consisting of a problem or scenario encountered in the banking or financial business community. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Participants must furnish their own pencils to take notes on the 4 x 6 note cards provided during the preparation time for the role play or case study. Twenty minutes will be allowed to review the case study. Seven (7) minutes will be allowed for the role-play performance. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

BANKING & FINANCIAL SYSTEMS

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. At the SLC, the top ten (10) individuals/teams with the highest score on the objective test will advance to the performance round. A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written test score and the performance score. All team members must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

BROADCAST JOURNALISM

This event recognizes FBLA members who demonstrate an understanding of and skill in broadcast journalism. The broadcast should reflect the students understanding of the topic with a proper research, effective writing, and quality broadcast presentation skills.

OVERVIEW

This event consists of a performance component where individual/team participants present their performance of a broadcast journalism topic as identified by the National Competitive Events Program. Refer to the National Competitive Events Program for the competitive event topic, event guidelines and rating sheet. There is only one round at the Regional and State levels.

STATE AND NATIONAL TOPIC

Refer to the National Competitive Events Program for this year's state and national topic.

ELIGIBILITY

Regional: Each local chapter may submit four (4) entries consisting of an individual or team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top three (3) individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. All participants will perform the presentation as a demonstration of their live broadcast. There is only one (1) round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet. The chapter must provide all equipment, visual aids, and/or presentation items. All presentations will be presented directly from a laptop/device only. A projector/screen is not permitted. Five (5) minutes will be allowed to set up equipment or presentation items. Seven (7) minutes will be allowed for the performance. The three (3) minute question-answer period will not occur at the regional level. The URL of the pre-recorded video presentation must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication.

State: All participants will perform the presentation as a demonstration of their live broadcast. There is only one (1) round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet. The chapter must provide all equipment, visual aids, and/or presentation items. All presentations will be presented directly from a laptop/device only. A projector/screen is not permitted. Five (5) minutes will be allowed to set up and remove equipment. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

BROADCAST JOURNALISM

National: See National Competitive Events Program.

JUDGING

A panel of judges will score participants based upon the National Competitive Event Program rating sheet. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

BUSINESS CALCULATIONS

Acquiring a high level of mathematics skill to solve business problems is a challenge for all prospective business employees. This event provides recognition for FBLA members who have an understanding of mathematical functions in business applications.

OVERVIEW

A one (1) hour written objective test will be administered based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
            Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
            Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

BUSINESS COMMUNICATION

Learning to communicate in a manner that is clearly understood by the receiver of the message is a major task of all business people. This event provides recognition for FBLA members who work toward improving their business communication skills of writing, speaking, and listening.

OVERVIEW

A one (1) hour written objective test will be administered based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference

BUSINESS ETHICS

Ethical decisions are essential in the business world and the workplace. This individual or team event recognizes FBLA members who demonstrate the ability to research an ethical issue in order to determine why the issue happened, how it should be resolved, and what could have prevented it.

OVERVIEW

At the regional conference, a 45-minute written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. Team members will take the test collaboratively.

At the State Leadership Conference, a 45-minute written objective test will be administered online based upon the competencies listed in the National Competitive Events Program and participants will submit a one-page case study summary in advance of the conference that will be prejudged. The top ten (10) individuals/teams with the highest objective test score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

STATE AND NATIONAL TOPIC

Refer to the National Competitive Events Program for this year's state and national topic.

ELIGIBILITY

Regional: Each chapter may submit four (4) entries consisting of an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top five (5) regional individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: At the regional conference, a 45-minute written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. Team members will take the test collaboratively. Test content is based upon competencies listed in the National Competitive Events Program.

State: There is an objective test, a pre-judged case study summary, and a performance component to this event.

Objective test: A 45-minute written objective test will be administered online. Team members will take the test collaboratively. Test content is based upon the competencies listed in the National Competitive Events Program. The top ten (10) individuals/teams with the highest objective test score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

Case Study Summary: A one-page summary of the case study PDF of the written report must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication. Refer to the National Competitive Events Program for the rating sheet for the case study summary portion of this event. All case study summaries will be judged prior to the SLC.

Performance: The top ten (10) individuals/teams with the highest test score will advance to the performance round. For the performance component competitors will present their findings and solutions to the case study they researched in advance of the conference. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. The case study summary will be screened to determine if chapters have complied with event eligibility guidelines and regulations. A panel of judges will evaluate the written case study summaries prior to the SLC using the National Competitive Events Program rating sheet. At the SLC, the top ten (10) individuals/teams with the highest score on the objective test will advance to the performance round. A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written test score, case study summary, score and the performance score. Students must participate in all three components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

BUSINESS FINANCIAL PLAN

Business financial planning is paramount to the success of any business enterprise. This event is designed to recognize FBLA members who possess the knowledge and skills needed to establish and develop a complete financial plan for a business venture. The financial plan must follow the topic requirements, be economically and financially sound, and have a realistic timeline. Participants apply their financial business decision-making skills, implement written & oral skills, and develop a familiarity with financial institutions.

OVERVIEW

This event is not offered at the Regional Conference. At the State Leadership Conference, the written PDF report must be received by the Competitive Events Committee by the deadline established in the General Guidelines section of this publication. All written PDF reports will be judged prior to the SLC and the top ten (10) reports will perform the presentation portion of the event at the SLC. Refer to the National Competitive Events Program for topic, event guidelines and the rating sheets for both the written PDF report and performance portions of this event. There is only one round of performance judging at the SLC.

STATE AND NATIONAL TOPIC

Refer to the National Competitive Events Program for this year's state and national topic.

ELIGIBILITY

Regional: This event is not offered at the regional conference.

State: Each local chapter may submit four (4) entries consisting of an individual or a team of two (2) or three (3) members in this event at the state conference. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

State: *Written PDF Report:* A PDF of the written report must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication. Follow all guidelines as listed in the National Competitive Event Program and the report format must follow the same sequence shown on the rating sheet. Refer to the National Competitive Events Program for the topic and rating sheet for the written PDF report portion of this event. All written PDF reports will be judged prior to the SLC and the top ten (10) report entries will perform the presentation portion of this event at the SLC.

           Performance: All prejudged projects will be judged prior to the SLC and the top ten (10) report entries will perform the presentation portion of this event at the SLC. There is only one (1) round of performance judging at the SLC. Refer to the National Competitive Events Program for the topic, performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program. Projects must be received by the national office by the designated deadline.

JUDGING

Written PDF reports will be screened to determine if chapters have complied with event eligibility guidelines and regulations. A panel of judges will evaluate the written PDF reports prior to the SLC using the National Competitive Events Program rating sheet. If the pre-judged report does not receive a minimum average judge score of 100 points, the entry will be disqualified and the entry will not be eligible for the performance round at the SLC.

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written PDF report score and the performance score. Individuals/teams must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

The number of awards presented at the State Leadership Conference is determined by the judges and/or number of entries. The maximum number is ten (10) awards.

BUSINESS LAW

This event provides recognition for FBLA members who are familiar with specific legal areas that most commonly affect personal and business relationships.

OVERVIEW

A one (1) hour written objective test will be administered based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

BUSINESS MANAGEMENT

Making critical decisions that provide the right direction and a winning position in today's business world is essential to good management. Business executives must make high-quality, nearly instantaneous decisions all the time. The ability to make the right decisions concerning vision, growth, resources, strengths, and weaknesses leads to a successful business. It is management's responsibility to manage for today and tomorrow, to manage for optimum efficiency, and to manage to compete in the marketplace.

OVERVIEW

At the regional conference, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. Individual/team members will take the test collaboratively. A non-graphing calculator will be provided online as part of the testing system.

At the State Leadership Conference, a collaborative one (1) hour written objective test will be administered based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each local chapter may submit four (4) entries consisting of an individual or team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top five (5) regional individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: A one (1) hour written objective test will be administered online. Teams will take one collaborative test. Test content is based upon competencies listed in the National Competitive Events Program.

State: There is an objective test and performance component to this event.

Objective test: A one (1) hour written objective test will be administered online. Teams will take one collaborative test. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

BUSINESS MANAGEMENT

Performance: The top ten (10) individual/teams with the highest test score will advance to the performance round. The performance component is a case study consisting of a problem or scenario encountered in the banking or financial business community. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Participants must furnish their own pencils to take notes on the 4 x 6 note cards provided during the preparation time for the role play or case study. Twenty (20) minutes will be allowed to review the case study. Seven (7) minutes will be allowed for the performance. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next ten (10) questions. At the SLC, the top ten (10) individuals/teams with the highest score on the objective test will advance to the performance round. A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written test and the performance score. Students must participate in both components of the event to qualify for recognition.   All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

BUSINESS PLAN

Business plans are an effective tool for evaluating, organizing, and selling a new business concept. A well-developed business plan can be a key component of a successful business start-up. This event recognized FBLA members that demonstrate an understanding and mastery of the process required to develop and implement a new business venture.

OVERVIEW

This event is not offered at the Regional Conference. At the State Leadership Conference, the written PDF report must be received by the Competitive Events Committee by the deadline established in the General Guidelines section of this publication. All written PDF reports will be judged prior to the SLC and the top ten (10) reports will perform the presentation portion of the event at the SLC. Refer to the National Competitive Events Program for event guidelines and the rating sheets for both the written PDF report and performance portions of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: This event is not offered at the regional conference.

State: Each local chapter may submit four (4) entries consisting of an individual or a team of two (2) or three (3) members in this event at the state conference. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

State: *Written PDF Report:* A PDF of the written report must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication. Follow all guidelines as listed in the National Competitive Event Program and the report format must follow the same sequence shown on the rating sheet. Refer to the National Competitive Events Program for the rating sheet for the written PDF report portion of this event. All written PDF reports will be judged prior to the SLC and the top ten (10) report entries will perform the presentation portion of this event at the SLC.

              Performance: All prejudged projects will be judged prior to the SLC and the top ten (10) report entries will perform the presentation portion of this event at the SLC. There is only one (1) round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program. Projects must be received by the national office by the designated deadline.

JUDGING

Written PDF reports will be screened to determine if chapters have complied with event eligibility guidelines and regulations. A panel of judges will evaluate the written PDF reports prior to the SLC using the National Competitive Events Program rating sheet. If the pre-judged report does not receive a minimum average judge score of 100 points, the entry will be disqualified and the entry will not be eligible for the performance round at the SLC.

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written PDF report score and the performance score. Individuals/teams must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

The number of awards presented at the State Leadership Conference is determined by the judges and/or number of entries. The maximum number is ten (10) awards.

BUSINESSPERSON OF THE YEAR

This event recognizes outstanding business leaders from the business sector who have contributed to the success of Future Business Leaders of America on the local, regional, state, and/or national levels.

OVERVIEW

This event is offered at the State Leadership Conference. The nomination form must be completed by the local chapter online through a link provided by Maryland FBLA. The nominee's resume (PDF format) will be uploaded when the nomination form is completed online and must include the bullets under the Guidelines section. The nomination form and resume must be received by the Competitive Events Committee by the deadline listed on the nomination form.

Nominees for state and national Businessperson of the Year must be selected in accordance with the regulations of the state chapter and national association. Nominees must be members of the business community. Persons who are students or full-time employees of educational institutions or departments of education are not eligible for this award; such nominees will be disqualified.

ELIGIBILITY

Regional: This event is not offered at the Regional Conference.

State: Each local chapter may make one (1) nomination for this award. The nominee must be a member of the business sector, not a student or educator.

PROCEDURE

1. The nominee must be a member of the business community. Persons who are full-time employees of educational institutions or departments of education shall not be nominated for the award unless the potential nominee is also a member of the business community; such nominees will be disqualified.

