



Today's students.
Tomorrow's business professionals.

Secondary and Post-secondary Guidelines 2018-19

Workplace Skills Assessment Program



2018-19 Competitive Events

What's New!!

General Information

- ❖ The [Style & Reference Manual](#) has been updated to include references for electronic attachments and enclosures for memoranda.
- ❖ Several contests will be aligned to a Precision Exams Certification at the National Leadership Conference.
- ❖ For pre-submitted events, contestants/teams will *not* be required to submit physical [Release Forms](#) at the time of presentation.
- ❖ All Judged Events, excluding: **(515) Interview Skills**, **(520) Advanced Interview Skills**, **(525) Extemporaneous Speech (S)**, **(530) Contemporary Issues (PS)**, **(535) Human Resources Management**, **(540) Ethics & Professionalism (PS)**, **(550) Parliamentary Procedures Team (S)**, will require a Works Cited to cite any media (e.g., images, logos, sounds, and other assets/media elements) used in the development, creation, and publication of their contest materials. Students who create their own media will be required to cite themselves as the author.
- ❖ All contestants competing in events aligned with a Certiport certification will receive 100 points upon passing the exam. These 100 points will be added to their final score. The overall certification score will *no longer* be weighted at 25% of the final score.

Business Administration

- ❖ **ICD-10-CM Diagnostic Coding** will once again be piloted at the Secondary and Post-secondary level.

Management Information Systems

- ❖ **(300) Computer Network Technology** and **(310) Network Administration Using Microsoft®** will have a hands-on final component at NLC.

Digital Communication & Design

- ❖ Adobe Photoshop® will be added as approved software for **(400) Fundamental Desktop Publishing** and **(415) Digital Publishing**.
- ❖ The Adobe CC® 2017 software version will be provided at the national level for **(400) Fundamental Desktop Publishing** and **(415) Digital Publishing**.
- ❖ **(490) Digital Communication & Design Concepts-Open-Pilot** will be piloted for the 2018-2019 competitive event year.

Management, Marketing & Communication

- ❖ Secondary contestants will be able to compete in **(525) Extemporaneous Speech (S)** and **(535) Human Resources Management** in the same year.
- ❖ Post-secondary contestants will be able to compete in **(530) Contemporary Issues** and **(535) Human Resources Management** in the same year.
- ❖ **(594) Digital Marketing Concepts-Open-Pilot** will be piloted for the 2018-2019 competitive event year. Stukent will sponsor this event and the event will focus on social media marketing.

Virtual

- ❖ All Virtual Events will use the same deadline for registration and submission. Registration is due **November 9, 2018** and final projects will be due **January 25, 2019**. Check the individual contest guidelines for submission instructions.

Workplace Skills Assessment Program Documents

- ❖ The WSAP Guidelines will be posted by September 1, 2018.
- ❖ The [*Style & Reference Manual*](#), [*Human Resources Manual*](#) and [*Ethics & Professionalism Resources Manual*](#) will be posted on September 1, 2018.

Coming Soon

- ❖ BPA fictitious company, Professional Business Associates (PBA) will be renamed. Professional Business Associates or PBA is the fictitious company used in the [*Style & Reference Manual*](#) and through various competitive events. During the 2019-2020 competitive event year, a new company name will be revealed.

Table of Contents

<u>Changes & Updates</u>	2
Introduction	
<u>Mission Statement</u>	8
<u>Program Philosophy</u>	8
<u>Content of the Guidelines</u>	8
<u>Purpose of the Guidelines</u>	8
<u>Awards and Recognition</u>	8
<u>Non-Discrimination Policy</u>	8
General Guidelines	
<u>Eligibility</u>	9
<u>Number of Contests</u>	9
<u>Software</u>	9
<u>Event Length</u>	9
<u>Team/Events/Chapter Events</u>	9
<u>Event Registration Changes</u>	9
<u>Event Rescheduling</u>	9
<u>Use of Materials</u>	9
<u>Reference Materials</u>	10
<u>Workplace Skills Assessments/Contest Review</u>	10
<u>Merit Scholar</u>	10
<u>ARMA Rules</u>	10
<u>Proofreader's Marks</u>	10
<u>Style & Reference Manual</u>	10
<u>Business Ethics</u>	10
<u>Human Relations</u>	10
<u>Communications</u>	10
<u>Use of Previous or Sample Tests</u>	10
<u>Admission to Event Testing Sites</u>	11
<u>Use of Cellular Phones</u>	11
<u>Printing Requirements</u>	11
<u>Reproduction Equipment</u>	11
<u>Name Badges</u>	11
<u>Release Forms</u>	11
<u>Contestant-Provided Equipment</u>	11
<u>NLC Calculator Guidelines</u>	12
Judged Event Guidelines	
<u>Judged Events Document Forms</u>	13
<u>Pre-submitted Events</u>	14
<u>Judge's Comments</u>	14
<u>Judged Events Requiring Preliminaries and Finals</u>	14
<u>Judged Event Topics</u>	14
<u>Cloud Storage / File Sharing Guidelines</u>	15

Individual Entry Form	16
Team Entry Form	17
Release Form	18
Events-At-A-Glance	19
National BPA Deadlines	22
Future NLC Sites	23
National Pre-submission Guidelines	24
NLC 2018 Computer Software List	26
NLC 2018 Industry Certification	27
Parental Consent Form	28
Copy of Parental Consent Form	29
Alphabetical Listing of Workplace Skills Assessment	30
BPA Workplace Skills Assessment Standards	
Essential Skills	31
Finance Workplace Skills	31
Business Administration Workplace Skills	31
Management Information Systems Workplace Skills	31
Digital Communication & Design Workplace Skills	31
Management, Marketing & Communication Workplace Skills	32
Career Clusters Crosswalk	33
Virtual Competitive Events	
(V01) Virtual Multimedia & Promotion Individual	36
(V02) Virtual Multimedia & Promotion Team	41
(V03) Software Engineering Team	46
(V04) Web Application Team	54
(V05) Mobile Applications	60
(V06) Promotional Photography	65
(V08) Start-up Enterprise Team	70
Finance (100's)	
(100) Fundamental Accounting (S)	76
(105) College Accounting (PS)	77
(110) Advanced Accounting (S)	78
(115) Advanced College Accounting (PS)	79
(125) Payroll Accounting (S)	80
(130) College Payroll Accounting (PS)	81
(135) Managerial Accounting (PS)	82
(140) Federal Income Tax Accounting (PS)	83
(145) Banking & Finance	84
(150) Financial Analyst Team	85
(155) Economic Research Individual (S)	90
(160) Economic Research Team (S)	95
(165) Personal Financial Management	100
(190) Financial Math & Analysis Concepts – Open	101

Business Administration (200's)	
(200) Fundamental Word Processing	103
(205) Intermediate Word Processing	104
(210) Advanced Word Processing	105
(215) Integrated Office Applications	107
(220) Basic Office Systems & Procedures	109
(225) Advanced Office Systems & Procedures	110
(230) Fundamental Spreadsheet Applications	111
(235) Advanced Spreadsheet Applications	112
(240) Database Applications	114
(245) Legal Office Procedures	116
(250) Medical Office Procedures	118
(255) Administrative Support Team	119
(260) Administrative Support Research Project (S)	120
(265) Business Law & Ethics	125
(270) ICD-10-CM Diagnostic Coding-Pilot	126
(290) Administrative Support Concepts – Open	127
Management Information Systems (300's)	
(300) Computer Network Technology	129
(305) PC Servicing & Troubleshooting	130
(310) Network Administration Using Microsoft®	132
(315) Systems Administration Using Cisco®	134
(320) Computer Security	135
(325) Network Design Team	137
(330) Visual Basic/C# Programming	143
(335) C++ Programming	144
(340) Java Programming	145
(345) SQL Database Fundamentals	146
(390) Computer Programming Concepts – Open	147
(391) Information Technology Concepts – Open	148
Digital Communication & Design (400's)	
(400) Fundamental Desktop Publishing	150
(405) Fundamentals of Web Design	151
(410) Graphic Design Promotion	152
(415) Digital Publishing	157
(420) Digital Media Production	159
(425) Computer Modeling (S)	164
(430) Video Production Team	169
(435) Website Design Team	175
(440) Computer Animation Team (S)	180
(445) Broadcast News Production Team (S)	185
(490) Digital Communication & Design Concepts – Open-Pilot	191

Management, Marketing & Communication (500's)	
<u>(500) Global Marketing Team (S)</u>	193
<u>(505) Entrepreneurship</u>	198
<u>(510) Small Business Management Team</u>	203
<u>(515) Interview Skills</u>	208
<u>(520) Advanced Interview Skills</u>	213
<u>(525) Extemporaneous Speech (S)</u>	218
<u>(530) Contemporary Issues (PS)</u>	221
<u>(535) Human Resource Management</u>	224
<u>(540) Ethics & Professionalism (PS)</u>	227
<u>(545) Prepared Speech</u>	230
<u>(550) Parliamentary Procedure Team (S)</u>	234
<u>(555) Presentation Management Individual</u>	240
<u>(560) Presentation Management Team</u>	244
<u>(590) Business Meeting Management Concepts – Open</u>	249
<u>(591) Management, Marketing and Human Resources Concepts – Open</u>	250
<u>(592) Parliamentary Procedure Concepts – Open</u>	251
<u>(593) Project Management Concepts – Open (PS)</u>	252
<u>(594) Digital Marketing Concepts – Open-Pilot</u>	253
<u>Workplace Skills Assessment Program Recommendation Procedures</u>	254
<u>Workplace Skills Assessment Program Pilot Procedures</u>	255
<u>Proposal for Workplace Skills New Event</u>	256

INTRODUCTION

Mission Statement

The mission of Business Professionals of America is to contribute to the preparation of global professionals through the advancement of leadership, citizenship, academic, and technological skills.

