2023-24 Competitive Events Guidelines
Emerging Business Issues

FBLA
Future Business Leaders of America

Emerging Business Issues Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Understanding of Issue/Topic	*No understanding of event topic OR incorrect topic used*	*Understanding of topic inconsistent from the event guidelines*	*Demonstrates the topic throughout the presentation*	*Demonstrates use of industry terminology throughout the presentation*	
	0 points	1-6 points	7-8 points	9-10 points	
Substantiates and cites sources used while conducting research	*Sources are not cited*	*Sources/References are seldom cited to support statements*	*Professionally legitimate sources & resources that support statements are generally present*	*Compelling evidence from professionally legitimate sources & resources is given to support statements*	
	0 points	1-6 points	7-8 points	9-10 points	
Affirmative Argument					
Flow and Logic of Content	*No logic of content AND unclear flow*	*Logic of content is minimal OR unclear flow*	*Content is presented with logical content and flows well*	*Content is well defined and in a logical sequence of ideas*	
	0 points	1-2 points	3-4 points	5 points	
Quality of Evidence	*No quality of evidence*	*Argues 1 piece of evidence*	*Argues 2-3 pieces of evidence*	*Argues 4+ pieces of evidence*	
	0 points	1-2 points	3-4 points	5 points	
Persuasiveness	*Argument is not persuasive*	*Argument is partially persuasive*	*Argument is persuasive and audience is convinced*	*Argument is compelling and audience is in support*	
	0 points	1-6 points	7-8 points	9-10 points	
Relevance of Argument	*No relevance*	*Argument is partially relevant*	*Argument is relevant*	*Argument is exceptional and compelling*	
	0 points	1-6 points	7-8 points	9-10 points	
Negative Argument					
Flow and Logic of Content	*No understanding of event topic OR incorrect topic used*	*Logic of content is minimal OR unclear flow*	*Content is presented with logical content and flows well*	*Content is well defined and in a logical sequence of ideas*	
	0 points	1-2 points	3-4 points	5 points	
Quality of Evidence	*No quality of evidence*	*Argues 1 piece of evidence*	*Argues 2-3 pieces of evidence*	*Argues 4+ pieces of evidence*	
	0 points	1-2 points	3-4 points	5 points	
Persuasiveness	*Argument is not persuasive*	*Argument is partially persuasive*	*Argument is persuasive and audience is convinced*	*Argument is compelling and audience is in support*	
	0 points	1-6 points	7-8 points	9-10 points	

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Relevance of Argument	No relevance	Argument is partially relevant	Argument is relevant	Argument is exceptional and compelling	
	0 points	1-6 points	7-8 points	9-10 points	
Expectation Item	**Not Demonstrated**	**Below Expectations**	**Meets Expectations**	**Exceeds Expectations**	**Points Earned**
Presentation Delivery					
Statements are well-organized and clearly stated, appropriate business language used	Competitor(s) did not appear prepared	Competitor(s) were prepared, but flow was not logical	Presentation flowed in logical sequence	Presentation flowed in a logical sequence; statements were well organized	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates self-confidence, poise, assertiveness, and good voice projection	Competitor(s) did not demonstrate self-confidence	Competitor(s) demonstrated self-confidence and poise	Competitor(s) demonstrated self-confidence, poise, and good voice projection	Competitor(s) demonstrated self-confidence, poise, good voice projection, and assertiveness	
	0 points	1-2 points	3-4 points	5 points	
Demonstrates the ability to effectively answer questions	Unable to answer questions	Does not completely answer questions	Completely answers questions	Interacted with the judges in the process of completely answering questions	
	0 points	1-2 points	3-4 points	5 points	
Staff Only: Penalty Points (5 points for dress code penalty and/or 5 points for late arrival penalty)					
Presentation Total (100 points)					

Name(s):	
School:	
Judge Signature:	Date:

Comments: