

2025-2026 Competitive Events Guidelines

Agribusiness



Agribusiness allows members to demonstrate their understanding of business principles as they apply to the agriculture industry through an objective test. This event covers topics such as agricultural marketing, economics, finance, and supply chain management, encouraging members to explore careers in agribusiness.

Event Overview

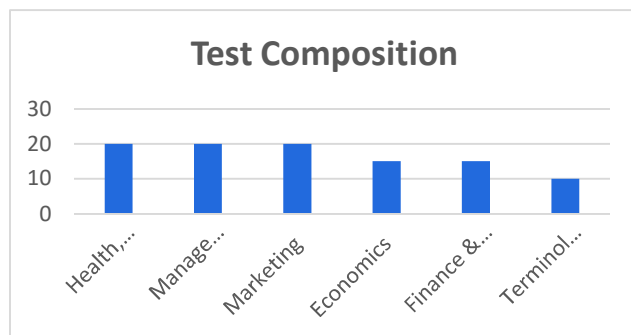
Division	High School
Event Type	Individual
Event Category	Objective Test
Event Elements	50-minute test, 100-multiple choice questions

Educational Alignments

Career Cluster Framework Connection	Agriculture
NACE Competency Alignment	Career & Self-Development, Communication, Critical Thinking, Technology

Knowledge Areas

- Economics
- Finance and accounting
- Health, safety, and environmental management
- Management analysis and decision making
- Marketing
- Terminology and trends



Test questions are based on the knowledge areas and objectives outlined for this event. Detailed objectives can be found in the study guide included in these guidelines.

Region

Each chapter may enter two students in this event. Testing is school-site and proctored with careful monitoring to ensure the integrity of the test.

State

Top three (3) qualifiers of each region are eligible to compete at the State Leadership Conference.

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National

Required Competition Items

<u>Items Competitor Must Provide</u>	<u>Items FBLA Provides On-site</u>
- Sharpened pencil - Fully powered device for online testing - Conference-provided nametag Photo identification - Attire that meets the FBLA Dress Code	- One piece of scratch paper per competitor - Internet access - Test login information (link & password provided at test check-in)

Important FBLA Documents

- Competitors should be familiar with the Competitive Events [Policy & Procedures Manual](#), [Honor Code](#), [Code of Conduct](#), and [Dress Code](#).

Eligibility Requirements

To participate in FBLA competitive events at the National Leadership Conference (NLC), the following criteria must be met:

- Membership Deadline:** FBLA national membership dues must be paid to the specific division by 11:59 p.m. Eastern Time on March 1 of the current school year.
- Repeat Competitors:** Members may only compete in an event at the NLC more than once if they have not previously placed in the top 10 of that event at the NLC. If a member places in the top 10 of an event at the NLC, they are no longer eligible to compete in that event at future NLCs, unless the event has been modified beyond a name change. Chapter events are exempt from this procedure.
- Conference Registration:** Members must be officially registered for the NLC and must pay the national conference registration fee to participate.
- Official Hotel Requirement:** To be eligible to compete, competitors must stay within the official FBLA housing block.
- State Entry Limits:** Each state may submit up to four entries per event.
- Event Participation Limits:** Each member may participate in:
 - One individual or team event, and
 - One chapter event (e.g., *Community Service Project* or *Local Chapter Annual Business Report*).
- Participation Requirement:** To be eligible for an award, each competitor must complete all components of the event at the National Leadership Conference.
- Identification at Check-in:** Competitors must present valid photo identification (physical or digital) that matches the name on their conference name badge. Acceptable forms include a driver's license, passport, state-issued ID, or school ID.
- Late Arrivals:** Competitors will be allowed to compete until such time that the results are finalized, or participation would impact the fairness and integrity of the event, as determined by Competitive Events staff. Five penalty points will be assessed for late arrivals in any competitive event.
- Event Schedule Notes:**
 - Some events may begin before the Opening Session.

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- All schedules are posted in local time for the NLC host city.
- Schedule changes are not permitted.

Event Administration

- **Test Duration:** 50 minutes
- **Format:** This event consists of an online objective test that is proctored and completed on-site at the National Leadership Conference (NLC).
- **Materials:** Reference or study materials are not permitted at the testing site.
- **Calculators:** Personal calculators are not allowed; an online calculator will be available within the testing platform.
- **Question Review:** Competitors may flag questions within the testing platform for review prior to the finalization of results at the NLC.

Scoring

- Each correct answer is worth one point.
- No points are deducted for incorrect answers.
- Tiebreakers are determined as follows: (1) The number of correct responses to 10 pre-selected tiebreaker questions will be compared. (2) If a tie remains, the number of correct responses to 20 pre-selected questions will be reviewed. (3) If a tie still remains, the competitor who completed the test in the shortest amount of time will be ranked higher.
- Results announced at the National Leadership Conference are considered official and will not be changed after the conclusion of the National Leadership Conference.

Penalty Points

- Competitors may be disqualified if they violate the Code of Conduct or the Honor Code.
- Five points are deducted if competitors do not follow the Dress Code or are late to the testing site.