Program Philosophy

The Workplace Skills Assessment Program is an integral part of Business Professionals of America. The goal of the program is to provide all business students with the opportunity to demonstrate workplace skills learned through business education curricula.

Students will:

- demonstrate occupational competencies;
- broaden knowledge, skills, and attitudes;
- expand leadership and human relation skills;
- demonstrate a competitive spirit; and
- receive recognition.

Content of the Guidelines

The WSAP Guidelines (*Guidelines*) contain general information for all events as well as specific details regarding eligibility, equipment use, scoring, etc. The information in the *Guidelines* is essential for members attending the National Leadership Conference.

Purpose of the Guidelines

The purpose of the *Guidelines* is to provide as much information as possible to help prepare students for a successful experience at the National Leadership Conference (NLC).

The *Guidelines* regulate all national Workplace Skills Assessment Events. State Associations may choose to deviate from the guidelines provided. Individuals are urged to check with your State Association for any changes they may make at the regional or state levels.

Authors, administrators, proctors, and graders will strictly follow these guidelines.

Please refer to event guidelines for further details regarding contestant eligibility.

Awards and Recognition

For the Secondary and Post-secondary Divisions, the top ten (10) winners shall be recognized at the National Leadership Conference. For judged events, all finalists shall be recognized at NLC. For Open Events, the top ten (10) scores, plus ties, will be recognized.

Non-Discrimination Policy

It is the policy of Business Professionals of America that no person on the basis of race, color, religion, national origin or ancestry, age, sex, marital status, sexual orientation, or disability shall be discriminated against, excluded from participation in, denied the benefits of, or otherwise be subjected to, discrimination in any program or activity for which it is responsible.

GENERAL GUIDELINES

Eligibility

According to Board policy, “Only members whose dues have been postmarked to the National Center by March 15 are eligible for national competition.”

The guidelines for each event indicate the number of contestants that a state may enter at NLC. All entries for Workplace Skills Assessment events must be registered for NLC through the state association. In order to compete in an event at NLC, the individual or team must have competed in that event at the State Leadership Conference (SLC). Substitutions for team members are left to the discretion of the State Advisor. Any special eligibility requirements are indicated in the event guidelines.

Advisors are able to verify national membership online or by contacting the National Center. Be sure to check your State Association membership deadline to ensure eligibility at the regional/district and state levels.

Number of Contests

Secondary student members may participate in a total of two events, only one of which may be a team event (this number includes pilot events). Additionally, a student may compete in an unlimited number of Open or Virtual Events within the time constraints of the conference program. Participation in virtual events does *not* count towards the total number of events for students.

Post-secondary student members may participate in a total of three events, only one of which may be a team event (this number includes pilot events). Additionally, a student member may compete in an unlimited number of Open or Virtual Events within the time constraints of the conference program. Participation in virtual events does *not* count towards the total number of events for students.

Software

Software to be used at the National Leadership Conference will be announced in the Fall Mailing, Fall issue of *The Source* and in the *Pre-Conference Booklet* published each winter (February 1, 2019). The “[Events-At-A-Glance](#)” chart and each event guideline page list the equipment that may be used.

Event Length

The length of events varies. Times are listed on the “[Events-At-A-Glance](#)” chart as well as within the guidelines for each event.

Team Events/Chapter Events

Team events are registered under the chapter name. In addition, each team member and the person(s) responsible for chapter entries must be indicated in event registration. (Remember that each student member is limited to only one team event.)

Event Registration Changes

The State Advisor or state designee must report any change in the original event entrants to the Director of Education no later than the deadline designated in the pre-conference program.

Event Rescheduling

If a contestant has a time conflict for an event, check with the Competitive Event Center for the rescheduling procedure. Only time conflicts caused by two concurrent BPA events may be rescheduled.

Use of Materials

Contestants may *not* share equipment, supplies, and/or materials (including printers) once an event begins.

Reference Materials

Some events allow reference materials. Check the guidelines for each contest for further information. Published/Unpublished non-electronic reference materials may be brought on a “read-only” CD-ROM and/or hard copy for events that allow resources. CD-ROM should only be used for computerized events, as no additional computer access will be provided for use of reference materials. Reference materials may *not* be used for any Open Event.

Workplace Skills Assessments/Contest Review

Advisors may view the national Workplace Skills Assessments at NLC after all testing has been completed. A representative from Competitive Event Center will supervise the area. All tests must remain in the room. Refer to the NLC program for the exact time and location.

Merit Scholar

Although this test is part of BPA Cares, it will be given at the same time as the Open Events. Any member or advisor attending NLC may take this test on the activities, history, and programs of Business Professionals of America. Recognition is provided to all that achieve at least **90 percent**. Guidelines are printed in the *BPA Cares Handbook*. No reference materials are allowed.

ARMA Rules

For those events including records management as a competency, the *ARMA Rules for Alphabetic Filing* will be considered the authority. Refer to the [Style & Reference Manual](#) for excerpts of the ARMA rules. Further information is available at www.arma.org, or complete guidelines may be ordered from ARMA Inc., 11880 College Blvd., Suite 450 Overland Park, KS 66210.

Proofreader’s Marks

Standardized proofreader’s marks have been listed in the [Style & Reference Manual](#).

Style & Reference Manual

A standard style for documents is located in the [Style & Reference Manual](#). All events will be authored and scored using the styles given. Failure to follow the [Style & Reference Manual](#) format for any job will result in a score of zero for that job.

Business Ethics

Business Ethics, as listed in the “Competencies” section, may include ideal moral and professional standards of behavior that should be demonstrated in all work environments. Questions might cover areas such as use of work time, care of equipment, confidentiality, honesty, safety practices, and cooperation.

Human Relations

Human Relations, as listed in the “Competencies” section, may include group dynamics, cooperation, harmony, good employee relationships, employee organization, and interpersonal attitudes and behaviors.

Communications

Communications, as listed in the “Competencies” section, may include reading, writing, speaking, and listening skills.

Use of Previous or Sample Tests

No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Contestants who violate this rule will be *disqualified*.

Admission to Event Testing Sites

Only the registered contestant will be allowed into the event room. Only persons serving as administrators, proctors, or authorized personnel will be admitted into the event room. Contestants may be *disqualified* for communicating with persons other than administrations, proctors, or authorized personnel in the event room or between the preparation and presentation rooms.

Use of Cellular Phones

The use of cellular phones in testing, preparation and presentation rooms is prohibited. This pertains to judges, contest administrators and contestants. In the event that a contestant/team is utilizing a cellular phone as a mobile hotspot, the phone may be visible throughout the presentation and used to provide Internet, however, the phone's sole purpose can only be for Internet access or for displaying the contestant's work, no other use will be allowed.

Printing Requirements

All printing in the computer lab must be in black/white or grayscale with the exception of Fundamental Desktop Publishing and Digital Publishing. For Fundamental Desktop Publishing and Digital Publishing, contestants will be permitted to bring Mac computers and equipment (see Guidelines for details). Those contestants bringing Macs may print in color.

Reproduction Equipment

No reproduction equipment (video cameras, cameras, digital cameras, tape or digital recorders, etc.) will be allowed in the contest room and/or viewing area unless authorized by the Business Professionals of America National Center.

Name Badges

Contestants' name badges should be worn at all times; it is permissible for contestants to introduce themselves to the judges.

Release Forms

When [Release Forms](#) are required, any student included in the project must submit a [Release Form](#); this includes individuals and all team members. [Release Forms](#) may be handwritten. Illegible forms will *not* be accepted.

Contestant-Provided Equipment

Some events permit contestants to bring their own equipment for presentation or preparation of competition. In these cases, contestants are permitted to bring their own laptops, printers, projectors, or iPads (or similar tablet devices). Computers or tablets may be used in place of projectors. Contestants are totally responsible for the set-up, operation, and technical support of their equipment.

NLC CALCULATOR GUIDELINES

Students must ensure their calculator works properly, as the testing center will *not* provide batteries or spare calculators. Students may use only their own calculator. Students may bring a backup calculator in case their primary calculator fails.

ACT-approved calculators include four-function, scientific or graphing calculators. Certain calculators are entirely prohibited while others are permitted with modifications.

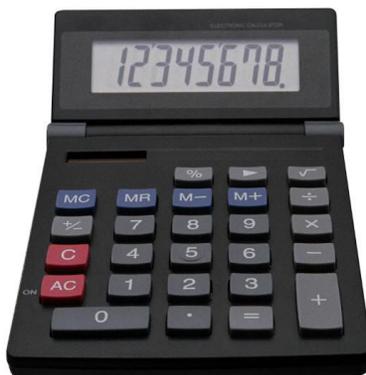
Prohibited calculators include:

- Texas Instruments models beginning with TI-89 and TI-92, TI-Nspire CAS (Note: The TI-Nspire (non-CAS) is permitted)
- Hewlett Packard models beginning with HP Prime, HP 48GII, HP 40G, HP 49G, HP 50G
- Casio models including fx-CP400 (ClassPad 400), Algebra fx 2.0, ClassPad 300 & 330, and all models beginning with CFX 9970G
- Electronic writing pads or pen-input devices (Note: The Sharp EL 9600 is permitted)
- Handheld, tablet or laptop computers, including PDAs
- Cell phone calculators or any other electronic communications devices
- Calculators with typewriter keypads in QWERTY format (Note: Letter keys not in QWERTY are permitted.)