2. The nominee must not have won this award at a previous FBLA State Leadership Conference.

3. Criteria for selection of nominees should include, but do not be limited to:

    • Years of participation in FBLA-PBL activities
    • Promotion of FBLA-PBL through presentations and seminars
    • Contribution to chapter, region, or state chapter projects and activities
    • Financial assistance to local and/or state chapter(s)
    • Sponsorships of activities local and/or state chapter(s)

    The resume of each nominee must address all of the above areas.

AWARDS

The Businessperson of the Year will receive a special award at the State Leadership Conference and his/her name will be submitted for recognition at the National Leadership Conference.

BUSINESSPERSON OF THE YEAR

NOMINATION FORM

Each local chapter may nominate a member of its business community for consideration for recognition as the Businessperson of the Year at the State Leadership Conference. Nominations are to be received by the Competitive Events Committee by the deadline established in the General Guidelines section of this publication.

1. Complete the nomination form online (sample included below). The link for submitting the online entry form and other event materials will be posted to the MD FBLA website.

2. Upload a one-page resume (PDF format) that addresses all of the following items. If information is not available for a particular criterion, include a statement to that effect in the resume. Please note that this resume will most likely be different from the nominee's professional resume. The FBLA specific resume submitted should include basic personal information including work/professional experience, but the primary content of the resume must be the nominee's FBLA involvement and contributions (letters b. to f. below). Resumes greater than one page and/or information submitted in a format other than as a resume (i.e. narratives, biographies, reports, etc.) will be disqualified.

    a. Personal data (including background information)
    b. Years of participation in FBLA activities
    c. Promotion of FBLA through presentations and seminars
    d. Contribution to chapter, region, or state chapter projects and activities
    e. Financial assistance to local and/or state chapter(s)
    f. Sponsorship of activities for local and/or state chapter(s)

3. The nomination form (completed online) and one-page resume (PDF format) must be uploaded and received by the Competitive Events Committee by the deadline established in the General Guidelines section of this publication.

(Below is a sample Nomination Form. <mark>Do NOT complete this sample form</mark>. The actual entry form will be submitted online through a link provided in Appendix and on Maryland FBLA website.)

NAME OF NOMINEE: _____

TITLE: _____

CONTACT INFORMATION OF THE NOMINEE:
    COMPANY NAME: _____
    ADDRESS: _____
    CITY: _____ STATE: _____ ZIP: _____
    PHONE: _____ E-MAIL: _____

Will he/she attend the State Leadership Conference? Yes _____ No _____

If yes, is he/she interested in being a judge or workshop presenter?
        Yes _____ No _____

Name of chapter making nomination: _____

BUSINESSPERSON OF THE YEAR

Rating Sheet

Evaluation Item	Not Demonstrated	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Years of Participation in FBLA-PBL Activities					
	0	1 – 4	5 – 7	8 - 10	
Promotion of FBLA-PBL through Presentations, Seminars, and Community Activities					
Promotion through community activities	0	1 – 4	5 – 7	8 - 10	
Promotion through poster, leaflets, and written advertising	0	1 – 4	5 – 7	8 - 10	
Promotions through public appearances and presentations	0	1 – 4	5 – 7	8 - 10	
Financial Assistance to Local and/or State Chapter(s)					
Monetary or in-kind contributions or operational assistance	0	1	2 – 3	4 - 5	
Sponsorship of a competitive event at the State Leadership Conference	0	1	2 – 3	4 - 5	
Contribution to Chapter Projects and Activities					
Conference judging, workshops, advising, providing space	0	1 – 4	5 – 7	8 - 10	
Attendance at chapter meetings, advising, enhancing classroom experience	0	1 – 4	5 – 7	8 - 10	
Job shadowing, mentoring, employment, or professional experiences	0	1 – 4	5 – 7	8 - 10	
Offering fundraising opportunities	0	1 – 4	5 – 7	8 - 10	
Sponsorship of Activities					
Award sponsorships, purchase of ads, exhibit space	0	1 – 3	4 – 7	8 - 10	

Total Points   **/ 100 max.**

School: _____

City/County: _____

Judge's Signature: _____ Date: _____

Judge's Comments:

CLIENT SERVICE

This event provides members with an opportunity to develop and demonstrate skills in interacting with internal and external clients to provide an outstanding client service experience. The client service consultant engages clients in conversations regarding products, handles inquiries, solves problems, and uncovers opportunities for additional assistance. Participants develop speaking ability and poise through presentation as well as critical-thinking skills.

OVERVIEW

This event consists of an individual interactive simulation related to client service.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top three (3) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a live Zoom video meeting with judges and all participants will perform the role play presentation portion of this event at this level. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Participants must furnish their own pencils and paper/note cards for use during the preparation time for the role play or case study. Five (5) minutes will be allowed to interact with a panel of judges and demonstrate how he/she would solve the problem.

State: All participants will perform the role play presentation portion of this event at the SLC. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Participants must furnish their own pencils to take notes on the 4 x 6 note cards provided during the preparation time for the role play or case study. Five (5) minutes will be allowed to interact with a panel of judges and demonstrate how he/she would solve the problem. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will score participants based upon the National Competitive Event Program rating sheet. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

CODING AND PROGRAMMING

Certain types of processes require that each record in a file be processed. This event focuses on these procedural style processing systems. This event tests the programmer's coding skill in designing a useful, efficient, and effective program.

OVERVIEW

A panel of judges will judge each student's performance in explaining the usability and functionality of the product during the event demonstration. Refer to the National Competitive Events Program for topic, event guidelines and the rating sheets for the demonstration/performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top three (3) individual winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. All participants will perform the presentation portion of this event as a demonstration of their project. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. The chapter must provide all equipment for the presentation and shall present from a laptop/device. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. The three (3) minute question-answer period will not occur at the regional level. The URL of the pre-recorded video presentation must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication.

State: All participants will perform the presentation portion of this event as a demonstration of their project. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance with a three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will score participants based upon the National Competitive Event Program rating sheet. All judges' decisions are final.

CODING AND PROGRAMMING

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

COMMUNITY SERVICE PROJECT

This event recognizes FBLA chapters that successfully implement community service projects to serve the citizens of their community.

OVERVIEW

This event is not offered at the Regional Conference. At the State Leadership Conference, the written PDF report must be received by the Competitive Events Committee by the deadline established in the General Guidelines section of this publication. All written PDF reports will be judged prior to the SLC and the top ten (10) reports will perform the presentation portion of the event at the SLC. Refer to the National Competitive Events Program for event guidelines and the rating sheets for both the written PDF report and performance portions of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: This event is not offered at the regional conference.

State: Each chapter may submit one (1) entry at the state conference.

National: The state will be represented by the top four (4) SLC chapter winners.

PROCEDURE

State: There is a written PDF report and performance portion in this event.

Written PDF Report: A PDF of the written report must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication. Follow all guidelines as listed in the National Competitive Event Program and the report format must follow the same sequence shown on the rating sheet. Refer to the National Competitive Events Program for the rating sheet for the written PDF report portion of this event. All written PDF reports will be judged prior to the SLC and the top ten (10) report entries will perform the presentation portion of this event at the SLC.

Performance: All prejudged projects will be judged prior to the SLC and the top ten (10) report entries will perform the presentation portion of this event at the SLC. Up to three (3) chapter members may participate in the performance. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program. Projects must be received by the national office by the designated deadline.

COMMUNITY SERVICE PROJECT

JUDGING

Written PDF reports will be screened to determine if chapters have complied with event eligibility guidelines and regulations. A panel of judges will evaluate the written PDF reports prior to the SLC using the National Competitive Events Program rating sheet. If the pre-judged chapter event report does not receive a minimum average judge score of 50 points, the entry will be disqualified and the entry will not be eligible for the performance round at the SLC.

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written PDF report score and the performance score. Chapters must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

The number of awards presented at the State Leadership Conference is determined by judges and/or number of entries. The maximum number is ten (10).

COMPUTER APPLICATIONS

Knowledge of computer applications is a necessity in today's high-tech business world. Employees must be able to apply various computer applications in a business environment. This event provides recognition for FBLA members who can most efficiently demonstrate computer application skills.

OVERVIEW

At the regional and state conferences, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

At the 2022 State Leadership Conference, a production test will not be administered.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one (1) hour written objective test will be administered online by the local chapter. Test content is based upon competencies listed in the National Competitive Events Program.

State: A one (1) hour written objective test will be administered online by the local chapter. Test content is based upon competencies listed in the National Competitive Events Program. A production test will not be administered.

National: See National Competitive Events Program. The production test must be received by the national office by the designated deadline.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards for this event are presented at the State Leadership Conference.

COMPUTER GAME & SIMULATION PROGRAMMING

Interactive computer games and simulations are widely used in a variety of business and educational disciplines. Buried within many of these programs is a message that advances the player's experience from simple entertainment to edutainment. This event tests the programmer's skill in designing a functional interactive simulation/game that will both entertain and educate/inform the player.

OVERVIEW

A panel of judges will judge each student's performance in explaining the usability and functionality of the product during the event demonstration. Refer to the National Competitive Events Program for topic, event guidelines and the rating sheets for the demonstration/performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top three (3) individual winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. All participants will perform the presentation portion of this event as a demonstration of their project. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. The chapter must provide all equipment for the presentation and shall present from a laptop/device. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. The three (3) minute question-answer period will not occur at the regional level. The URL of the pre-recorded video presentation must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication.

State: All participants will perform the presentation portion of this event as a demonstration of their project. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will score participants based upon the National Competitive Event Program rating sheet. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to the regional winners.

Ten (10) awards are presented at the State Leadership Conference.

COMPUTER PROBLEM SOLVING

Having a broad base of knowledge and competencies in core hardware and operating system technologies including installation, configuration, diagnostics, preventative maintenance, and basic networking is an important element for today's computer savvy individual.

OVERVIEW

A one (1) hour written objective test will be administered based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

CYBER SECURITY

With the increased use of the Internet for browsing, researching, information gathering, and e-commerce, information and cyber security has become a growing concern for businesses throughout our global economy. This event recognizes FBLA members who understand security needs for technology.

OVERVIEW

A one (1) hour written objective test will be administered based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

DATA ANALYSIS

Data analysis is a process of inspecting and modeling data with the goal of discovering useful information, identifying trends, and making informed decisions/conclusions. This event provides recognition for FBLA members who demonstrate the ability to research a topic involving datasets, analyze data, and present their findings.

OVERVIEW

At the Regional Conference and State Leadership Conference, all entries will present their findings and solutions to a panel of judges based on researching the topic prior to the conference.   Refer to the National Competitive Events Program for the topic, event guidelines, and rating sheets for the performance portion of this event. There is only one round of performance judging at the Regional Conference and SLC.

STATE AND NATIONAL TOPIC

Refer to the National Competitive Events Program for this year's state and national topic.

ELIGIBILITY

Regional: Each local chapter may submit four (4) entries created by an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top three (3) individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. All participants (individual or team) will perform one round of the presentation portion of this event at the Regional Conference. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop. A projector/screen is not permitted.   Seven (7) minutes will be allowed for the performance. The three (3) minute question-answer period will not occur at the regional level. The URL of the pre-recorded video presentation must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication.

State: All participants (individual or team) will perform the presentation portion of this event at the SLC. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

DATABASE DESIGN & APPLICATIONS

Databases are necessary to organize data and information in business. This event recognizes FBLA members who demonstrate that they have acquired entry level skills for understanding database usage and development in business.