Recognition

- The number of competitors will determine the number of winners. The maximum number of winners for each competitive event is 10.

Americans with Disabilities Act (ADA)

- FBLA complies with the Americans with Disabilities Act (ADA) by providing reasonable accommodations for competitors. Accommodation requests must be submitted through the conference registration system by the official registration deadline. All requests will be reviewed, and additional documentation may be required to determine eligibility and appropriate support.

Electronic Devices

- Unless approved as part of a documented accommodation, all cell phones, smartwatches, electronic devices, and headphones must be turned off and stored away before the competition begins. Visible devices during the event will be considered a violation of the FBLA Honor Code.

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Sample Preparation Resources

- Official sample test items can be found in [FBLA Connect](#). These sample items showcase the types of questions that may be asked on the test and familiarize competitors with the multiple-choice item options.

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Study Guide: Knowledge Areas and Objectives

- A. Health, Safety, and Environmental Management
 - 1. Use tools, equipment, machinery, and technology appropriate to work within areas related to Agriculture, Food, and Natural Resources (AFNR).
 - 2. Define what level of possible contamination or injury is considered a risk in order to set safety priorities.
 - 3. Identify insurance needs used in agricultural business, including property, health, life, crop and liability (personal and environmental).
 - 4. Develop response plans to handle emergencies.
 - 5. Identify hazards and acquire first aid skills to promote environmental safety.
 - 6. Examine required regulations to maintain/improve safety, health, and environmental management systems and sustainable business practices.
 - 7. Enact procedures that demonstrate the importance of safety, health, and environmental responsibilities in the workplace.
 - 8. Demonstrate methods to correct common hazards.
 - 9. Demonstrate application of personal and group health and safety practices.
- B. Management Analysis and Decision Making
 - 1. Identify and compare the four types of agricultural business organizations: sole proprietorship, partnership, cooperative, and corporation.
 - 2. Explain the environmental considerations of decision making in AFNR management.
 - 3. Predict the positive and negative impact of AFNR activities.
 - 4. Analyze the strengths, weaknesses, opportunities, and threats to an AFNR enterprise or business unit.
 - 5. Develop an operation and/or production plan to provide required levels of product or service.
 - 6. Develop business goals and strategies that capitalize on opportunities in an AFNR market.
 - 7. Identify and observe ethical standards in planning and operating AFNR businesses.
- C. Marketing
 - 1. Use industry-accepted marketing principles to accomplish AFNR business objectives.
 - 2. Communicate the importance of AFNR to general public.
 - 3. Evaluate alternative marketing strategies, such as value-adding, branding, and niche marketings, and propose and implement appropriate modifications to achieve AFNR business goals.
 - 4. Perform a marketing analysis, including evaluation of the competitors, customers, international and domestic policy environment, regulations and rules, standards and AFNR business resources.
 - 5. Develop and implement marketing strategies with agricultural commodities, products, and services.
- D. Economics
 - 1. Utilize economics principles to establish and manage and AFNR enterprise.
 - 2. Describe the role of global supply and demand on AFNR.
 - 3. State the economic output of AFNR-related industries in the United States.
 - 4. Evaluate the impact of AFNR activities in your local community.

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5. Apply economic principles to marketing.
 6. Differentiate types of ownership and outline the structure of AFNR businesses in a capitalistic economic system.
 7. Classify the characteristics of successful entrepreneurs in AFNR businesses.
- E. Finance and Accounting
1. Manage cash budgets, credit budgets, and credit for an AFNR business using generally accepted accounting principles.
 2. Budget resources (e.g., capital, human, financial, time).
 3. Manage assets for optimum utilization.
 4. Manage risk of liabilities.
 5. Prepare and interpret financial statements (e.g., balance sheet, profit/loss statement, cash flow statement).
 6. Prepare tax forms (e.g., W-4, I9, depreciation, 1099, Workers Compensation).
 7. Determine cost of doing business.
 8. Compare and examine advantages and disadvantages of banking procedures (e.g., bank reconciliation).
 9. Analyze investment options (e.g., buy, lease, finance, risk).
 10. Calculate costs of carrying inventory.
 11. Use record keeping to accomplish AFNR business objectives, manage budgets, and comply with laws and regulations.
 12. Describe how to manage inventory and determine selling price.
 13. Explain the importance of return on investment for an agribusiness enterprise.
- F. Terminology and Trends
1. Examine economic, social, and technological changes to spotlight their impact on AFNR organizations and the industry.
 2. Analyze the interaction among ANFR systems in the production, processing, and management of food, fiber, fuel, and sustainable use of natural resources.
 3. Explain foundational cycles and systems of AFNR (plant and animal life cycles, nutrient and water cycles, and animal production).
 4. Explain how changes in one system in AFNR can benefit and cost components of other systems (e.g., using less irrigation water and the impact on soil systems, economic systems, and watersheds).
 5. Explain how regulations and major laws impact management of AFNR activities.
 6. Describe current issues impacting AFNR.
 7. Explain the impact of sustainability on AFNR activities and practices.
 8. Envision emerging technology and globalization to project its influence on widespread markets.