The following types of calculators are permitted, but *only* after they are modified as noted:

- Calculators that hold programs or documents – remove all documents and remove all programs that have computer algebra system functionality
- Calculators with paper tape – remove the tape
- Calculators that make noise – turn off the sound
- Calculators with an infrared data port – completely cover the infrared data port (includes HP 38G series, HP 39G series, and HP 48G)
- Calculators that have power cords – remove all power/electrical cords
- Hand-held calculators may *not* be connected in any way to the computer or device being used for testing.

It is each student's responsibility to ensure that his/her calculator meets ACT requirements. Calculators that do *not* meet ACT standards will *not* be allowed during testing, which could result in a lower score for unprepared students. Students who bring prohibited calculators will *not* be provided an alternative calculator by the testing center staff, and they will *not* be allowed to use *another* student's calculator.



JUDGED EVENT GUIDELINES

Finance

(150) Financial Analyst Team
(155) Economic Research Individual (S)
(160) Economic Research Team (S)

Business Administration

(260) Administrative Support Research Project (S)

Management Information Systems

(325) Network Design Team

Digital Communication & Design

(410) Graphic Design Promotion
(420) Digital Media Production
(425) Computer Modeling (S)
(430) Video Production Team
(435) Website Design Team
(440) Computer Animation Team (S)
(445) Broadcast News Production Team (S)

Management, Marketing & Communications

(500) Global Marketing Team (S)
(505) Entrepreneurship
(510) Small Business Management Team
(515) Interview Skills
(520) Advanced Interview Skills
(525) Extemporaneous Speech (S)
(530) Contemporary Issues (PS)
(535) Human Resource Management
(540) Ethics & Professionalism (PS)
(545) Prepared Speech
(550) Parliamentary Procedure Team (S)
(555) Presentation Management Individual
(560) Presentation Management Team

Judged Events Documentation Forms

All forms are available in the Download Center at www.bpa.org.

Entry Form

This must be completed for all judged events except Extemporaneous Speech (S), Contemporary Issues (PS) to the forms:

[Individual Entry Form](#)

[Team Entry Form](#)

[Release Form](#)

Release Form

Events that utilize images (photographs, video or audio) require a [Release Form](#) for each individual represented in the project even if the individual is a participating student in the event.

Works Cited

All Judged Events, excluding: Extemporaneous Speech, will require a Works Cited to cite any media (e.g. images, logos, sounds, and other assets/media elements) used in the development, creation, and publication of their contest materials. Students, who create their own media, will be required to cite themselves as the author.

Handwritten entry forms, excluding signatures, are *not* acceptable and will *not* be awarded specification points.

Contestants/Teams who do *not* participate in both parts of the event (pre-submit and judged) will *not* be ranked.

Hard copies of forms with signatures must be given to the event administrator before presenting to the judges during both the Preliminary and Final Competition. See the event guidelines for further information.

If the event requires an online submission for national competition, the information (excluding signatures) will be required at the time of submission. [Refer to NLC Deadlines.](#)

Pre-submitted Events

- (260) Administrative Support Research Project (S)
- (520) Advanced Interview Skills
- (445) Broadcast News Production Team (S)
- (440) Computer Animation Team (S)
- (425) Computer Modeling (S)
- (420) Digital Media Production
- (155) Economic Research Individual (S)
- (160) Economic Research Team (S)
- (505) Entrepreneurship
- (500) Global Marketing Team (S)
- (410) Graphic Design Promotion
- (515) Interview Skills
- (325) Network Design Team
- (430) Video Production Team
- (435) Website Design Team

Judges' Comments

Judges' comments will be returned for those contestants providing a stamped envelope(s) addressed to the local advisor, with the Contestant ID number, school name and contest name written on the flap. The envelope(s) must be given to the contest judges at the time of the contest.

Technical Judging Materials

Materials submitted for technical judging *cannot* be returned and will *not* be available at NLC.

Judged Events Requiring Preliminaries and Finals

When the number of entrants in the judged event requires multiple sections, preliminaries and finals will be held. An equal number of the top contestants from each Preliminary section will be called back for the Finals. The Finals are conducted as a new contest. Technical scores from the Preliminary Competition will carry forward into the Final Competition.

Judged Event Topics

Each event that is judged has a unique topic. Details of the topic and the requirements for a specific topic are listed with the events.

CLLOUD STORAGE / FILE SHARING GUIDELINES

Permission and privacy settings on files sharing sites can be difficult to manage. Business Professionals of America has developed the following guidelines to help guide contestants as they choose the right settings for their submissions. The following is a nonexclusive list but includes the most popular file sharing sites. Contestants may choose any product or service to share submissions.

YouTube®

Setting	Description	Recommended
Public Videos	Show for everyone, and in search results	No
Unlisted Videos	Do <i>not</i> show up on YouTube, Not found in search results, anyone with the links can see the video. The sharable link can be viewed by anyone.	Yes
Private Videos	Only be seen by users selected by the owner and added by e-mail address, invisible to other users, does <i>not</i> show up on channels, or in searches.	No

Vimeo®

Setting	Description	Recommended
Anyone	Allow anyone to see the video	No
Only me	Makes the video only visible to me and no one else	No
Only people I follow	Make the videos visible only to people I follow	No
Only people I choose	I'll select people with whom I want to share the video	No
Only people with a password	Protect this video with a password; <i>be sure to include the password on the entry form</i>	Yes

Dropbox® - *settings may be different depending on user's subscription

Setting	Description	Recommended
Share	Create a link, and Anyone with the link can view this folder	Yes
Share	E-mail to person, or add Name	No

Google Drive® - please review the settings carefully; recommended *not* to use Get shareable link option.

Setting	Description	Recommended
Share: Anyone with the link can view	Anyone that has the link will be able to view the files without a Google Account	Yes
Share: Anyone with the link can edit	Anyone that has the link will be able to access the files and edit them.	No

Microsoft OneDrive® - the key with this cloud storage site is to share from the folder level; use the Share and Get Link option.

Setting	Description	Recommended
Anyone with this link can view this item.	Share the folder and use the Get Link option to allow access and only view the files.	Yes
Anyone with this link can edit this item	Share the folder and use the Get Link option to allow access to edit files, folders, etc.	No

Disclaimer: This information is being provided as a reference only; the settings reflected in this document are reflective of the settings available at the time of authoring. Business Professionals of America does *not* endorse any products or services, and the settings outlined above may change at any time without notice.



Today's students.
Tomorrow's business professionals.

INDIVIDUAL ENTRY FORM

- Please key all information requested below. **Handwritten and incomplete forms will *not* be accepted.**
- A hard copy must be provided to the event administrator before your presentation to the judges.
- An additional hard copy will be required if you present again as a finalist.
- Signatures are *not* required at the time of pre-submission; you must still supply signatures when checking into the event on-site.
- The Contestant Number is the same as the Member Number in the BPA Membership Registration System.
- The URL (if applicable) *must* be a clickable link.

Event # _____
 Event Name _____
 Date _____
 Software Used (if applicable) _____
 URL (if applicable) _____

URLs *must* be a clickable link.

Name _____
 Contestant # _____
 Grade _____
 Chapter Name _____
 Advisor Name _____
 Advisor E-mail _____
 City _____ State _____ ZIP _____

Student Verification

I, the undersigned, attest that this project was conducted solely by me and that the work resulting from my effort is original and in compliance with all event specifications.

Student Signature _____
 Date _____

Advisor Verification

I have reviewed the work to be submitted and verify that it reflects the above-named student's original work and is in compliance with all event specifications.

Advisor Signature _____
 Date _____



Today's students.
Tomorrow's business professionals.

TEAM ENTRY FORM

- Please key all information requested below. **Handwritten and incomplete forms will not be accepted.**
- A hard copy must be presented when you present at the National Leadership Conference.
- An additional hard copy will be required if you present again as a finalist.
- Signatures are *not* required at the time of pre-submission; you must still supply signatures when checking into the event on-site.
- The Contestant Number is the same as the Member Number in the BPA Membership Registration System.
- The URL (if applicable) *must* be a clickable link.

Event # _____

Event Name _____

Date _____

Software Used (if applicable) _____

URL (if applicable) _____

URLs *must* be a clickable link.

Name _____ **Contestant #** _____ **Grade** _____

Chapter Name _____

Advisor Name _____

Advisor E-mail _____

City _____ **State** _____ **ZIP** _____

Student Verification

We, the undersigned, attest that this project was conducted solely by the team members and that the work resulting from our efforts is original and in compliance with all event specifications.

Student Signature _____ **Date** _____

Advisor Verification

I have reviewed the work to be submitted and verify that it reflects the above-named student's original work and is in compliance with all event specifications.

Advisor Signature _____

Date _____



Today's students.
Tomorrow's business professionals.

RELEASE FORM

Release forms may be handwritten. Illegible forms will *not* be accepted.
(This form must be completed for all events as specified in the event guidelines.)

Event # _____
Event Name _____
Contestant # _____
Team ID (if applicable) _____

I hereby consent irrevocably to the use and reproduction (electronically or in print) of any and all photographs taken of me in any form whatsoever for a Business Professionals of America Workplace Skills Assessment Program Competitive Event.

Consent is also granted for any printed matter or audio recording used in conjunction with the photograph(s) and with the use of my name.

I have read this document and am fully aware of the content and implications, legal and otherwise.

This information must be completed here and will also be required online if this event is submitted to a BPA website for national competition.

Name _____
Address _____
City _____ State _____ ZIP _____

A printed copy with signature(s) must be provided for the judges before you present.

Signature _____
Date _____

Parental Verification

Signature of Parent or Guardian
(If person is under 18 years of age.)

Signature _____
Date _____



Today's students.
Tomorrow's business professionals.