OVERVIEW

At the regional and state conferences, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

At the 2022 State Leadership Conference, a production test will not be administered.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one (1) hour written objective test will be administered online by the local chapter. Test content is based upon competencies listed in the National Competitive Events Program.

State: A one (1) hour written objective test will be administered online by the local chapter. Test content is based upon competencies listed in the National Competitive Events Program. A production test will not be administered.

National: See National Competitive Events Program. The production test must be received by the national office by the designated deadline.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards for this event are presented at the State Leadership Conference.

DIGITAL VIDEO PRODUCTION

Digital video has become a prominent and effective way of conveying new ideas and products. This event provides recognition for FBLA members who demonstrate the ability to create an effective video to present an idea to a specific audience. All video content must be original and competitors may not use previously published video clips in their submission.

OVERVIEW

This event is not offered at the Regional Conference. At the State Leadership Conference, a prejudged project will be evaluated by a panel of judges in advance of the SLC. Refer to the National Competitive Events Program for the topic, event guidelines and rating sheets for both the project and performance portions of this event. The video production should be no longer than two (2) minutes in length. There is only one round of performance judging at the SLC.

STATE AND NATIONAL TOPIC

Refer to the National Competitive Events Program for this year's state and national topic.

ELIGIBILITY

Regional: This event is not offered at the regional conference.

State: Each local chapter may submit four (4) entries created by an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

State: *Pre-judged video:* The website must be available for viewing on the Internet at the time of judging and not changed after the submission deadline date. The URL must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication. Follow all guidelines as listed in the National Competitive Event Program. Refer to the National Competitive Events Program for the rating sheet for the video portion of this event. All videos will be judged prior to the SLC and the top ten (10) videos will perform the presentation portion of this event at the SLC.

             Performance: All prejudged projects will be judged prior to the SLC and the top ten (10) video entries will perform the presentation portion of this event at the SLC. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. Participants should show the video during the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program. Projects must be received by the national office by the designated deadline via the upload link.

DIGITAL VIDEO PRODUCTION

JUDGING

The video URL will be screened to determine if chapters have complied with event eligibility guidelines and regulations. A panel of judges will evaluate the video prior to the SLC using the National Competitive Events Program rating sheet. A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Students must participate in both components of the event to qualify for recognition. Final rank is determined by totaling the pre-judged video project and the performance score. Students must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

The number of awards presented at the State Leadership Conference is determined by judges and/or number of entries. The maximum number is ten (10).

☰ E-BUSINESS

One critical element in a business' success in today's global market is the ability to sell products and services to the consumer via the Internet. This event recognizes FBLA members who have developed proficiency in the creation and design of web commerce sites.

OVERVIEW

This event consists of a performance where the individual or team participants explain the usability and functionality of the product during the event demonstration. Refer to the National Competitive Events Program for topic, event guidelines and the rating sheet for the demonstration/performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each chapter may submit four (4) entries consisting of an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top three (3) regional individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. All participants will perform the presentation portion of this event as a demonstration of their project. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. The three (3) minute question-answer period will not occur at the regional level.

State: All participants will perform the presentation portion of this event as a demonstration of their project. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance with a three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will score participants based upon the National Competitive Event Program rating sheet. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

ECONOMICS

This event provides recognition for FBLA members who can identify, understand, and apply economic principles to contemporary social, political, and ecological problems.

OVERVIEW

A one (1) hour written objective test will be administered based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

ELECTRONIC CAREER PORTFOLIO

An electronic career portfolio is a collection of work that tells the story of an individual including achievements, growth, vision, reflection, skills, experience, education, training, and career goals. This tool gives a complete picture of an individual beyond what a letter of application and resume can provide.

OVERVIEW

A panel of judges will judge each student's performance in explaining the Electronic Career Portfolio. Refer to the National Competitive Events Program for event guidelines and the rating sheet for this event. The portfolio should display samples of your work, achievements, and accomplishments you would refer to in an interview. Electronic portfolios use interactive multimedia to increase the range and type of materials that can be included as evidence of learning.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top three (3) individual winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. All participants will perform the presentation portion of this event as a demonstration of their Electronic Career Portfolio. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. The chapter must provide all equipment for the presentation and shall present from a laptop. A projector/screen is not permitted. Five (5) minutes will be allowed to set up and remove the equipment. Seven (7) minutes will be allowed for the performance. The three (3) minute question-answer period will not occur at the regional level.

State: All participants will perform the presentation portion of this event as a demonstration of their Electronic Career Portfolio. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

ENTREPRENEURSHIP

Owning and managing a business is the goal of many Americans. This event recognizes FBLA members who demonstrate that they possess the knowledge and skills needed to establish and manage a business. This event is based on team rather than individual participation. In addition to learning and applying business decision-making skills, team participants develop speaking ability and poise through oral presentations.

OVERVIEW

At the regional conference, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. Individuals/team members will take the test collaboratively. A non-graphing calculator will be provided online as part of the testing system.

At the State Leadership Conference, a collaborative one (1) hour written objective test will be administered online by the local chapter. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each chapter may submit four (4) entries consisting of an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top five (5) regional individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: A one (1) hour written objective test will be administered online by the local chapter. Teams will take one collaborative test. Test content is based upon competencies listed in the National Competitive Events Program.

State: There is an objective test and performance component to this event.

Objective test: A one (1) hour written objective test will be administered online. Teams will take one collaborative test. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

Performance: The top ten (10) individuals/teams with the highest test score will advance to the performance round. The performance component is a case study with a decision-making problem encountered by entrepreneurs in one or more of the following areas: business planning, human relations, financial management, and marketing. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Participants must furnish their own pencils to take notes on the 4 x 6 note cards provided during the preparation time for the role play or case study. Twenty (20) minutes of prep time will be allowed to review the case study. Seven (7) minutes will be allowed for the performance. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

ENTREPRENEURSHIP

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. At the SLC, the top ten (10) individuals/teams with the highest score on the objective test will advance to the performance round. A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written test score and the performance score. Students must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

FUTURE BUSINESS LEADER

Alan M. Rzepkowski Award

This events honor outstanding FBLA members who have demonstrated leadership qualities, participation in FBLA, and evidence of knowledge and skills essential for successful careers in business.

OVERVIEW

At the regional conference, a one (1) hour written objective test will be administered online by the local chapter based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided.

At the State Leadership Conference, a one (1) hour written objective test will be administered online by the local chapter. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) competitors will also participate in the interview round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion. There is only one round of performance judging at the SLC.

ELIGIBILITY

A member may enter this event **and** one individual or team event at the regional and state level. If a member places in the top four at the state level in Future Business Leader, the member may only advance to the national level for the Future Business Leader event. If a member also places in the top four at the state level in their other individual or team event, they shall forego entering that event at the national level.

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter. Test content is based upon competencies listed in the National Competitive Events Program.

State: A one (1) hour written objective test will be administered online by the local chapter. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided. The top ten (10) test score participants will be scheduled for a 10-minute interview at SLC. The adviser must upload to the Blue Panda conference registration system, a PDF of the student's one-page cover letter for the award and a brief resume not to exceed two (2) pages by the deadline established in this publication. The student must bring one (1) copy of the cover letter and resume to the interview. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of the event. The link for submitting the online entry form and other event materials will be posted to the MD FBLA website. There is only one round of performance judging at SLC. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program. Cover letter and resume must be received by the national office by the designated deadline.

FUTURE BUSINESS LEADER

Alan M. Rzepkowski Award

JUDGING

The test will be graded by an online testing firm for the regional and state conference. At the SLC, there will be a 80/20 weight on the interview and written test. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. Students must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards for this event are presented at the State Leadership Conference.

GOLD SEAL CHAPTER AWARD OF MERIT
Hollis and Kitty Guy Award

The Hollis and Kitty Guy Award recognizes outstanding local chapters that have actively participated in projects and programs identified with the goals of FBLA-PBL.

ELIGIBILITY

All active local chapters are eligible. Each local chapter must:

1. Upload a copy of the Local Chapter Annual Business Report and entry form following the instructions in the Local Chapter Annual Business Report section of this handbook.
2. Complete and submit online the Gold Seal Chapter Award of Merit nomination form (sample included below) to the Competitive Events Committee to be received by the deadline established in the General Guidelines section of this publication. The link for submitting the online entry form and other event materials is in the Appendix of this document.
3. Be on record in the FBLA national office as paying dues for at least five members by October 20 of the current school year.
4. Have at least five (5) student members complete the activities of the Business Achievement Awards Program in the current school year and submit the required paperwork to National FBLA-PBL to receive the award.
5. Submit a candidate for Businessperson of the Year
6. Have at least five (5) student members attend the State Fall Leadership Conference for the current school year.
7. Meet a minimum of three suggested criteria listed under guidelines.

GUIDELINES

The suggested criteria for the Gold Seal Chapter Award of Merit will serve as a guide for the judges in the evaluation process. Criteria may include:

- ❑ Maintained or increased local chapter membership over last year's total and submit to National FBLA the Membership Achievement Award application
- ❑ Participated in FBLA Week and submitted the FBLA Week Entry Form to Maryland FBLA
- ❑ Planned and conducted visitations to business and industry
- ❑ Involved businesspersons and other professionals in chapter activities
- ❑ Conducted a Community Service Project
- ❑ Conducted a FBLA public relations program in the school and community and documented the activities with newspaper clippings and reports of radio/TV coverage
- ❑ Participated in the LifeSmarts event
- ❑ Participated in one of the two Virtual Business Challenge events
- ❑ Submitted an article to the Maryland FBLA state newsletter

Upon receipt of the entry form, the judges will audit state office records for adherence to regulations.

AWARDS

State: The number of awards presented at the State Leadership Conference is determined by the number of nominations verified by the judges.

National: Maryland State FBLA may enter up to 15 percent of its total active chapters for national honors.

GOLD SEAL CHAPTER AWARD OF MERIT

Hollis and Kitty Guy Award

ENTRY FORM

5. Complete the information requested below online using a link provided by Maryland FBLA.

6. Paid state and national dues by October 20 for at least five (5) members. List the names of these members.

7. Upload a copy of the Local Chapter Annual Business Report and entry form following the instructions in the Local Chapter Annual Business Report section of this handbook. The state judges' score on the Local Chapter Annual Business Report must be a minimum score of 50 points.

8. Have at least five (5) student members complete the activities of the Business Achievement Awards Program in the current school year and submit the required paperwork to National FBLA-PBL to receive the award. Indicate the names of the students and award level. Upload a copy of the confirmation page or student's completion certificate received from National FBLA-PBL.

9. Submit a candidate for Businessperson of the Year (submit form and required documentation)

10. Have at least five (5) student members attend the State Fall Leadership Conference for the current school year. Indicate the names of five (5) student members who attended the State Fall Leadership Conference.

11. List the pages of your Local Chapter Annual Business Report that support at least <u>three</u> of the following suggested criteria:

Page #	
	a. Maintained or increased local chapter membership over last year's total and submit to National FBLA the Membership Achievement Award application. (upload a PDF of the confirmation page received from National FBLA-PBL)
	b. Participated in FBLA Week and submitted the FBLA Week Entry to Maryland FBLA
	c. Planned and conducted visitations to business and industry
	d. Involved businesspersons and other professionals in chapter activities
	e. Conducted a Community Service Project
	f. Conducted a FBLA public relations program in the school and community and documented the activities with newspaper clippings and reports of radio/TV coverage (documentation must be included in Annual Report)
	g. Participated in the LifeSmarts event. List student(s) names
	h. Participated in one of the two Virtual Business Challenge events. List student(s) names
	i. Submitted an article to the Maryland FBLA state newsletter (upload a PDF of the article submitted)

12. This form, your Local Chapter Annual Business Report, and any other required information must be uploaded via the link that will be posted on Maryland FBLA's website by the deadline established in the General Guidelines section of this publication.

