



MANAGEMENT DECISION MAKING

Category: Collaborative Objective Test & Team Performance (Role Play)

Type: Individual or Team

Rating Sheet: <http://www.fbla-pbl.org/media/Management-Decision-Making-FBLA-Rating-Sheet.pdf>

Overview

RLC: A 50-minute objective test will be administered

SLC: Two (2) parts: a 60-minute objective test and interactive role play or presentation. Both are school-site tested. Team competitors will take one (1) objective test collaboratively.

Objective Test Competencies

- Management Functions and Environment
- Business Ownership and Law
- Information and Communication Systems
- Strategic Management
- Human Resource Management
- Ethics and Social Responsibility
- Financial Management
- Careers
- Marketing
- Economic Concepts
- Business Operations

Eligibility

- Each chapter may submit two teams; the top three regional teams will advance to the state level competition. The top ten schools with the highest SLC test score will present at the SLC. Finalists will be posted after the Opening Session of the SLC.
- Competitors must be registered to attend the SLC.
- Competitors must pay dues by March 1.

Performance Guidelines (Top 10 SLC scoring teams only)

Case: A problem encountered by managers in the following areas: human resource management, financial management, marketing management or information systems management. Competitors will assume the role of management and present a solution to the case study.

- Two (2) 4"x6" note cards will be provided to each competitor and may be used during event preparation and performance. Information may be written on both sides of the note cards. Note cards will be collected following the presentation.
- No additional reference materials allowed.
- Turn off all electronic devices.
- Individuals/teams should introduce themselves, describe the situation, make their recommendations, and summarize their cases.
- If participating as a team, all team members are expected to actively participate in the performance.
- All questions raised in the case must be addressed during the presentation.
- Objective test scores will be used to break a tie.

Timeline

Test: 50/60 minutes

Prep: 20 minutes

Performance: 7 minutes

Warning: 6 minutes

A panel of judges will select the winners; all decisions are final. The number of awards presented will be determined by the judges. The maximum number of awards will be three (3) at the regional level and five (5) at the state level.