EVENTS-AT-A-GLANCE

	Maximum minutes for orientation, prep and warm-up	Maximum minutes for wrap-up	Actual minutes of testing and/or presentation	Judges Questions (Min.)	May event be repeated?	Are production standards used?	May reference materials be used? (See WSAP for details)	Computer and printer provided by BPA?	Color printing allowed?	Bring own computer?	Judges utilized*	Number of state entries eligible for national competition	Level for this event	Associate Division Event	Additional Certification Component
Virtual															
Virtual Multimedia and Promotion Individual	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y	
Virtual Multimedia and Promotion Team	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y	
Software Engineering Team	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y	
Web Application Team	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y	
Mobile Applications	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y	
Promotional Photography	3		7	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y	
Start-up Enterprise Team	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y	
Finance															
(100) Fundamental Accounting	10	10	90		N	N	Y	N				5	S	Y	
(105) College Accounting	10	10	90		N	N	Y	N				5	PS		
(110) Advanced Accounting	10	10	90		Y	N	Y	N				5	S		
(115) Advanced College Accounting	10	10	90		Y	N	Y	N				5	PS		
(125) Payroll Accounting	10	10	60		Y	N	Y	N				5	S		
(130) College Payroll Accounting	10	10	90		Y	N	Y	N				5	PS		
(135) Managerial Accounting	10	10	90		Y	N	Y	N				5	PS		
(140) Federal Income Tax Accounting	10	10	90		Y	N	Y	N				5	PS		
(145) Banking & Finance			60		Y	N	Y	N				5	S, PS		
(150) Financial Analyst Team	8		30/10	10	Y	N	Y	N	Y	Y	2	2	S, PS		
(155) Economic Research Individual	3		7	5	Y	N	N	N			2	3	S		
(160) Economic Research Team	3		7	5	Y	N	N	N			2	2	S		
(165) Personal Financial Management			60		Y	N	Y	N				5	S, PS		
(190) Financial Math & Analysis Concepts — Open Event			60		Y	N	N	N				U	S, PS	Y	

*Rating sheets are provided in the guidelines.

Y = Yes

N = No

S = Secondary

PS = Post-secondary

U = Unlimited



Today's students.
Tomorrow's business professionals.

EVENTS-AT-A-GLANCE

	Maximum minutes for orientation, prep, and warm-up.	Maximum minutes for wrap-up	Actual minutes of testing and/or presentation	Judges s Questions (Min.)	May event be repeated?	Are production standards used?	May reference materials be used? (See WSAP for details)	Computer and printer provided by BPA?	Color printing allowed?	Bring own computer?	Judges utilized*	Number of state entries eligible for national competition	Level for this event	Associate Division Event	Additional Certification Component
Business Administration															
(200) Fundamental Word Processing	10	10	60		N	Y	Y	Y				5	S, PS	Y	
(205) Intermediate Word Processing	10	10	60		N	Y	Y	Y				5	S, PS	Y	
(210) Advanced Word Processing	10	10	90		Y	Y	Y	Y				5	S, PS		Y
(215) Integrated Office Applications	10	10	90		Y	Y	Y	Y				5	S, PS		Y
(220) Basic Office Systems & Procedures	10	10	90		N	Y	Y	Y				5	S, PS		
(225) Advanced Office Systems & Procedures	10	10	90		Y	Y	Y	Y				5	S, PS		
(230) Fundamental Spreadsheet Applications	10	10	90		N	N	Y	Y				5	S, PS		
(235) Advanced Spreadsheet Applications	10	10	90		Y	N	Y	Y				5	S, PS		Y
(240) Database Applications	10	10	90		Y	N	Y	Y				5	S, PS		Y
(245) Legal Office Procedures	10	10	60		Y	Y	Y	Y				5	S, PS		
(250) Medical Office Procedures	10	10	60		Y	Y	Y	Y				5	S, PS	Y	
(255) Administrative Support Team	10	10	90		Y	Y	Y	Y				2	S, PS	Y	
(260) Admin. Support Research Project	3		7	5	Y	N	N	N			2	3	S	Y	
(265) Business Law & Ethics	10	10	60		Y	N	Y	Y				5	S, PS		
(270) ICD-10-CM Diagnostic Coding-Pilot	10	10	60		Y	N	Y	Y				5	S, PS		
(290) Admin. Support Concepts — Open Event			60		Y	N	N	N				U	S, PS	Y	
Management Information Systems															
(300) Computer Network Technology			60		Y	N	Y	N				5	S, PS	Y	Y
(305) PC Servicing & Troubleshooting	See guidelines for administration				Y	N	Y	N				5	S, PS		Y
(310) Network Administration Using Microsoft®			60		Y	N	Y	N				5	S, PS		Y
(315) Systems Administration Using Cisco®			60		Y	N	Y	N				5	S, PS		
(320) Computer Security	See guidelines for administration				Y	N	Y	N				5	S, PS	Y	Y
(325) Network Design Team	3		30/10	10	Y	Y	Y	N	Y	Y	2	2	S, PS		
(330) Visual Basic/C# Programming	10	10	90		Y	N	Y	N		Y		5	S, PS		Y
(335) C++ Programming	10	10	90		Y	N	Y	N		Y		5	S, PS		
(340) Java Programming	10	10	90		Y	N	Y	N		Y		5	S, PS		
(345) SQL Database Fundamentals			60		Y	N	Y	N				5	S, PS		
(390) Computer Programming Concepts — Open Event			60		Y	N	N	N				U	S, PS	Y	
(391) Information Tech Concepts — Open Event			60		Y	N	N	N				U	S, PS	Y	

*Rating sheets are provided in the guidelines.

Y = Yes

N = No

S = Secondary

PS = Post-secondary

U = Unlimited



Today's students.
Tomorrow's business professionals.

EVENTS-AT-A-GLANCE

	Maximum minutes for orientation, prep, and warm-up	Maximum minutes for wrap-up	Actual minutes of testing and/or presentation	Judges Questions (Min.)	May event be repeated?	Are production standards used?	May reference materials be used? (See WSAP for details)	Computer and printer provided by BPA?	Color printing allowed?	Bring own computer?	Judges utilized*	Number of state entries eligible for national competition	Level for this event	Associate Division Event	Additional Certification Component
Digital Communication & Design															
(400) Fundamental Desktop Publishing	10	10	90		Y	Y	Y	Y	Y			5	S, PS	Y	
(405) Fundamentals of Web Design	10	10	90		Y	N	Y	Y				5	S, PS		Y
(410) Graphic Design Promotion	3		6	5	Y	N	N	N	Y		2	3	S, PS	Y	
(415) Digital Publishing	10	10	90		Y	Y	Y	Y	Y			5	S, PS	Y	
(420) Digital Media Production	3		10	5	Y	N	N	N	Y	Y	2	3	S, PS	Y	
(425) Computer Modeling	3		10	5	Y	N	N	N		Y	2	3	S		
(430) Video Production Team	3		10	5	Y	N	N	N	Y	Y	2	2	S, PS	Y	
(435) Website Design Team	3		10	5	Y	N	N	N	Y	Y	2	2	S, PS	Y	
(440) Computer Animation Team	3		10	5	Y	N	N	N		Y	2	2	S		
(445) Broadcast News Production Team	3		10	5	Y	N	N	N		Y	2	2	S		
(490) Digital Communication & Design Concepts — Open Event-Pilot			60		Y	N	N	N				U	S, PS	Y	
Management, Marketing & Communication															
(500) Global Marketing Team	3		10	5	Y	N	N	N	Y	Y	2	2	S		
(505) Entrepreneurship	3		5-7	5	Y	N	N	N	Y	Y	2	3	S, PS	Y	
(510) Small Business Management Team	8		30/10	10	Y	N	Y	N		Y	2	2	S, PS		
(515) Interview Skills			15	0	N	N	N	N			2	3	S, PS	Y	
(520) Advanced Interview Skills			15	0	Y	N	N	N			2	3	S, PS	Y	
(525) Extemporaneous Speech	10		2-4	0	Y	N	N	N			2	3	S	Y	
(530) Contemporary Issues	10		3-5	0	Y	N	N	N			2	3	PS		
(535) Human Resource Management	20		3-5	3	Y	N	Y	N			2	3	S, PS		
(540) Ethics & Professionalism	20		5-7	3	Y	N	Y	N			2	3	PS		
(545) Prepared Speech	1		5-7	5	Y	N	Y	N			2	3	S, PS	Y	
(550) Parliamentary Procedure Team	15		15	5	Y	N	Y	N			3	2	S		
(555) Presentation Management Individual	3		7-10	5	Y	N	N	N		Y	2	3	S, PS		
(560) Presentation Management Team	3		7-10	5	Y	N	N	N		Y	2	2	S, PS	Y	
(590) Business Meeting Management Concepts — Open Event			60		Y	N	N	N				U	S, PS	Y	
(591) Management, Marketing & Human Resources Concepts — Open Event			60		Y	N	N	N				U	S, PS	Y	
(592) Parliamentary Procedure Concepts — Open Event			60		Y	N	N	N				U	S, PS	Y	
(593) Project Management Concepts — Open Event			60		Y	N	N	N				U	PS	Y	
(594) Digital Marketing Concepts — Open Event			60		Y	N	N	N				U	S, PS	Y	

*Rating sheets are provided in the guidelines.

Y = Yes

N = No

S = Secondary

PS = Post-secondary

U = Unlimited

NATIONAL BPA DEADLINES

All pre-submitted events must be submitted electronically. Each site will contain instructions on uploading files. Contestants must be registered and have their Contestant ID # ready when uploading pre-submission files. All files (unless specifically indicated in the *Guidelines*) must be submitted in PDF format.