![Graphic Design logo] **GRAPHIC DESIGN**

This event provides recognition to FBLA members who can most effectively demonstrate visual graphic skills in the areas of desktop publishing, publication design, creativity, and decision making.

OVERVIEW

This event consists of a performance component where individual or team participants create a graphic design and present their design to a panel of judges. Refer to the National Competitive Events Program for the topic, event guidelines and rating sheet. There is only one round at the Regional and State levels.

STATE AND NATIONAL TOPIC

Refer to the National Competitive Events Program for this year's state and national topic.

ELIGIBILITY

Regional: Each chapter may submit four (4) entries consisting of an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top three (3) regional individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. All participants will perform the presentation portion of this event as a demonstration of their graphic design. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. The three (3) minute question-answer period will not occur at the regional level.

State: All participants will perform the presentation portion of this event as a demonstration of their graphic design. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

HEALTH CARE ADMINISTRATION

Health care administrators manage the business side of health service, ensuring the effective use of resources to ensure the best medical care to the community. These skills include managing office activities, enhancing communication skills, identifying legal and ethical issues in health care practices, managing financial functions, and enhancing employable skills. This event recognizes FBLA members who have the ability to help people in the health care field.

OVERVIEW

A one (1) hour written objective test will be administered online by the local chapter based upon the competencies listed in the National Competitive Events Program. A non-graphic calculator will be provided.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

HELP DESK

The ability to provide technical assistance to the users of computer hardware and software is essential to the success of any organization and its continued operation. This event provides recognition for FBLA members who demonstrate an understanding of and ability to provide technical assistance to end users.

OVERVIEW

At the regional conference, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

At the State Leadership Conference, a one (1) hour written objective test will be administered online by the local chapter. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one (1)-hour written objective test will be administered online by the local chapter. Test content is based upon competencies listed in the National Competitive Events Program.

State: There is an objective test and performance component to this event.

Objective test: A one (1) hour written objective test will be administered online by the local chapter. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

Performance: The top ten (10) individuals with the highest test score will advance to the performance round. The performance component is a role play with a scenario encountered by a help desk. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Participants must furnish their own pencils to take notes on the 4 x 6 note cards provided during the preparation time for the role play or case study. Ten (10) minutes will be allowed to review the scenario. Five (5) minutes will be allowed for the role play and interaction with a panel of judges. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. At the SLC, a panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written test score and the performance score. Students must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

HOSPITALITY AND EVENT MANAGEMENT

Hospitality and event management is an important aspect of business and society. This event recognizes FBLA members who have the ability to help other people enjoy both leisure and business travel and events.

OVERVIEW

At the regional conference, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. Individual/team members will take the test collaboratively. A non-graphing calculator will be provided.

At the State Leadership Conference, a collaborative one (1) hour written objective test will be administered online by the local chapter. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each chapter may submit four (4) entries consisting of an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top five (5) regional individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: A one (1) hour written objective test will be administered online. Teams will take one collaborative test. Test content is based upon competencies listed in the National Competitive Events Program.

State: There is an objective test and performance component to this event.

Objective test: A one (1) hour written objective test will be administered online. Teams will take one collaborative test. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

Performance: The top ten (10) individuals/teams with the highest test score will advance to the performance round. The performance component is a case study consisting of a problem or scenario encountered in the hospitality management industry. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Participants must furnish their own pencils to take notes on the 4 x 6 note cards provided during the preparation time for the role play or case study. Twenty (20) minutes will be allowed to review the case study. Seven (7) minutes will be allowed for the performance. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. At the SLC, the top ten (10) individuals/teams with the highest score on the objective test will advance to the performance round. A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written test and the performance score. Students must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

HUMAN RESOURCE MANAGEMENT

Human resource management is the approach to effective and efficient management of people within organizations, focusing on policies and systems. The role of human resource management is to manage the people within a workplace to achieve the organization's mission and reinforce the culture. This event recognizes FBLA members who understand effective human resource management policies, strategies, and practices.

OVERVIEW

A one (1) hour written objective test will be administered online by the local chapter based upon the competencies listed in the National Competitive Events Program. A non-graphic calculator will be provided.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
            Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
            Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

IMPROMPTU SPEAKING

The ability to express one's thoughts without prior preparation is a valuable asset, as are poise, self-confidence, and organization of facts. This event recognizes FBLA members who develop qualities of business leadership by combining quick and clear thinking with conversational speaking.

OVERVIEW

Participants will be given a topic related to one or more of the following: FBLA-PBL goals, activities, current national programs, current events, and/or relevant business topics. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the Regional Conference and SLC.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top three (3) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a live Zoom video meeting with judges at the regional level. Participants will be given a topic and will have ten (10) minutes to prepare their speech. The speech should be four (4) minutes in length. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the Regional Conference.

State: Participants will be given a topic and will have ten (10) minutes to prepare their speech. The speech should be four (4) minutes in length. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC. Members will not be sequestered. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

INSURANCE & RISK MANAGEMENT

This event provides recognition for FBLA members who demonstrate an understanding of and skill in basic insurance and risk management principles and procedures.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

INTERNATIONAL BUSINESS

The international 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. International business also provides new markets and investment opportunities as well as promotion of better relationships.

OVERVIEW

At the regional conference, a collaborative one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. Individuals/team members will take the test collaboratively. A non-graphing calculator will be provided.

At the State Leadership Conference, a collaborative one (1) hour written objective test will be administered online by the local chapter. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each chapter may submit four (4) entries consisting of an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top five (5) regional individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: A one (1) hour written objective test will be administered online by the local chapter. Teams will take one collaborative test. Test content is based upon competencies listed in the National Competitive Events Program.

State: There is an objective test and performance component to this event.

Objective test: A one (1) hour written objective test will be administered online by the local chapter. Teams will take one collaborative test. Test content is based upon listed National Competitive Events Program competencies. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

Performance: The top ten (10) individuals/teams with the highest test score will advance to the performance round. The performance component is a case study consisting of a problem encountered in the international/global arena. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Participants must furnish their own pencils to take notes on the 4 x 6 note cards provided during the preparation time for the role play or case study. Twenty minutes will be allowed to review the case study. Seven (7) minutes will be allowed for the performance. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written test score and the performance score. Students must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards for this event are presented at the State Leadership Conference.

INTRODUCTION TO BUSINESS COMMUNICATION

Learning to communicate in a manner that is clearly understood by the receiver of the message is a major task of all businesspeople. This event provides recognition for FBLA members who are working toward improving their business communication skills of writing, speaking, and listening.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. Only members enrolled in grades 9 through 10 are eligible for this event.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event. Only members enrolled in grades 9 through 10 are eligible for this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

Introduction to Business Concepts

The American business enterprise system functions more effectively when participants are properly trained to make good business decisions. This event provides recognition for FBLA members who demonstrate an understanding of the American business enterprise system and its effect on consumer, employees, and entrepreneurs.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. Only members enrolled in grades 9 through 10 are eligible for this event.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event. Only members enrolled in grades 9 through 10 are eligible for this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

INTRODUCTION TO BUSINESS PRESENTATION

Using technology to support a presentation can significantly enhance a business leader's effectiveness. This event provides recognition for FBLA members who demonstrate the ability to deliver an effective business presentation while using multimedia presentation technology.

OVERVIEW

At the Regional Conference and State Leadership Conference, all entries will present their multimedia presentation to a panel of judges. Refer to the National Competitive Events Program for the topic, event guidelines, and rating sheets for the performance portion of this event. There is only one round of performance judging at the Regional Conference and SLC. Only members enrolled in grades 9 through 10 are eligible for this event.

STATE AND NATIONAL TOPIC

Refer to the National Competitive Events Program for this year's state and national topic.

ELIGIBILITY

Regional: Each local chapter may submit four (4) entries created by an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level. Only members enrolled in grades 9 through 10 are eligible for this event.

State: Each region may enter the top three (3) individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. All participants (individual or team) will perform one round of the presentation portion of this event at the Regional Conference. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. The three (3) minute question-answer period will not occur at the regional level.

State: All participants (individual or team) will perform the presentation portion of this event at the SLC. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

INTRODUCTION TO BUSINESS PROCEDURES

Competency in performing daily tasks is a necessity in business. This event provides recognition for FBLA members who posse knowledge of basic skills and procedures and the ability to make intelligent business decisions.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. Only members enrolled in grades 9 through 10 are eligible for this event.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event. Only members enrolled in grades 9 through 10 are eligible for this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

INTRODUCTION TO EVENT PLANNING

In this event, members will focus on customer service and management skills for successful event planning. Focus is specifically placed on event staffing; the legal aspects of event planning; convention management; designing and executing an event; crowd control; event pricing and budgeting; and supply chain management for events. This event provides recognition for FBLA members who are interested in the field of event planning and management.

OVERVIEW

At the regional conference, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. Individuals/team members will take the test collaboratively. A non-graphing calculator will be provided. Only members enrolled in grades 9 through 10 are eligible for this event.

At the State Leadership Conference, a collaborative one (1) hour written objective test will be administered online by the local chapter. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each chapter may submit four (4) entries consisting of an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level. Only members enrolled in grades 9 through 10 are eligible for this event.

State: Each region may enter the top five (5) regional individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: A one (1) hour written objective test will be administered online by the local chapter. Teams will take one collaborative test. Test content is based upon listed National Competitive Event Program competencies.

State: There is an objective test and performance component to this event.

Objective test: A one (1) hour written objective test will be administered online by the local chapter. Teams will take one collaborative test. Test content is based upon listed National Competitive Event Program competencies. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

Performance: The top ten (10) individuals/teams with the highest test score will advance to the performance round. The performance component is a case study consisting of a scenario encountered in the event planning industry. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Participants must furnish their own pencils to take notes on the 4

x 6 note cards provided during the preparation time for the role play or case study. Twenty (20) minutes will be allowed to review the case study. Seven (7) minutes will be allowed for the performance. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written test score and the performance score. Students must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

![logo] Introduction to FBLA

Members in FBLA should be knowledgeable about the association and the information found in the official publications. This event provides recognition for FBLA members who are interested in learning about the background and current information of FBLA-PBL.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. Only members enrolled in grades 9 through 10 are eligible for this event.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event. Only members enrolled in grades 9 through 10 are eligible for this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter. Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter. Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

INTRODUCTION TO FINANCIAL MATH

Acquiring the ability to solve common business mathematical problems is a basic skill needed by all prospective business employees. This event provides recognition for FBLA members who have an understanding of basic math functions needed in business.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. Only members enrolled in grades 9 through 10 are eligible for this event.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event. Only members enrolled in grades 9 through 10 are eligible for this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

INTRODUCTION TO **I**NFORMATION **T**ECHNOLOGY

Successful business leaders must understand the impact of technology and how to effectively harness it to drive business. This event provides recognition for FBLA members who demonstrate an understanding of basic communication skills and concepts.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. Only members enrolled in grades 9 through 10 are eligible for this event.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event. Only members enrolled in grades 9 through 10 are eligible for this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
              Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

INTRODUCTION TO PARLIAMENTARY PROCEDURE

This event recognizes FBLA members who demonstrate knowledge of basic principles of parliamentary procedure along with an understanding of FBLA's organization and procedures.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. Only members enrolled in grades 9 through 10 are eligible for this event.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event. Only members enrolled in grades 9 through 10 are eligible for this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

INTRODUCTION TO PUBLIC SPEAKING

This event recognizes FBLA members who are beginning to develop qualities of business leadership by developing effective speaking skills.