Handwritten forms, excluding signatures, are *not* acceptable and will *not* be awarded specification points.

Materials for contests that are *not* listed below will be turned in at a designated time and place at NLC.

The dates listed are **national deadlines**. Check with your State Advisor to determine regional/district and state deadlines. Please be aware that states may require that additional contest materials be submitted prior to the state conference.

Item	Deadline	Websites
Administrative Support Research Project (S)	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Advanced Interview Skills	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Broadcast News Production Team (S)	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Computer Animation Team (S)	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Computer Modeling (S)	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Digital Media Production	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Economic Research Individual (S)	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Economic Research Team (S)	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Entrepreneurship	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Global Marketing Team (S)	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Graphic Design Promotion	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Interview Skills	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Network Design Team	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Video Production Team	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Website Design Team	Submitted by 11:59 p.m. Eastern Time, April 1, 2019	http://www.bpa.org/submit
Virtual Events	See individual event for specifications	http://www.bpa.org/submit
NLC Competitive Events Registration	Online registration by March 29, 2019	www.bpa.org
NLC Registration	Early registration: 2/28-3/29/2019 Late registration: 3/30-4/5/2019	www.bpa.org

NLC Hotel Reservations	Online by March 29, 2019	www.bpa.org
NLC Registration Refund Requests	Submitted by April 18, 2019	www.bpa.org
National Officer Candidate Application	Postmarked by March 25, 2019	Submit as outlined in the BPA National Officer Candidate Handbook
BPA Cares Awards	Submitted by March 25, 2019	Submit as outlined in BPA Cares Handbook
Torch Award—Ambassador	Submitted by March 25, 2019	http://www.bpa.org/awards/torchsystem

<u>FUTURE NLC SITES</u>		
Year	Location	Date
2020	Washington, D.C.	May 6-10
2021	Orlando, FL	May 5-9
2022	Dallas, TX	May 4-8
2023	Anaheim, CA	April 26-30
2024	Chicago, IL	April 24-28

**National Leadership
Conference
2019
Anaheim, CA
May 1-5**

NATIONAL BPA PRE-SUBMISSION GUIDELINES

2019 National Leadership Conference

Submission Deadline: April 1, 2019 by 11:59 p.m. Eastern Time

Event	What to Submit at http://www.bpa.org/submit	Saved File Name	Bring to Conference * Copies below must be brought for BOTH preliminaries and finals
Finance (100's)			
Economic Research Project - Individual (155)	1) Research Paper - PDF format 2) Individual Entry Form - PDF format	Econ. Research Proj. Ind. Individual Entry Form	1 copy of Research Paper 1 copy of signed Individual Entry Form
Economic Research Project - Team (160)	1) Research Paper - PDF format 2) Team Entry Form - PDF format	Econ. Research Proj. Team Team Entry Form	1 copy of Research Paper 1 copy of signed Team Entry Form
Business Administration (200's)			
Administrative Support Research Project (260)	1) Research Paper - PDF format 2) Individual Entry Form - PDF format	Admin. Res. Proj. Ind. Individual Entry Form	1 copy of Research Paper 1 copy of signed Individual Entry Form
Management Information System (300's)			
Network Design Team (325)	1) Written proposal (Report Format) - PDF format 2) Team Entry Form - PDF format 3) Works Cited – PDF format	NDT Written Proposal Team Entry Form Works Cited	1 copy of Written Proposal 1 copy of signed Team Entry Form 1 copy of Works Cited
Digital Communication & Design (400's)			
Graphic Design Promotion (410)	1) Flyer - PDF or JPG or PNG format 2) Logo - PDF or JPG or PNG format 3) Logo - 2"x2" pin size - PDF or JPG or PNG format 4) Individual Entry Form - PDF format 5) Works Cited – PDF format	Graphic Design Flyer Graphic Design Logo Graphic Design Pin Individual Entry Form Works Cited	1 copy of Flyer 1 copy of 4x4 Logo 1 copy of 2x2 Logo 1 copy of signed Individual Entry Form 1 copy Works Cited
Digital Media Production (420)	1) Individual Entry Form, including URL to project, Works Cited, AND Release Form(s) in one combined PDF file.	Digital Media Forms	1 copy of signed Individual Entry Form 1 copy of Works Cited

Event	What to Submit at http://www.bpa.org/submit	Saved File Name	Bring to Conference * Copies below must be brought for BOTH preliminaries and finals
Digital Communication & Design (400's) (continued)			
Computer Modeling (425)	1) Individual Entry Form, including URL to project, Works Cited AND Release Form(s) in one combined PDF file.	Computer Modeling Forms	1 copy of concept art/prototypes 1 copy of signed Individual Entry Form 1 copy of Works Cited
Video Production Team (430)	1) Team Entry Form, including URL to project, Works Cited AND Release Form(s) in one combined PDF file.	Video Production Forms	1 copy of Script 1 copy of Storyboard 1 copy of signed Team Entry Form 1 copy of Works Cited
Website Design Team (435)	1) Team Entry Form, including URL to project (including any necessary login credentials, if necessary), Works Cited AND Release Form(s) in one combined PDF file.	Website Design Forms	1 copy of signed Team Entry Form 1 copy of Works Cited
Computer Animation Team (440)	1) Team Entry Form, including URL to project, Works Cited AND Release Form(s) in one combined PDF file.	Computer Animation Forms	1 copy of Storyboard 1 copy of signed Team Entry Form 1 copy of Works Cited
Broadcast News Production Team (445)	1) Team Entry Form, including URL to project, Works Cited AND Release Form(s) in one combined PDF file.	Broadcast News Forms	1 copy of Script 1 copy of signed Team Entry Form 1 copy of Works Cited
Management, Marketing & Communication (500's)			
Global Marketing Team (500)	1) Marketing Plan, including Team Entry Form in one combined PDF file.	Global Marketing Team Plan	1 copy of Marketing Plan 1 copy of signed Team Entry Form
Entrepreneurship (505)	1) Business Plan, including Individual Entry, AND Works Cited in one combined PDF file.	Entrepreneurship Plan	1 copy of Business Plan 1 copy of signed Individual Entry Form 1 copy of Works Cited
Interview Skills (515)	1) Cover Letter - PDF format 2) Résumé - PDF format 3) Individual Entry Form - PDF format	Interview Cover Letter Interview Résumé Individual Entry Form	1 copy of Cover Letter 1 copy of Résumé 1 copy of signed Individual Entry Form
Advanced Interview Skills (520)	1) Cover Letter - PDF format 2) Résumé - PDF format 3) Individual Entry Form - PDF format	Adv. Interview Cover Letter Adv. Interview Résumé Individual Entry Form	1 copy of Cover Letter 1 copy of Résumé 1 copy of Portfolio (<i>must not be left with judges</i>) 1 copy of signed Individual Entry Form

NLC 2019 COMPUTER SOFTWARE LIST

Provided at national level competition—regional and state levels may vary!

PCs with Microsoft® Windows format will be used for all events

<i>Event</i>	<i>Software Packages</i>
Administrative Support Team	MS Office 2016
Advanced Office Systems & Procedures	MS Office 2016
Advanced Spreadsheet Applications	MS Excel 2016
Advanced Word Processing	MS Office 2016
Basic Office Systems & Procedures	MS Office 2016
Database Applications	MS Access 2016
Digital Publishing	Adobe InDesign® CC 2017, Adobe Illustrator® CC 2017, Adobe Photoshop® CC 2017
Fundamental Desktop Publishing	MS Office 2016, MS Publisher 2016, Adobe InDesign® CC 2017, Adobe Photoshop® CC 2017
Fundamental Spreadsheet Applications	MS Excel 2016
Fundamental Word Processing	MS Office 2016
Fundamentals of Web Design	Notepad
Integrated Office Applications	MS Office 2016
Intermediate Word Processing	MS Office 2016
Legal Office Procedures	MS Office 2016
Medical Office Procedures	MS Office 2016

Check individual event guidelines for information regarding the use of contestant’s own computers. Contestants who bring their own computer for events, as permitted, must also bring all supporting devices (including portable printer, software, extension cords, power strips, paper, etc.) as outlined in event guidelines. Printers are *not* needed for any programming contests in Management Information Systems. Electrical power is provided. Carry-in and set-up of equipment must be done solely by the contestant(s), and must take place within the time allotted for orientation/warm-up.

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant(s). Contestants who experience failure problems with their equipment will *not* be rescheduled. Contestants bringing their own computers and software should note that contests are authored for the software listed above and may *not* run on alternate software. Portable media (flash drive, etc.), if needed, will be provided for contestants by the National Center.

NLC 2019 Industry Certification

The industry certifications are provided at the national level competitions. The certification testing will count as 25% of the final score for each of the BPA Competitive Events listed below.

- **Microsoft Office Specialist – MOS**
- **Microsoft Technology Associate - MTA**

BPA Competitive Event Name	Industry Certification Offered by Certiport
Advanced Spreadsheet Applications	MOS Excel Exam 2016
Advanced Word Processing	MOS Word Exam 2016
*Computer Network Technology	MTA Networking Fundamentals
*Computer Security	MTA Security Fundamentals
Database Applications	MOS Access 2016
*Fundamentals of Web Design	MTA HTML5 Application Developer Fundamentals
Integrated Office Applications	MOS PowerPoint 2016
*Network Administration Using Microsoft®	MTA Networking Fundamentals
*PC Servicing & Troubleshooting	MTA Windows OS Fundamentals
*Visual Basic/C# Programming	MTA Software Development Fundamentals – VB Exam OR MTA Software Development Fundamentals C# Exam

***Note:** Contestants who have certified in the linked Microsoft Technology Associate (MTA) exam may choose from one of the following two options. Option one; the contestant will be given the opportunity to take another certification exam within the event subject area in place of the previously passed exam; the score earn on this exam will serve as the contest score. Option two; the contestant may share their previously passed test scores with NLC staff. If this option is selected, the contestant will be required to login to their Certiport account and share the previously earned score at the time of sign in at NLC.

All contestants who have previously certified in Microsoft Office Specialist (MOS) exams will be required to retake the exam.

The Pathway to Certification Success

Discover the one-stop, total learning solution for helping your students get certified and get noticed. Certiport’s pathway to certification includes top-notch instructional materials, preparatory assessment exams, and performance-based testing.

And now, for a limited time, new BPA customers may receive an additional 10% discount on the purchase of a new MOS Site License. New BPA customers must mention the redemption code, “BPA Partner” at the time of purchase. To learn more, visit Certiport.com/BPA or contact Certiport for additional details.
www.certiport.com 1.888.999.9830

Learn, Practice, Certify

Think you have what it takes to reach the podium? The best way to show the world you know your stuff is to be prepared. Before anything else, preparation is the key to success. Reaching your goals this year at the National Leadership Conference has never been easier. Between now and April 1, 2019, BPA members may enjoy access to the industry’s best certification test preparation materials for 25% OFF*. Take advantage of this amazing discount at <http://shop.certiport.com/> by using offer code “BPA25”. To learn more, visit www.certiport.com/BPA or contact Certiport for additional details.

*Offer applies to MOS, MTA & IC3 GMetrix Practice Tests. Available for U.S. only.

Parental Consent Form

IMPORTANT: Requirement for Certiport Exams

A requirement is being implemented by Certiport – at the direction of Microsoft and Pearson VUE – regarding any and all MOS and MTA exams incorporated in to the Workplace Skills Assessment Program. All students under the age of 18 will be required to submit a signed [Parental Consent form](#) which must be on file with the National Center in order for scores to be released to BPA at NLC.

If there is no [Parental Consent form](#) on file with the National Center on or before May 1, 2019, contestant scores will *not* be released and students’ overall schools will be drastically affected.

The [Parental Consent form](#) is located on page 29 and can be obtained as a PDF file on the [WSAP Download Center](#) webpage. This form must be on file with National Center for all contestants who are or will be under the age of 18 before May 5, 2019.



CERTIPOINT
A PEARSON VUE BUSINESS

Certiport, A Pearson VUE Business
1276 South 820 East, Suite 200
American Fork, UT 84003 USA

Telephone: 1-888-999-9830
International: (801) 847-3100
www.certiport.com

Parent / Legal Guardian Consent Form

I am the parent/legal guardian of _____ (please print)
(the "Certiport Candidate") and I understand that my permission and authorization is required for the collection, use, and disclosure of the Certiport Candidate's personal information by Certiport, a business of NCS Pearson, Inc. ("Certiport"). I further understand that the Certiport Candidate will not be permitted to register for or take a Certiport exam unless I provide my permission by signing this form.

I understand and acknowledge that all individuals, including the Certiport Candidate, planning to take a Certiport exam are required to:

- A) Provide to Certiport, personal information, such as his or her, first and last name, street address, e-mail address, and demographic information ("Candidate Information"); and
- B) Agree to all of the terms and conditions contained on the Certiport website at www.certiport.com and in Certiport's test registration and delivery system and that these terms and conditions are legally binding.

In my capacity as the parent/legal guardian of the Certiport Candidate, I hereby understand, agree, authorize, and provide my consent, as the case may be:

- 1) To allow the Certiport Candidate to take or retake any Certiport exam(s); and
- 2) That I have had an opportunity to review the Certiport terms and conditions and privacy policy available at www.certiport.com, including, but not limited to, those provisions relating to testing; privacy policies; and the collection, processing, use and transmission to the United States of the Certiport Candidate's personally identifiable information and that I and the Certiport Candidate understand and agree to abide by these terms and conditions and policies; and
- 3) To Certiport for the retention and disclosure of any of the Candidate's personal information to the Certiport exam sponsor(s), its authorized third parties and service providers, and others as may be necessary to prevent unlawful activities or as required by law; and
- 4) That the Certiport Candidate and I will comply with any of the Certiport testing rules and procedures.
- 5) To allow Certiport to disclose to Business Professionals of America (BPA) the Candidate's Name, City, State, and score should my Certiport Candidate be one of the top fifteen winners in MOS Word, PowerPoint and Excel at the BPA 2019 National Leadership Conference.

I, the undersigned, certify that I am the parent or legal guardian of the child/legal ward (named above) and that I have the right to make decisions for my child/legal ward that effect his/her wellbeing.

I CERTIFY THAT I AM 18 YEARS OF AGE OR OLDER AND THAT I HAVE READ, FULLY UNDERSTAND AND AGREE TO THE TERMS OF THIS AGREEMENT, AND I SIGN IT VOLUNTARILY WITH FULL KNOWLEDGE OF ITS SIGNIFICANCE.

COPY

NAME OF PARENT/LEGAL GUARDIAN _____ SIGNATURE OF PARENT/LEGAL GUARDIAN _____

DO NOT USE



Certiport, A Pearson VUE Business
1276 South 820 East, Suite 200
American Fork, UT 84003 USA

Telephone: 1-888-999-9830
International: (801) 847-3100
www.certiport.com

Parent / Legal Guardian Consent Form

I am the parent/legal guardian of _____ (please print) (the "Certiport Candidate") and I understand that my permission and authorization is required for the collection, use, and disclosure of the Certiport Candidate's personal information by Certiport, a business of NCS Pearson, Inc. ("Certiport"). I further understand that the Certiport Candidate will not be permitted to register for or take a Certiport exam unless I provide my permission by signing this form.

I understand and acknowledge that all individuals, including the Certiport Candidate, planning to take a Certiport exam are required to:

- A) Provide to Certiport, personal information, such as his or her, first and last name, street address, e-mail address, and demographic information ("Candidate Information"); and
- B) Agree to all of the terms and conditions contained on the Certiport website at www.certiport.com and in Certiport's test registration and delivery system and that these terms and conditions are legally binding.

In my capacity as the parent/legal guardian of the Certiport Candidate, I hereby understand, agree, authorize, and provide my consent, as the case may be:

- 1) To allow the Certiport Candidate to take or retake any Certiport exam(s); and
- 2) That I have had an opportunity to review the Certiport terms and conditions and privacy policy available at www.certiport.com, including, but not limited to, those provisions relating to testing; privacy policies; and the collection, processing, use and transmission to the United States of the Certiport Candidate's personally identifiable information and that I and the Certiport Candidate understand and agree to abide by these terms and conditions and policies; and
- 3) To Certiport for the retention and disclosure of any of the Candidate's personal information to the Certiport exam sponsor(s), its authorized third parties and service providers, and others as may be necessary to prevent unlawful activities or as required by law; and
- 4) That the Certiport Candidate and I will comply with any of the Certiport testing rules and procedures.
- 5) To allow Certiport to disclose to Business Professionals of America (BPA) the Candidate's Name, City, State, and score should my Certiport Candidate be one of the top fifteen winners in MOS Word, PowerPoint and Excel at the BPA 2019 National Leadership Conference.

I, the undersigned, certify that I am the parent or legal guardian of the child/legal ward (named above) and that I have the right to make decisions for my child/legal ward that effect his/her wellbeing.

I CERTIFY THAT I AM 18 YEARS OF AGE OR OLDER AND THAT I HAVE READ, FULLY UNDERSTAND AND AGREE TO THE TERMS OF THIS AGREEMENT, AND I SIGN IT VOLUNTARILY WITH FULL KNOWLEDGE OF ITS SIGNIFICANCE.

NAME OF PARENT/LEGAL GUARDIAN

SIGNATURE OF PARENT/LEGAL GUARDIAN

DATE

ALPHABETICAL LISTING OF WORKPLACE SKILLS ASSESSMENTS

Administrative Support Concepts – Open Event (290)
Administrative Support Research Project (S) (260)
Administrative Support Team (255)
Advanced Accounting (S) (110)
Advanced College Accounting (PS) (115)
Advanced Interview Skills (520)
Advanced Office Systems & Procedures (225)
Advanced Spreadsheet Applications (235)
Advanced Word Processing (210)
Banking & Finance (145)
Basic Office Systems & Procedures (220)
Broadcast News Production Team (S) (445)
Business Law & Ethics (265)
Business Meeting Management Concepts –
Open Event (590)
C++ Programming (335)
College Accounting (PS) (105)
College Payroll Accounting (PS) (130)
Computer Animation Team (S) (440)
Computer Modeling (S) (425)
Computer Network Technology (300)
Computer Programming Concepts – Open Event (390)
Computer Security (320)
Contemporary Issues (PS) (530)
Database Applications (240)
Digital Communication & Design Concepts –
Open Event (490)
Digital Marketing Concepts – Open Event (594)
Digital Media Production (420)
Digital Publishing (415)
Economic Research Individual (S) (155)
Economic Research Team (S) (160)
Entrepreneurship (505)
Ethics & Professionalism (PS) (540)
Extemporaneous Speech (S) (525)
Federal Income Tax Accounting (PS) (140)
Financial Analyst Team (150)
Financial Math & Analysis Concepts – Open Event (190)
Fundamental Accounting (S) (100)
Fundamental Desktop Publishing (400)
Fundamental Spreadsheet Applications (230)
Fundamental Word Processing (200)
Fundamentals of Web Design (405)
Global Marketing Team (S) (500)
Graphic Design Promotion (410)
Human Resource Management (535)
ICD-10-CM Diagnostic Coding-Pilot (270)
Information Technology Concepts – Open Event (391)
Integrated Office Applications (215)
Intermediate Word Processing (205)
Interview Skills (515)
Java Programming (340)
Legal Office Procedures (245)
Management, Marketing, & Human Resources Concepts
– Open Event (591)
Managerial Accounting (PS) (135)
Medical Office Procedures (250)
Mobile Applications (V05)
Network Administration Using Microsoft® (310)
Network Design Team (325)
Parliamentary Procedure Concepts – Open Event (592)
Parliamentary Procedure Team (S) (550)
Payroll Accounting (S) (125)
PC Servicing & Troubleshooting (305)
Personal Financial Management (165)
Prepared Speech (545)
Presentation Management Individual (555)
Presentation Management Team (560)
Project Management Concepts – Open Event (PS) (593)
Promotional Photography (V06)
Small Business Management Team (510)
Software Engineering Team (V03)
SQL Database Fundamentals (345)
Start-up Enterprise Team (V08)
Systems Administration Using Cisco® (315)
Video Production Team (430)
Visual Basic/C# Programming (330)
Virtual Multimedia and Promotion Individual (V01)
Virtual Multimedia and Promotion Team (V02)
Web Application Team (V04)
Website Design Team (435)

WORKPLACE SKILLS ASSESSMENT STANDARDS

The skills listed below have been identified as those common to all WSAP Competitive Events.