OVERVIEW

Participants will prepare a four (4) minute speech of a business nature that is developed from one or more of the nine (9) FBLA-PBL goals. Refer to the National Competitive Events Program for the goals, event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the Regional Conference and SLC. Only members enrolled in grades 9 through 10 are eligible for this event.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event. Only members enrolled in grades 9 through 10 are eligible for this event.

State: Each region may enter the top three (3) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. Participants will prepare a four (4) minute speech of a business nature that is developed from one or more of the nine (9) FBLA-PBL goals. Refer to the National Competitive Events Program for the goals, event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the Regional Conference and SLC. The URL of the pre-recorded video presentation must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication.

State: Participants will prepare a four (4) minute speech of a business nature that is developed from one or more of the nine (9) FBLA-PBL goals. Refer to the National Competitive Events Program for the goals, event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the Regional Conference and SLC. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

INTRODUCTION TO SOCIAL MEDIA STRATEGY

Social Media is an integral component of a successful marketing strategy for business. Effectively using social media for a successful campaign involves, among other components, unique content, proper research methodology; creative graphics; multiple platforms; & a call-to-action. This event consists of a presentation.

OVERVIEW

At the Regional Conference and State Leadership Conference, all entries will present their campaign to a panel of judges. Refer to the National Competitive Events Program for the topic, event guidelines, and rating sheets for the performance portion of this event. There is only one round of performance judging at the Regional Conference and SLC. Only members enrolled in grades 9 through 10 are eligible for this event.

STATE AND NATIONAL TOPIC

Refer to the National Competitive Events Program for this year's state and national topic.

ELIGIBILITY

Regional: Each local chapter may submit four (4) entries created by an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level. Only members enrolled in grades 9 through 10 are eligible for this event.

State: Each region may enter the top three (3) individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. All individual/team participants will perform one round of the presentation portion of this event at the Regional Conference. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. The three (3) minute question-answer period will not occur at the regional level. The URL of the pre-recorded video presentation must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication.

State: All individual or team participants will perform the presentation portion of this event at the SLC. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

JOB INTERVIEW

This event recognizes FBLA members who demonstrate proficiency in applying for employment in business.

OVERVIEW

This event consists of two (2) parts: a cover letter and resume; and an interview. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the Regional Conference and SLC.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top three (3) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: The adviser must upload to the Blue Panda conference registration system, a PDF of the student's one-page cover-letter and a brief resume not to exceed two (2) pages by the deadline established in this publication. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. A ten (10) minute virtual interview via Zoom will be completed by a group of judges. There is only one round of performance judging at the Regional Conference.

State: A ten (10) minute interview will be completed by a group of judges. There is only one round of performance judging at the SLC. The adviser must upload to the Blue Panda conference registration system, a PDF of the student's one-page cover-letter and a brief resume not to exceed two (2) pages by the deadline established in this publication. The student must bring one (1) copy of the cover letter and resume to the interview. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of the event. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program. Cover letter and resume must be received by the national office by the designated deadline.

JUDGING

A panel of judges serving as personnel professionals will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. All judges' decisions are final. .

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

JOURNALISM

This event recognizes FBLA members who demonstrate an understanding of and skill in basic journalism principles and concepts.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
            Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
            Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

LOCAL CHAPTER ANNUAL BUSINESS REPORT

Hamden L. Forkner Award

Business reports are used extensively in business to inform management, staff, stockholders, and the general public about all aspects of the business. The Hamden L. Forkner Award recognizes FBLA chapters that effectively summarize the year's activities. This event provides participants with valuable experience in preparing annual business reports. The report should include the chapter's program of work and should describe activities that were conducted between the start of the previous SLC and the current SLC.

OVERVIEW

This event is not offered at the Regional Conference. At the State Leadership Conference, the written PDF report must be received by the Competitive Events Committee by the deadline established in the General Guidelines section of this publication. All written PDF reports will be judged prior to the SLC and the top ten (10) reports will perform the presentation portion of the event at the SLC. Refer to the National Competitive Events Program for event guidelines and the rating sheets for both the written PDF report and performance portions of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: This event is not offered at the regional conference.

State: Each chapter may submit one (1) entry at the state conference.

National: The state will be represented by the top four (4) SLC chapter winners.

PROCEDURE

State: There is a written PDF report and performance portion in this event.

Written PDF Report: A PDF of the written report must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication. Follow all guidelines as listed in the National Competitive Event Program and the report format must follow the same sequence shown on the rating sheet. Refer to the National Competitive Events Program for the rating sheet for the written PDF report portion of this event. All written PDF reports will be judged prior to the SLC and the top ten (10) report entries will perform the presentation portion of this event at the SLC.

Performance: All prejudged projects will be judged prior to the SLC and the top ten (10) report entries will perform the presentation portion of this event at the SLC. Up to three (3) chapter members may participate in the performance. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program. Projects must be received by the national office by the designated deadline.

JUDGING

Written PDF reports will be screened to determine if chapters have complied with event eligibility guidelines and regulations. A panel of judges will evaluate the written PDF reports prior to the SLC using the National Competitive Events Program rating sheet. If the pre-judged chapter event report does not receive a minimum average judge score of 50 points, the entry will be disqualified and the entry will not be eligible for the performance round at the SLC.

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written PDF report score and the performance score. Chapters must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

The number of awards presented at the State Leadership Conference is determined by judges and/or number of entries. The maximum number is ten (10).

MANAGEMENT INFORMATION SYSTEMS

The ability to design and implement an information system solution to effectively manage vast amounts of information is a valuable skill that leads to the success of many business entities today. The use of technology to develop these information systems plays a crucial role in a business' ability to compete in today's business environment. This event provides recognition for FBLA members who demonstrate an understanding of and ability to apply these skills.

OVERVIEW

At the regional conference, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. Individual/team members will take the test collaboratively. A non-graphing calculator will be provided.

At the State Leadership Conference, a collaborative one (1) hour written objective test will be administered online by the local chapter. Test content based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individual/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each local chapter may submit four (4) entries consisting of an individual or team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top five (5) regional individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: A one (1) hour written objective test will be administered online. Individuals/teams will take the objective test individually at their school, if possible, with a proctor.   Test content is based upon competencies listed in the National Competitive Events Program.

State: There is an objective test and performance component to this event.

Objective test: A one (1) hour written objective test will be administered online by the local chapter. Teams will take one collaborative test. Test content is based upon listed National Competitive Event Program competencies. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individual/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

Performance: The top ten (10) individuals/teams with the highest test score will advance to the performance round. The performance component is a case study consisting of a problem or scenario encountered in the banking or financial business community. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Participants must furnish their own pencils to take notes on the 4 x 6 note cards provided during the preparation time for the role play or case study. Twenty (20) minutes will be allowed to review the case study. Seven (7) minutes will be allowed for the performance. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next ten (10) questions. At the SLC, the top ten (10) individuals/teams with the highest score on the objective test will advance to the performance round. A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written test and the performance score. Students must participate in both components of the event to qualify for recognition.   All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference

MARKETING

Marketing involves the distribution of products and services to the consumer. This event provides recognition for FBLA members who possess knowledge of the basic principles of marketing.

OVERVIEW

At the regional conference, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. Individual/team members will take the test collaboratively. A non-graphing calculator will be provided.

At the State Leadership Conference, a collaborative one (1) hour written objective test will be administered online by the local chapter. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each local chapter may submit four (4) entries consisting of an individual or team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top five (5) regional individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: A one (1) hour written objective test will be administered online by the local chapter. Teams will take one collaborative test. Test content is based upon listed National Competitive Event Program competencies.

State: There is an objective test and performance component to this event.

Objective test: A one (1) hour written objective test will be administered online by the local chapter. Teams will take one collaborative test. Test content is based upon listed National Competitive Event Program competencies. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

Performance: The top ten (10) individuals/teams with the highest test score will advance to the performance round. The performance component is a case study consisting of a problem or scenario encountered in the marketing industry. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Participants must furnish their own pencils to take notes on the 4 x 6 note cards provided during the preparation time for the role play or case study. Twenty (20) minutes will be allowed to review the case study. Seven (7) minutes will be allowed for the performance. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

MARKETING

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next ten (10) questions. At the SLC, the top ten (10) individuals/teams with the highest score on the objective test will advance to the performance round. A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written test and the performance score. Students must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

MOBILE APPLICATION DEVELOPMENT

Society has moved to a constant feed of communication and a transfer of information, and mobile applications provide users the ability to be productive while away from computers. Mobile applications have quickly replaced tasks performed on a computer.

OVERVIEW

A panel of judges will judge each student's performance in explaining the usability and functionality of the product during the event demonstration. Refer to the National Competitive Events Program for topic, event guidelines and the rating sheets for the demonstration/performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top three (3) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. All participants will perform the presentation portion of this event as a demonstration of their project. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. The three (3) minute question-answer period will not occur at the regional level. The URL of the pre-recorded video presentation must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication.

State: All participants will perform the presentation portion of this event as a demonstration of their project. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will score participants based upon the National Competitive Event Program rating sheet. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed at the regional conference.
Ten (10) awards are presented at the State Leadership Conference.

NETWORK DESIGN

The ability to evaluate the needs of an organization and then design and implement network solutions is a valuable skill in today's connected workplace. This event provides recognition for FBLA members who demonstrate an understanding of and ability to apply these skills.

OVERVIEW

At the regional conference, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. Individual/team members will take the test collaboratively. A non-graphing calculator will be provided.

At the State Leadership Conference, a collaborative one (1) hour written objective test will be administered online by the local chapter. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each local chapter may submit four (4) entries consisting of an individual or team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top five (5) regional individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: A one (1) hour written objective test will be administered online by the local chapter. Teams will take one collaborative test. Test content is based upon listed National Competitive Event Program competencies.

State: There is an objective test and performance component to this event.

Objective test: A one (1) hour written objective test will be administered online by the local chapter. Teams will take one collaborative test. Test content is based upon listed National Competitive Event Program competencies. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

NETWORK DESIGN

Performance: The top ten (10) individuals/teams with the highest test score will advance to the performance round. The performance component is an interactive role-play case study outlining a small organization and its computing environment and needs. Participants are required to analyze the situation and recommend a network solution to address the issues raised in the case study. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Participants must furnish their own pencils to take notes on the 4 x 6 note cards provided during the preparation time for the role play or case study. Twenty (20) minutes will be allowed to review the case study. Seven (7) minutes will be allowed to interact with the judges and present the solution to the case. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. At the SLC, the top ten (10) individuals/teams with the highest score on the objective test will advance to the performance round. A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written test and the performance score. Students must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

NETWORKING INFRASTRUCTURES

Acquiring a high level of familiarization and proficiency in working on and with networks is essential in today's connected workplace. This event provides recognition for FBLA members who have an understanding of data communications and network administration.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

ORGANIZATIONAL LEADERSHIP

This event recognizes FBLA members who demonstrate an understanding of and skill in basic organizational leadership principles and concepts.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

PARLIAMENTARY PROCEDURE

Dorothy L. Travis Award

The Dorothy L. Travis Award recognizes FBLA members who demonstrate knowledge of the principles of parliamentary procedure. This event is based on team rather than individual competition. Team participants develop speaking ability and poise through competitive performance.

OVERVIEW

At the regional conference, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. Each team member will take the test individually.

At the State Leadership Conference, a one (1) hour written objective test will be administered individually online by the local chapter. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each local chapter may enter four (4) teams of four (4) or five (5) members in this event. No more than two (2) team members may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top five (5) regional team winners at the state conference.

National: The state will be represented by the top four (4) team SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter. Each team member will take the test individually. Test content is based upon competencies listed in the National Competitive Events Program.