Skills common to the five core assessment areas: Finance, Business Administration, Management Information Systems, Digital Communication & Design, and Management, Marketing & Communication are also listed.

These are *not* intended to replace the individual event competencies, but to provide an overview and guidelines to ensure that the WSAP is preparing our members for successful careers by assessing real workplace skills.

Essential Skills

- BPAES1 Demonstrate effective written and oral communication skills.
- BPAES2 Demonstrate critical thinking skills to make decisions and to solve problems.
- BPAES3 Demonstrate professionalism and ethical behavior.
- BPAES4 Demonstrate effective leadership and teamwork skills.
- BPAES5 Conduct accurate research using various resources and methods.
- BPAES6 Demonstrate appropriate technology concepts and digital citizenship.
- BPAES7 Demonstrate knowledge of employability skills.
- BPAES8 Develop products using creativity and innovation.
- BPAES9 Demonstrate skills needed to function effectively in today's global economy.
- BPAES10 Perform mathematical calculations.

Finance Workplace Skills

- F1 Use correct terminology related to finance.
- F2 Use analytical and mathematical skills in solving financial problems.

Business Administration Workplace Skills

- BA1 Utilize spreadsheet software to create, edit, and publish industry appropriate documents.
- BA2 Utilize word processing software to create, edit, and publish industry appropriate documents.

Management Information Systems Workplace Skills

- MIS1 Utilize digital tools to gather, evaluate, and use information.
- MIS2 Demonstrate a sound understanding of technology concepts, systems, and operations.
- MIS3 Design and produce quality IT product/service.
- MIS4 Explain how IT increases business productivity and effectiveness.
- MIS5 Demonstrate an understanding of project management concepts in IT.
- MIS6 Utilize the key functions and applications of software.
- MIS7 Demonstrate an understanding of technologies that influence business practices.

Digital Communication & Design Workplace Skills

- DCD1 Utilize presentation software to create, edit, and publish industry appropriate documents.
- DCD2 Utilize desktop publishing software to create, edit, and publish industry appropriate documents.
- DCD3 Demonstrate knowledge of basic web page design and functioning.

Management, Marketing & Communication Workplace Skills

- MMC1 Demonstrate an understanding of management, marketing, and human resources concepts and practices.
- MMC2 Demonstrate an understanding of integrity and ethics in work environments across domestic and international demographics.
- MMC3 Evaluate, prioritize, interpret, and communicate analysis of business data to develop and communicate solutions.
- MMC4 Produce a written marketing plan focusing on price, product, place and promotion.
- MMC5 Demonstrate knowledge and understanding of an entrepreneurial business plan.
- MMC6 Analyze short- and long-term financial impacts to recommend a plan of action.
- MMC7 Apply understanding of managing equipment needs, merchandising, business ethics, personal image, market research, advertising, bankruptcy, legal issues, financial issues, expansion, international business, environmental issues, economic issues, and customer relations.
- MMC8 Demonstrate professionalism through appearance and interpersonal skills.

CAREER CLUSTER CROSSWALKS

For more information about the National Career Clusters® Framework, visit www.careertech.org/career-clusters.

 Today's students. Tomorrow's business professionals.	Arts, A/V Technology & Communications	Business, Management & Administration	Finance	Government & Public Administration	Health Science	Information Technology	Law, Public Safety, Corrections & Security	Marketing, Sales & Service
Virtual								
Virtual Multimedia and Promotion Individual						x		
Virtual Multimedia and Promotion Team						x		
Software Engineering Team						x		
Web Application Team						x		x
Mobile Applications						x		
Promotional Photography	x					x		
Start-up Enterprise Team		x	x			x		x
Finance								
Fundamental & College Accounting		x	x					
Advanced & Advanced College Accounting		x	x					
Payroll & College Payroll Accounting		x	x					
Managerial Accounting		x	x					
Federal Income Tax Accounting		x	x	x				
Banking & Finance		x	x					
Financial Analyst Team		x	x			x		
Economic Research Individual		x	x					
Economic Research Team		x	x					
Personal Financial Management		x	x					
Financial Math & Analysis Concepts—Open			x					
Business Administration								
Fundamental Word Processing		x				x		
Intermediate Word Processing		x				x		
Advanced Word Processing		x				x		
Integrated Office Applications		x				x		
Basic Office Systems & Procedures		x				x		
Advanced Office Systems & Procedures		x				x		
Fundamental Spreadsheet Applications		x	x			x		
Advanced Spreadsheet Applications		x	x			x		
Database Applications		x				x		
Legal Office Procedures		x				x	x	
Medical Office Procedures		x			x	x		
Administrative Support Team		x				x		
Administrative Support Research Project		x						
Business Law & Ethics		x		x			x	
ICD-10-CM Diagnostic Coding		x			x			
Administrative Support Concepts—Open		x						

 <p>Today's students. Tomorrow's business professionals.</p>	Arts, A/V Technology & Communications	Business, Management & Administration	Finance	Government & Public Administration	Health Science	Information Technology	Law, Public Safety, Corrections & Security	Marketing, Sales & Service
Management Information Systems								
Computer Network Technology						X		
PC Servicing & Troubleshooting		X				X		
Network Administration Using Microsoft®						X		
Systems Administration Using Cisco®						X		
Computer Security		X				X		
Network Design Team						X		
Visual Basic/C# Programming						X		
C++ Programming						X		
Java Programming						X		
SQL Database Fundamentals						X		
Information Technology Concepts—Open						X		
Computer Programming Concepts—Open						X		
Digital Communication & Design								
Fundamental Desktop Publishing	X	X				X		X
Fundamentals of Web Design						X		X
Graphic Design Promotion	X	X	X			X		X
Digital Publishing	X	X				X		
Digital Media Production	X					X		X
Computer Modeling						X		
Video Production Team	X					X		X
Website Design Team						X		X
Computer Animation Team	X					X		X
Broadcast News Production Team	X					X		
Digital Communication & Design Concepts—Open	X					X		
Management, Marketing & Communication								
Global Marketing Team		X	X	X		X		X
Entrepreneurship		X	X					X
Small Business Management Team		X	X					X
Interview Skills		X						X
Advanced Interview Skills		X						X
Extemporaneous Speech/Contemporary Issues		X						X
Human Resource Management		X						X
Ethics & Professionalism		X						X
Prepared Speech		X						X
Parliamentary Procedure Team		X						
Presentation Management Individual		X				X		X
Presentation Management Team		X				X		X
Management, Marketing & Human Resources Concepts—Open		X						X
Parliamentary Procedure Concepts—Open		X						
Business Meeting Management Concepts—Open		X						
Project Management Concepts—Open		X				X		
Digital Marketing Concepts—Open	X					X		X

VIRTUAL COMPETITIVE EVENTS

These events are offered only at the national level. All members may register and submit entries. There are no limits. Top ten (10) winners will be decided without consideration for division. The following policy will be used in for all virtual competitive events.

Preliminary Round

Based upon the number of final submissions in each of the virtual event contests, the competitors will be randomly assigned into sections. Within each section, all competitors will be judged using the technical specification points in the individual WSAP contest guidelines.

Upon completion of the technical judging and based upon the size of each section, the number of competitors that will advance to the presentation will be determined. The number of competitors that will advance to the presentation round will *not* exceed 20 competitors.

- 5 Sections and higher – Top 2 from each section advance to the presentation round
- 4 Sections – Top 3 from each section advance to the presentation round
- 3 Sections – Top 4 from each section advance to the presentation round
- 2 Sections – Top 5 from each section advance to the presentation round

Presentation Round

During the presentation round, the combined scores (presentation and technical) will determine the top ten (10) competitors that will advance to NLC.

Top 10 Score Rankings

The top ten (10) competitors advancing to NLC will be subjected to one additional technical judging in order to determine the final NLC rankings. This technical judging will take place before NLC.

During the National Leadership Conference (NLC)

The top ten (10) competitors in each of the Virtual Events are invited to participate in the [BPA National Showcase](#) and the [BPA National Showcase Business Panel](#). During the National Leadership Conference (NLC), all competitors are invited to compete for the National Showcase Best in Show Award.

The ten (10) contestants with the highest cumulative technical and presentation scores will be invited to attend the National Leadership Conference to be recognized for their outstanding efforts and to participate in the National Showcase. See <http://www.bpa.org/nlc/NationalShowcase> for more information.