State: There is an objective test and performance component to this event.

Objective test: A one (1) hour written objective test will be administered individually online by the local chapter. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event.

Performance: The top ten (10) teams with the highest test score will advance to the performance round. The performance component is a case problem that will simulate a regular chapter meeting. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Participants must furnish their own pencils to take notes on the 4 x 6 note cards provided during the preparation time for the role play or case study. Twenty (20) minutes will be allowed to review the case study. Performance time may be between nine (9) and eleven (11) minutes. Performances are not open to the public. There is only one round of performance judging at the SLC. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next ten (10) questions. At the SLC, the top ten (10) teams with the highest score on the objective test will advance to the performance round. A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by combining the average written test score and the performance score. Students must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional team winners.

Ten (10) team awards are presented at the State Leadership Conference.

PARTNERSHIP WITH BUSINESS PROJECT

This event recognizes FBLA chapters that develop and implement the most innovative, creative, and effective partnership plan for increasing sustained communication and interaction with the business community.

OVERVIEW

This event is not offered at the Regional Conference. At the State Leadership Conference, the written PDF report must be received by the Competitive Events Committee by the deadline established in the General Guidelines section of this publication. All written PDF reports will be judged prior to the SLC and the top ten (10) reports will perform the presentation portion of the event at the SLC. Refer to the National Competitive Events Program for event guidelines and the rating sheets for both the written PDF report and performance portions of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: This event is not offered at the regional conference.

State: Each chapter may submit one (1) entry at the state conference.

National: The state will be represented by the top four (4) SLC chapter winners.

PROCEDURE

State: There is a written PDF report and performance portion in this event.

Written PDF Report: A PDF of the written report must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication. Follow all guidelines as listed in the National Competitive Event Program and the report format must follow the same sequence shown on the rating sheet. Refer to the National Competitive Events Program for the rating sheet for the written PDF report portion of this event. All written PDF reports will be judged prior to the SLC and the top ten (10) report entries will perform the presentation portion of this event at the SLC.

Performance: All prejudged projects will be judged prior to the SLC and the top ten (10) report entries will perform the presentation portion of this event at the SLC. Up to three (3) chapter members may participate in the performance. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program. Projects must be received by the national office by the designated deadline.

PARTNERSHIP WITH BUSINESS PROJECT

JUDGING

Written PDF reports will be screened to determine if chapters have complied with event eligibility guidelines and regulations. A panel of judges will evaluate the written reports prior to the SLC using the National Competitive Events Program rating sheet. If the pre-judged chapter event report does not receive a minimum average judge score of 50 points, the entry will be disqualified and the entry will not be eligible for the performance round at the SLC.

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written report score and the performance score. Chapters must participate in both components of the event to qualify for recognition. All judges' decisions are final.

AWARDS

The number of awards presented at the State Leadership Conference is determined by judges and/or number of entries. The maximum number is ten (10).

PERSONAL FINANCE

Financial literacy is essential in meeting the financial challenges of the 21st century. This event recognizes students who possess essential knowledge and skills related to financial issues, can analyze the rights and responsibilities of consumers, and apply knowledge to financial situations.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
             Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

POLITICAL SCIENCE

This event provides recognition for FBLA members who show an understanding of the government's role in society and the interaction between economic and political life.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

PUBLIC SERVICE ANNOUNCEMENT

Public service ads (PSA) or public service announcements are basic messages to the public that raise awareness on a specific social issue. This event recognizes FBLA members who demonstrate the ability to research a topic (issue) and create an original and informative thirty (30) second PSA video, raising awareness and/or evoking a changed attitude toward the issue. All video content must be original and competitors may not use previously published video clips in their submission.

OVERVIEW

A panel of judges will judge each student's performance in explaining their Public Service Announcement. Refer to the National Competitive Events Program for event guidelines and the rating sheet for this event. Participants are expected to research and form an objective on a given topic, create a script, and a 30-second video.

STATE AND NATIONAL TOPIC

Refer to the National Competitive Events Program for this year's state and national topic.

ELIGIBILITY

Regional: Each local chapter may submit four (4) entries created by an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top three (3) individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. All participants will perform the presentation portion of this event as a demonstration of their PSA. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Five (5) minutes will be allowed for the performance and video. The three (3) minute question-answer period will not occur at the regional level. The URL of the pre-recorded video presentation must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication.

PUBLIC SERVICE ANNOUNCEMENT

State: All participants will perform the presentation portion of this event as a demonstration of their PSA. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Five (5) minutes will be allowed for the performance and video. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See national Competitive Events Program.

JUDGING

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

PUBLIC SPEAKING

This event is designed to recognize FBLA members who, through public speaking, demonstrate qualities of business leadership by presenting a well-organized, logical, and substantiated speech.

OVERVIEW

Participants will prepare a five (5) minute speech of a business nature that is developed from one or more of the nine (9) FBLA-PBL goals. Refer to the National Competitive Events Program for the goals, event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the Regional Conference and SLC.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top three (3) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. Participants will prepare a five (5) minute speech of a business nature that is developed from one or more of the nine (9) FBLA-PBL goals. Refer to the National Competitive Events Program for the goals, event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the Regional Conference and SLC. The URL of the pre-recorded video presentation must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication.

State: Participants will prepare a five (5) minute speech of a business nature that is developed from one or more of the nine (9) FBLA-PBL goals. Refer to the National Competitive Events Program for the goals, event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the Regional Conference and SLC. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

PUBLICATION DESIGN

An essential part of today's business world is commercial graphic design and promotion. The preparation of computer-based graphic digital art is paramount to the production of quality copy used for promotional purposes.

OVERVIEW

This event consists of a performance component where individual or team participants create a publication design and present their design to a panel of judges. Refer to the National Competitive Events Program for the topic, event guidelines and rating sheet. There is only one round at the Regional and State levels.

STATE AND NATIONAL TOPIC

Refer to the National Competitive Events Program for this year's state and national topic.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individuals or teams of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top three (3) regional individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. All participants will perform the presentation portion of this event as a demonstration of their publication design. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. The three (3) minute question-answer period will not occur at the regional level. The URL of the pre-recorded video presentation must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication.

State: All participants will perform the presentation portion of this event as a demonstration of their publication design. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

SALES PRESENTATION

Participation in this event allows students to demonstrate proficiency in selling techniques, merchandise knowledge, and presentation skills. Participants will sell a product or concept of their choice to the judges.

OVERVIEW

At the Regional Conference and State Leadership Conference, all entries will present their sales presentation to a panel of judges. Refer to the National Competitive Events Program for the event guidelines and rating sheets for the performance portion of this event. There is only one round of performance judging at the Regional Conference and SLC.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individuals or teams of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top three (3) regional individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a live Zoom video meeting with judges at the regional level. All individual/team participants will perform the presentation portion of this event as a demonstration of their sales product/concept. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the interactive presentation.

State: All individual/team participants will perform the presentation portion of this event as a demonstration of their sales product/concept. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the interactive presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

SECURITIES & INVESTMENTS

This event concentrates on skills such as investment fundamentals, personal investing, retirement and estate planning, the financial services industry, financial assets and markets, financial services regulation, the stock market, and mutual funds. This event provides recognition for FBLA members who have an understanding of securities and investments.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
                  Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
                  Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

≋ SOCIAL MEDIA STRATEGIES

Social Media has changed the way businesses communicate with customers and prospects and how they promote products and services. Effectively using social media as a marketing channel is a crucial component of any strategic marketing plan. This event consists of a presentation.

OVERVIEW

At the Regional Conference and State Leadership Conference, all entries will present their campaign to a panel of judges. Refer to the National Competitive Events Program for the topic, event guidelines, and rating sheets for the performance portion of this event. There is only one round of performance judging at the Regional Conference and SLC.

STATE AND NATIONAL TOPIC

Refer to the National Competitive Events Program for this year's state and national topic.

ELIGIBILITY

Regional: Each local chapter may submit four (4) entries created by an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top three (3) individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. All individual/team participants will perform one round of the presentation portion of this event at the Regional Conference. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. The three (3) minute question-answer period will not occur at the regional level. The URL of the pre-recorded video presentation must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication.

State: All individual or team participants will perform the presentation portion of this event at the SLC. There is only one round of performance judging at the SLC. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. A three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

SPORTS & ENTERTAINMENT MANAGEMENT

The sports industry is rapidly growing in this country and the world. For an individual to be successful and effective in this type of work, a core understanding of business and a comprehensive awareness of sports necessary to succeed in sports management. This event provides recognition for FBLA members who possess the basic principles of sports management.

OVERVIEW

At the regional conference, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. Team members will take the test collaboratively. A non-graphing calculator will be provided online as part of the testing system.

At the State Leadership Conference, a collaborative one (1) hour written objective test will be administered online by the local chapter. Test content is based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

ELIGIBILITY

Regional: Each chapter may submit four (4) entries consisting of an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top five (5) regional individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: A one (1) hour written objective test will be administered online by the local chapter. Teams will take one collaborative test. Test content is based upon listed National Competitive Event Program competencies.

State: There is an objective test and performance component to this event.

Objective test: A one (1) hour written objective test will be administered online by the local chapter. Teams will take one collaborative test. Test content is based upon listed National Competitive Event Program competencies. A non-graphing calculator will be provided online as part of the testing system. The top ten (10) individuals/teams with the highest score will advance to the performance round. Refer to the National Competitive Events Program for event guidelines and rating sheet for the performance portion of this event. There is only one round of performance judging at the SLC.

Performance: The top ten (10) individuals/teams with the highest test score will advance to the performance round. The performance component is a case study consisting of a problem or scenario encountered in the sports and entertainment industry. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Participants must furnish their own pencils to take notes on the 4 x 6 note cards provided during the preparation time for the role play or case study. Twenty (20) minutes will be allowed to review the case study. Seven (7) minutes will be allowed for the performance. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last ten (10) questions of the exam, then time, then the next 10 questions. At the SLC, the top ten (10) individuals/teams with the highest score on the objective test will advance to the performance round. A panel of judges will evaluate the performance based upon the rating sheet found in the National Competitive Events Program. Final rank is determined by totaling the written test and the performance score. Students must participate in both components of the event to qualify for recognition.   All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

SPREADSHEET APPLICATIONS

Spreadsheet skills are necessary to convert data to information in business. This event recognizes FBLA members who demonstrate that they have acquired skills for spreadsheet development in business.

OVERVIEW

At the regional and state conferences, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

At the 2022 State Leadership Conference, a production test will not be administered.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one (1) hour written objective test will be administered online by the local chapter. Test content is based upon competencies listed in the National Competitive Events Program.

State: A one (1) hour written objective test will be administered online by the local chapter. Test content is based upon competencies listed in the National Competitive Events Program. A production test will not be administered.

National: See National Competitive Events Program. The production test must be received by the national office by the designated deadline.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

SUPPLY CHAIN MANAGEMENT

This event concentrates on skills such as essential supply chain management concepts; channels of distribution; characteristics for successful supply chain managers; improving supply chain network performance; production planning and control; supply chain planning and design; product portfolio management; and coordination and decision making for the flow of products. This event provides recognition for FBLA members who have an understanding of supply chain management concepts.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
            Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
            Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

UX DESIGN

User Experience (UX) Design is focused on all aspects of a product's development, including design, usability, function, and even branding and marketing. Their work touches the entire end-to-end journey of a user's interaction with a product, and includes identifying new opportunities for the product and business. A UX designer makes sure a product is learnable and usable for the end-user.

OVERVIEW

A one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

State: A one-hour written objective test will be administered online by the local chapter.
Test content is based upon competencies listed in the National Competitive Events Program.

National: See National Competitive Events Program.

JUDGING

The test will be graded by an online testing firm for both the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

WEBSITE DESIGN

The ability to communicate ideas and concepts, and to deliver value to customers using the Internet and related technologies, is an important element in a business' success. This event recognizes FBLA members who have developed proficiency in the creation and design of websites.

OVERVIEW

A panel of judges will judge each student's performance in explaining the usability and functionality of the product during the event demonstration. Refer to the National Competitive Events Program for topic, event guidelines and the rating sheets for the demonstration/performance portion of this event. There is only one round of performance judging at the SLC.

STATE AND NATIONAL TOPIC

Refer to the National Competitive Events Program for this year's state and national topic.

ELIGIBILITY

Regional: Each local chapter may submit four (4) entries created by an individual or a team of two (2) or three (3) members in this event. No more than one (1) team member may have competed in this event at a prior NLC or have competed more than two (2) years at the state level.

State: Each region may enter the top three (3) individuals/teams at the state conference.

National: The state will be represented by the top four (4) individual/team SLC winners.

PROCEDURE

Regional: This event will be conducted virtually via a pre-recorded video submission to Maryland FBLA at the regional level. All participants will perform the presentation portion of this event as a demonstration of their project. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and shall present from a laptop/device. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance. The three (3) minute question-answer period will not occur at the regional level. The URL of the pre-recorded video presentation must be uploaded to the Blue Panda conference registration system by the chapter adviser by the deadline established in the General Guidelines section of this publication.

State: All participants will perform the presentation portion of this event as a demonstration of their project. There is only one round of performance judging at this level. Refer to the National Competitive Events Program for the performance guidelines and rating sheet for the performance portion of this event. Five (5) minutes will be allowed to set up equipment or presentation items. The chapter must provide all equipment for the presentation and present from a laptop/device only. A projector/screen is not permitted. Seven (7) minutes will be allowed for the performance with a three (3) minute question-answer period will follow the presentation. Performances are not open to the public. The performance component for this event may change depending on the 2022 SLC format.

WEBSITE DESIGN

National: See National Competitive Events Program. Projects must be received by the national office by the designated deadline.

JUDGING

A panel of judges will score participants based upon the National Competitive Event Program rating sheet. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed at the regional conference.

Ten (10) awards are presented at the State Leadership Conference.

WHO'S WHO IN FBLA

This award honors FBLA members who have made outstanding contributions to the association at the local, state, and national levels.

OVERVIEW

This event is not offered at the Regional Conference. At the State Leadership Conference, participants will prepare the following items: 1) one-page written letter describing the student's qualifications; 2) one-page resume of his/her participation in FBLA as well as other organizations; 3) one-page adviser letter of recommendation, 4) documentation from National FBLA of completion of the "Contributor," "Leader," and "Advocate" levels of the Business Achievement Awards; and 5) Online Event Entry Form. All items must be uploaded by the chapter adviser by the deadline established in the General Guidelines section of this publication. The link for submitting the online entry form and other event materials will be posted to the Maryland FBLA website. All entries will be judged prior to the SLC and up to five (5) entries will receive recognition at the SLC. State officers are automatically entered in this event and will also receive recognition at the State Leadership Conference. Refer to the National Competitive Events Program for event guidelines.

ELIGIBILITY

Regional: This event is not offered at the regional conference.

State: Each chapter may submit one (1) participant at the state conference. Participants must be a senior with two or more years of involvement in FBLA. State officers are automatically nominated and will receive recognition in this event. Having a state officer does not prohibit a chapter from selecting an additional member for this honor.

National: The state will be represented by one (1) SLC winner. While state officers are automatically nominated for recognition at the state conference, if a state officer would like to be considered as the individual who will represent Maryland at the national conference, they must submit the required materials. Only those individuals who have submitted the required information will be considered for the Maryland representative at the national conference.

PROCEDURE

State: Each nominee must provide the following items: 1) one-page written letter to the Competitive Events Committee requesting his/her recognition; 2) one-page resume of his/her participation in FBLA as well as other organizations; 3) one-page letter of recommendation from the chapter adviser, 4) documentation from National FBLA of completion of the "Contributor," "Leader," and "Advocate" levels of the Business Achievement Awards; and 5) Online Event Entry Form. Refer to the National Competitive Events Program for event guidelines. The student letter, resume, adviser letter of recommendation, copy of the Business Achievement Award documentation, and entry form must be received by the Competitive Events office by the deadline established in the General Guidelines of this publication. The link for submitting the online entry form and other event materials will be posted to the MD FBLA website.

JUDGING

Student letters/resumes/adviser letters/entry forms will be reviewed by a panel of judges for adherence to the stated criteria for nomination. State officers are automatically nominated.

AWARDS

Recognition to those chosen for Who's Who will be given at the State Leadership Conference.

The first place state winner will represent the state and be recognized at the NLC.

WHO'S WHO IN FBLA

Sample Entry Form

Check one only:

☐   The nominee is a current state officer and is submitting this form and required documentation in order to be considered for Maryland's Who's Who in FBLA representative at the National Leadership Conference. State officers are automatically entered in this event and will also receive recognition at the State Leadership Conference, however, in order to be considered for Maryland's representative at the National Leadership Conference, this form and required documentation must be submitted.

☐   The nominee is not a current state officer. By submitting this form and required documentation, the student will be considered for the Who's Who in FBLA recognition at the Maryland State Leadership Conference as well as considered for Maryland's Who's Who in FBLA representative at the National Leadership Conference.

Student's Name: _____

Chapter Name: _____

Adviser's Name: _____

Adviser's E-mail Address: _____

Adviser's Phone Number: _____

Adviser's Signature: _____

Is the nominee planning to attend this year's National Leadership Conference? (Circle one)   Yes   No

Along with completing this Entry Form online via Wufoo (see the link in the appendix), upload one copy of the following:

☐   A written letter describing the student's qualifications

☐   A resume of his/her participation in FBLA as well as other organizations

☐   An adviser letter of recommendation

☐   A copy of the documentation from National FBLA showing successful completion of the "Contributor," "Leader," and "Advocate" levels of the Business Achievement Awards.

WORD PROCESSING

Word processing skills are necessary for all business leaders. This event recognizes FBLA members who demonstrate acquired word-processing skills aligned with Microsoft Office Suite Certification.

OVERVIEW

At the regional and state conferences, a one (1) hour written objective test will be administered online based upon the competencies listed in the National Competitive Events Program. A non-graphing calculator will be provided online as part of the testing system.

At the 2022 State Leadership Conference, a production test will not be administered.

ELIGIBILITY

Regional: Each local chapter may enter four (4) individual competitors in this event.

State: Each region may enter the top five (5) individual regional winners at the state conference.

National: The state will be represented by the top four (4) individual SLC winners.

PROCEDURE

Regional: A one (1) hour written objective test will be administered online by the local chapter. Test content is based upon competencies listed in the National Competitive Events Program.

State: A one (1) hour written objective test will be administered online by the local chapter. Test content is based upon competencies listed in the National Competitive Events Program. A production test will not be administered.

National: See National Competitive Events Program. The production test must be received by the national office by the designated deadline.

JUDGING

The test will be graded by an online testing firm for the regional and state conference. Ties will be broken by comparing the performance of affected members on the last 10 questions of the exam, then time, then the next 10 questions. All judges' decisions are final.

AWARDS

Ten (10) awards are distributed to regional winners.

Ten (10) awards are presented at the State Leadership Conference.

APPENDIX

2022 Regional Leadership Conference

Virtual Videos for Remote Judging

Online Submission Instructions via Blue Panda

For the performance-only RLC events listed below, a URL to a pre-recorded virtual video presentation must be uploaded to the Blue Panda conference registration system by the chapter adviser. Entries **must be uploaded in Blue Panda by December 17, 2021 at 5 p.m.**

The URL title for upload link must include the event initials, a dash, the school, and the last name of each team member (i.e.: CGSP-School-Jones-Smith-Gupta). Individual entries must be labeled with the event initials, a dash, the school, a dash, and the student last name and first initial (i.e. ECP-School-LastNameFirstInitial).

- Broadcast Journalism
- Coding and Programming
- Computer Game & Simulation Programming
- Data Analysis
- E-business
- Electronic Career Portfolio
- Graphic Design
- Introduction to Business Presentation

- Introduction to Public Speaking
- Introduction to Social Media Strategy
- Mobile Application Development
- Public Service Announcement
- Public Speaking
- Publication Design
- Social Media Strategies
- Website Design

Virtual Live Judging Information

For these RLC events, MD FBLA will conduct the events live via Zoom with judges and registered participants. Additional information will be provided to the chapter adviser and registered participants after the registration system has closed.

- Client Service
- Impromptu Speaking

- Job Interview
- Sales Presentation

Competitive events made easy (Maryland FBLA 2021-2022)

Students must be dues paid members by November 12, 2021 for RLC eligibility and by February 9, 2022 for SLC eligibility.

	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
	State Competitive Events					
1	FBLA-PBL Week	State-only event.	Not offered at regional level.	Not offered at regional level.	One entry per chapter. No pre-qualification at regional level required.	Required information uploaded to website using link provided by MD FBLA (due March 1, 2022)
2	Outstanding Chapter/Chapter of the Year	State-only event.	Not offered at regional level.	Not offered at regional level.	One entry per chapter. No pre-qualification at regional level required.	Required information uploaded to website using link provided by MD FBLA (due March 1, 2022)
3	Scrapbook	State-only event.	Not offered at regional level.	Not offered at regional level.	One entry per chapter. No pre-qualification at regional level required.	Turn in scrapbook at conference registration desk
	National Competitive Events					
4	3D Animation	Pre-judged Project and Performance (Individual/Team event)	Not offered at regional level.	Not offered at regional level.	Four individuals or teams per chapter. No pre-qualification at regionals required.	Required information uploaded to Blue Panda conference registration system (due February 9, 2022). Top 10 projects perform at SLC.
5	Accounting I	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
6	Accounting II	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
7	Advertising	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).

MARYLAND FBLA COMPETITIVE EVENTS GUIDE (Revised October, 2021, v1)

Competitive events made easy (Maryland FBLA 2021-2022)

Students must be dues paid members by November 12, 2021 for RLC eligibility and by February 9, 2022 for SLC eligibility.

	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
8	Agribusiness	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
9	American Enterprise Project	Pre-judged Report and Performance - Chapter	Not offered at regional level.	Not offered at regional level.	One entry per chapter. No pre-qualification at regionals required.	Required information uploaded to Blue Panda conference registration system (due February 9, 2022). Top 10 projects perform at SLC.
10	Banking & Financial Systems	Objective Test/Performance	Individual OR Team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Objective test only (taken online at your school). No regional performance.	Individual or team event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school). Top 10 team test scores perform at SLC.
11	Broadcast Journalism	Performance	Individual or team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual or team event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
12	Business Calculations	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your own school).

MARYLAND FBLA COMPETITIVE EVENTS GUIDE (Revised October, 2021, v1)

Students must be dues paid members by November 12, 2021 for RLC eligibility and by February 9, 2022 for SLC eligibility.

	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
13	Business Communication	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your own school).
14	Business Ethics	Objective Test/Performance	Individual OR Team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Objective test only (taken online at your school). No regional performance.	Individual or team event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your own school). Executive Summary of case study uploaded to Blue Panda conference registration system (due February 9, 2022). Top 10 test scores perform at SLC.
15	Business Financial Plan	Pre-judged Report & Performance (Individual/Team event)	Not offered at regional level.	Not offered at regional level.	Four individuals or teams per chapter. No pre-qualification at regional level required.	Required information uploaded to Blue Panda conference registration system (due February 9, 2022). Top 10 projects perform at SLC.
16	Business Law	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your own school).
17	Business Management	Objective Test/Performance	Individual OR Team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Objective test only (taken online at your school). No regional performance.	Individual or team event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school). Top 10 team test scores perform at SLC.

Competitive events made easy (Maryland FBLA 2021-2022)

Students must be dues paid members by November 12, 2021 for RLC eligibility and by February 9, 2022 for SLC eligibility.

	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
18	Business Plan	Pre-judged Report & Performance (Individual/Team event)	Not offered at regional level.	Not offered at regional level.	Four individuals or teams per chapter. No pre-qualification at regionals required.	Required information uploaded to Blue Panda conference registration system (due February 9, 2022). Top 10 projects perform at SLC.
19	Businessperson of the Year	Recognition	Not offered at regional level.	Not offered at regional level.	One entry per chapter. No pre-qualification at regional level required.	Required information uploaded to website using link provided by MD FBLA (due February 9, 2022).
20	Client Service	Performance	Individual event. Each chapter may enter 4 individuals.	Live performance via Zoom.	Individual event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
21	Coding and Programming	Performance	Individual OR team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual or team event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
22	Community Service Project	Pre-judged Report and Performance - Chapter	Not offered at regional level.	Not offered at regional level.	One entry per chapter. No pre-qualification at regional level required.	Required information uploaded to Blue Panda conference registration system (due February 9, 2022). Top 10 projects perform at SLC.

Competitive events made easy (Maryland FBLA 2021-2022)

Students must be dues paid members by November 12, 2021 for RLC eligibility and by February 9, 2022 for SLC eligibility.

	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
23	Computer Applications	Objective Test/ProductionTest	Individual event. Each chapter may enter 4 individuals.	Objective test only (taken online at your school). No production test at regional level.	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school). No production test at state level.
24	Computer Game & Simulation Programming	Performance	Individual OR Team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual or team event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
25	Computer Problem Solving	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
26	Cyber Security	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
27	Data Analysis	Performance	Individual or team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual or team event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance

MARYLAND FBLA COMPETITIVE EVENTS GUIDE (Revised October, 2021, v1)

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	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
28	Database Design & Applications	Objective Test/Production Test	Individual event. Each chapter may enter 4 individuals.	Objective test only (taken online at your school). No production test at regional level.	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school). No production test at state level.
29	Digital Video Production	Pre-judged Project and Performance (Individual/Team event)	Not offered at regional level.	Not offered at regional level.	Four individuals or teams per chapter. No pre- qualification at regional level required.	Required information uploaded to Blue Panda conference registration system (due February 9, 2022).
30	E-business	Performance	Individual or team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual or team event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
31	Economics	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
32	Electronic Career Portfolio	Performance	Individual event. Each chapter may enter 4 individuals.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance

Competitive events made easy (Maryland FBLA 2021-2022)

Students must be dues paid members by November 12, 2021 for RLC eligibility and by February 9, 2022 for SLC eligibility.

	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
33	Entrepreneurship	Objective Test/Performance	Individual OR Team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Objective test only (taken online at your school). No regional performance.	Individual or team event. Top 5 regional winners from each region.\n\nIf 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school). Top 10 team test scores perform at SLC.
34	Future Business Leader	Objective Test/Performance	Individual event. Each chapter may enter 4 individuals.	Objective test only (taken online at your school). No regional performance.	Individual event. Top 5 regional winners from each region.\n\nIf 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your own school).\n\n**Cover Letter and resume uploaded to Blue Panda conference registration system (due February 9, 2022).**\n\nTop 10 test scores are interviewed. Student must bring one copy of the letter of application and resume to the interview.
35	Gold Seal Chapter Award of Merit	Recognition	Not offered at regional level.	Not offered at regional level.	One entry per chapter. No pre-qualification at regional level required.	Required information uploaded to website using link provided by MD FBLA (due February 9, 2022).
36	Graphic Design	Performance	Individual or team event. Each chapter may enter 4 individuals or teams.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual or team event. Top 3 regional winners from each region.\n\nIf 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
37	Health Care Administration	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual or team event. Top 5 regional winners from each region.\n\nIf 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your own school)

Competitive events made easy (Maryland FBLA 2021-2022)

Students must be dues paid members by November 12, 2021 for RLC eligibility and by February 9, 2022 for SLC eligibility.

	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
38	Help Desk	Objective Test/Performance	Individual event. Each chapter may enter 4 individuals.	Objective test only (taken online at your school). No regional performance.	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your own school). Top 10 test scores perform.
39	Hospitality and Event Management	Objective Test/Performance	Individual OR Team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Objective test only (taken online at your school). No regional performance.	Individual or team event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your own school). Top 10 team test scores perform.
40	Human Resource Management	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
41	Impromptu Speaking	Performance	Individual event. Each chapter may enter 4 individuals.	Live performance via Zoom.	Individual event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
42	Insurance & Risk Management	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).

Students must be dues paid members by November 12, 2021 for RLC eligibility and by February 9, 2022 for SLC eligibility.

	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
43	International Business	Objective Test/Performance	Individual OR Team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Objective test only (taken online at your school). No regional performance.	Individual or team event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school). Top 10 team test scores perform at SLC.
44	Introduction to Business Communication	Objective Test	Individual event. Each chapter may enter 4 individuals. 9th & 10th grade only.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
45	Introduction to Business Concepts	Objective Test	Individual event. Each chapter may enter 4 individuals. 9th & 10th grade only.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
46	Introduction to Business Presentation	Performance	Individual or team event. Each chapter may enter 4 individuals or teams of 2 or 3. 9th & 10th grade only.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual or team event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
47	Introduction to Business Procedures	Objective Test	Individual event. Each chapter may enter 4 individuals. 9th & 10th grade only.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).

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	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
48	Introduction to Event Planning	Objective Test/Performance	Individual OR Team event. Each chapter may enter 4 individuals or teams of 2 or 3. 9th & 10th grade only.	Objective test only (taken online at your school). No regional performance.	Individual or team event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school). Top 10 test scores perform at SLC.
49	Introduction to FBLA	Objective Test	Individual event. Each chapter may enter 4 individuals. 9th & 10th grade only.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
50	Introduction to Financial Math	Objective Test	Individual event. Each chapter may enter 4 individuals. 9th & 10th grade only.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
51	Introduction to Information Technology	Objective Test	Individual event. Each chapter may enter 4 individuals. 9th & 10th grade only.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
52	Introduction to Parliamentary Procedure	Objective Test	Individual event. Each chapter may enter 4 individuals. 9th & 10th grade only.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).

Competitive events made easy (Maryland FBLA 2021-2022)

Students must be dues paid members by November 12, 2021 for RLC eligibility and by February 9, 2022 for SLC eligibility.

	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
53	Introduction to Public Speaking	Performance	Individual event. Each chapter may enter 4 individuals. 9th & 10th grade only.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
54	Introduction to Social Media Strategy	Performance	Individual or team event. Each chapter may enter 4 individuals or teams of 2 or 3. 9th & 10th grade only.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual or team event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
55	Job Interview	Performance	Individual event. Each chapter may enter 4 individuals.	Live interview via Zoom AND **Cover Letter and resume uploaded to Blue Panda conference registration system (due December 3, 2021).**	Individual event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Interview (student must bring one copy of the letter of application and resume to the interview). **Cover Letter and resume uploaded to Blue Panda conference registration system (due February 9, 2022).**
56	Journalism	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
57	Local Chapter Annual Business Report	Pre-judged Report and Performance - Chapter	Not offered at regional level.	Not offered at regional level.	One entry per chapter. No pre-qualification at regional level required.	Required information uploaded to Blue Panda conference registration system (due February 9, 2022). Top 10 projects perform at SLC.

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	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
58	Management Information Systems	Objective Test/Performance	Individual OR Team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Objective test only (taken online at your school). No regional performance.	Individual or team event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school). Top 10 team test scores perform at SLC.
59	Marketing	Objective Test/Performance	Individual OR Team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Objective test only (taken online at your school). No regional performance.	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school). Top 10 team test scores perform at SLC.
60	Mobile Application Development	Performance	Individual or team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual or team event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
61	Network Design	Objective Test/Performance	Individual OR Team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Objective test only (taken online at your school). No regional performance.	Individual or team event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school). Top 10 team test scores perform at SLC.
62	Networking Infrastructures	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).

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	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
63	Organizational Leadership	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
64	Parliamentary Procedure	Objective Test/Performance	Team event. Each chapter may enter up to 4 teams of 4 or 5 members per team.	Objective test only (taken online at your school). No regional performance.	Team event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school). Top 10 team test scores perform at SLC.
65	Partnership with Business Project	Pre-judged Report and Performance - Chapter	Not offered at regional level.	Not offered at regional level.	One entry per chapter. No pre-qualification at regional level required.	Required information uploaded to Blue Panda conference registration system (due February 9, 2022).
66	Personal Finance	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
67	Political Science	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).

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	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
68	Public Service Announcement	Performance	Individual or team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual or team event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
69	Public Speaking	Performance	Individual event. Each chapter may enter 4 individuals.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
70	Publication Design	Performance	Individual or team event. Each chapter may enter 4 individuals or teams or 2 or 3.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual or team event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
71	Sales Presentation	Performance	Individual or team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Live performance via Zoom.	Individual or team event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
72	Securities & Investments	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).

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	Competitive Event Name	Competitive Event Type	REGIONAL CONFERENCE LEVEL		STATE CONFERENCE LEVEL	
			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
73	Social Media Strategies	Performance	Individual or team event. Each chapter may enter 3 individuals or teams of 2 or 3.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual or team event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
74	Sports & Entertainment Management	Objective Test/Performance	Individual OR Team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Objective test only (taken online at your school). No regional performance.	Individual or team event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school). Top 10 team test scores perform at SLC.
75	Spreadsheet Applications	Objective Test/Production Test	Individual event. Each chapter may enter 4 individuals.	Objective test only (taken online at your school). No production test at regional level.	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school). No production test at state level.
76	Supply Chain Management	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).
77	UX Design	Objective Test	Individual event. Each chapter may enter 4 individuals.	Objective test (taken online at your school).	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school).

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			Who is eligible to compete at the regional level?	What is required to compete at the regional level?	Who is eligible to compete at the state level?	What is required to compete at the state level? (all items occur at the SLC unless otherwise noted)
78	Website Design	Performance	Individual or team event. Each chapter may enter 4 individuals or teams of 2 or 3.	Performance - URL of recorded video of performance uploaded to Blue Panda conference registration system (due December 17, 2021).	Individual or team event. Top 3 regional winners from each region. If 1st, 2nd, or 3rd place from regionals cannot attend the SLC, 4th place or below are NOT eligible to compete at the SLC.	Performance
79	Who's Who in FBLA	Recognition	Not offered at regional level.	Not offered at regional level.	One entry per chapter. No pre-qualification at regional level required. State Officers are automatically nominated and will receive recognition in this event. Having a state officer does not prohibit a chapter from selecting an additional member for this honor.	Required information uploaded to website using link provided by MD FBLA (due February 9, 2022).
80	Word Processing	Objective Test/Production Test	Individual event. Each chapter may enter 4 individuals.	Objective test only (taken online at your school). No production test at regional level.	Individual event. Top 5 regional winners from each region. If 1st, 2nd, 3rd, 4th, or 5th place from regionals cannot attend the SLC, 6th place or below are NOT eligible to compete at the SLC.	Objective test (taken online at your school). No production test at state level.

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