(V01) [Virtual Multimedia and Promotion Individual](#)

(V02) [Virtual Multimedia and Promotion Team](#)

(V03) [Software Engineering Team](#)

(V04) [Web Application Team](#)

(V05) [Mobile Applications](#)

(V06) [Promotional Photography](#)

(V08) [Start-up Enterprise Team](#)

(V01) Virtual Multimedia and Promotion Individual

Description

Create a 1:00 to 2:30 minute digital promotion based upon the assigned topic. This national event will be submitted and judged virtually. Awards will be presented at the National Leadership Conference.

Eligibility

- Any Business Professionals of America student member may enter this event.
- There are no restrictions on number of entries per chapter or per state.

Event Registration

- Advisors register members for the event using the Membership Registration System, accessible at <http://www.bpa.org/membership/regsystem>.
- The event can be added to your invoice using step 4, “Virtual Event Registration.” Enter the name of each student into the “notes” field.
- Event registration can be purchased with your original invoice or with a new invoice after member registration.
- Registration deadline is November 9, 2018.
- Contestants participating in competition must be registered for the event prior to submission deadline to be eligible.

Entry Fee

There will be a \$10 fee for each entry (invoiced during event registration).

Topic

Pick a recent experience from your life and create a digital promotion explaining how it has influenced your life, your relationships and/or your community.

Competencies

Business Professionals of America Essential Skills

- Demonstrate effective written and oral communication skills
- Demonstrate critical thinking skills to make decisions and to solve problems
- Demonstrate professionalism and ethical behavior
- Demonstrate effective leadership and teamwork skills
- Conduct accurate research using various resources and methods
- Demonstrate appropriate technology concepts and digital citizenship
- Demonstrate knowledge of employability skills
- Develop products using creativity and innovation
- Demonstrate skills needed to function effectively in today's global economy
- Perform mathematical calculations

Information Technology Common Standards

- Utilize digital tools to gather, evaluate, and use information
- Demonstrate a sound understanding of technology concepts, systems, and operations
- Design and produce quality IT product/service
- Explain how IT increases business productivity and effectiveness
- Demonstrate an understanding of project management concepts in IT
- Explain the key functions and applications of software

- Demonstrate an understanding of how new IT technologies influence business practices
- Demonstrate technical knowledge of the Internet
- Demonstrate knowledge of basic web page design and functioning

Event Specific Skills

- Develop a project plan and timeline.
- Apply problem solving techniques.
- Demonstrate knowledge of multimedia and promotion.
- Demonstrate utilization of various audio and video software applications.
- Demonstrate knowledge of graphic design including color, animation, audio, and video.

Specifications

- Completed final product dimensions should be at least 720 x 480.
- Completed projects may be uploaded to a video/file sharing site (Vimeo, YouTube, or Dropbox, etc.) It is recommended that you set the access level of your project to one of BPA's recommended settings. See page 15 for settings recommendations.
- Submit the [Individual Entry Form](#) including a clickable URL to the project, Works Cited, and [Release Form\(s\)](#) in a combined PDF file to: <http://www.bpa.org/submit>, no later than 11:59 p.m. Eastern Time, on January 25, 2019.
- Member ID will be required for all submissions.
- Participants must include the BPA logo, tagline, and colors in the video.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.
- The contestant is responsible for securing a [Release Form](#) from any person whose image is used in the production.
- All text/graphic materials must follow the organization's [Graphic Standards](#) and make proper use of the logo and/or organization's name. (Refer to the [Graphic Standards](#) in the [Style & Reference Manual.](#))
- Contestants will be assigned to sections prior to their preliminary presentation.
- For contestants who qualify, contestants' advisors will be contacted to reserve a time for a videoconference presentation before a panel of judges. E-mail confirmation will be sent to those contestants eligible to reserve a presentation time. The dates and times for presentation reservations will be announced via e-mail notification.
- The top contestants with the highest cumulative technical and presentation scores will be invited to attend the National Leadership Conference to be recognized for their outstanding efforts and to participate in the National Showcase. See <http://www.bpa.org/nlc/nationalshowcase> for more information.
- The top contestants may participate in the Virtual Event Forum for all participants and advisors.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.

Method of evaluation

Application

Technical Judges' Rating Sheet

Presentation Judges' Rating Sheet

Length of event

No more than three (3) minutes set-up

No more than ten (10) minutes presentation time

No more than five (5) minutes judges' questions

Please note: Those contestants who wish to receive judges' comments must submit an e-mail address at the time of submission.

This event is sponsored by:



Columbus College
of Art & Design

**(V01) Virtual Multimedia and Promotion Individual
Scoring Rubric/Rating Sheet**

Technical Scoring Rubric

Judge Number _____

Contestant Number _____

Contestant Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (<i>Disqualification</i>)	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Contestant submitted the correct information and in the correct format. <ul style="list-style-type: none"> • Individual Entry Form - PDF format (must be keyed but does <i>not</i> have to be signed for pre- submission) • Release Form(s) – PDF format • Works Cited – PDF format <p align="center"><i>All points or none are awarded by the technical judge.</i></p>				10	
Content Aligns to Topic, Depth of Research, Influences Audience	1-5	6-10	11-15	16-20	
Technique Aesthetic use of colors and fonts, Consistent Format, Visually Organized	1-5	6-10	11-15	16-20	
Creativity/Originality	1-5	6-10	11-15	16-20	
Sound Volume Levels, Clarity, Sound Editing, Sound Design	1-5	6-10	11-15	16-20	
Innovative Technology Motion, Animation, FX	1-5	6-10	11-15	16-20	
Grammar Spelling, Punctuation, and Usage	0 (3+ errors)	5 (2 errors)	10 (1 error)	20 (0 errors)	
TECHNICAL SCORE (130 points maximum)					

**(V01) Virtual Multimedia and Promotion Individual
Scoring Rubric/Rating Sheet**

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

	Below Average	Average	Good	Excellent	Points Awarded
PRESENTATION POINTS					
Ability to explain development/design process	1-5	6-10	11-15	16-20	
Offered clear and direct responses to interview questions	1-5	6-10	11-15	16-20	
Grammar, Spelling, Punctuation, and Usage	1-5	6-10	11-15	16-20	
Presentation quality/style	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (80 points maximum)					

	Points Awarded
SPECIFICATION POINTS: All points or none per item are awarded.	
Adhered to time specifications of 1:00 minute to 2:30 minutes.	10
Video has motion graphics.	10
Adhered to specified dimensions of at least 720 x 480.	10
Conformed to BPA Graphic Standards . Logo and tagline must be used together. Color could be the same either in black, navy, or the official colors.	10
TOTAL SPECIFICATION POINTS (40 points maximum)	

TOTAL MAXIMUM POINTS = 250

(V02) Virtual Multimedia and Promotion Team

Description

Create a 1:00 to 2:30 minute digital promotion based upon the assigned topic. This national event will be submitted and judged virtually. Awards will be presented at the National Leadership Conference.

Eligibility

- Any Business Professionals of America student member may enter this event.
- A team will consist of 2-4 members.
- There are no restrictions on number of entries per chapter or per state.

Event Registration

- Advisors register teams for the event using the Membership Registration System, accessible at <http://www.bpa.org/membership/regsystem>.
- The event can be added to your invoice using step 4, “Virtual Event Registration.” Enter the names of all team members into the “notes” field.
- Event registration can be purchased with your original invoice or with a new invoice after member registration.
- Registration deadline is November 9, 2018.
- Contestants participating in competition must be registered for the event prior to submission deadline to be eligible.

Entry Fee

There will be a \$20 fee for each team (invoiced during event registration).

Topic

Create a digital promotion addressing an innovative solution to a problem in your community.

Competencies

- Demonstrate effective written and oral communication skills
- Demonstrate critical thinking skills to make decisions and to solve problems
- Demonstrate professionalism and ethical behavior
- Demonstrate effective leadership and teamwork skills.
- Conduct accurate research using various resources and methods
- Demonstrate appropriate technology concepts and digital citizenship
- Demonstrate knowledge of employability skills
- Develop products using creativity and innovation
- Demonstrate skills needed to function effectively in today's global economy
- Perform mathematical calculations

Information Technology Common Standards

- Utilize digital tools to gather, evaluate, and use information
- Demonstrate a sound understanding of technology concepts, systems, and operations
- Design and produce quality IT product/service
- Explain how IT increases business productivity and effectiveness
- Demonstrate an understanding of project management concepts in IT
- Explain the key functions and applications of software
- Demonstrate an understanding of how new IT technologies influence business practices

- Demonstrate technical knowledge of the Internet
- Demonstrate knowledge of basic web page design and functioning.

Event Specific Skills

- Develop a project plan and timeline.
- Apply problem solving techniques.
- Evaluate and delegate responsibilities needed to perform required tasks.
- Demonstrate teamwork skills needed to function in a business setting.
- Demonstrate knowledge of multimedia and promotion.
- Demonstrate utilization of various audio and video software applications.
- Demonstrate knowledge of graphic design including color, animation, audio, and video.

Specifications

- Completed projects may be uploaded to a video/file sharing site (Vimeo, YouTube, or Dropbox, etc.) It is recommended that you set the access level of your project to one of BPA's recommended settings. See page 15 for settings recommendations.
- Submit the [Team Entry Form](#) including a clickable URL to the project, Works Cited, and [Release Form\(s\)](#) in a combined PDF file to: <http://www.bpa.org/submit>, no later than 11:59 p.m. Eastern Time, on January 25, 2019.
- Member ID will be required for all submissions.
- Completed final product dimensions should be at least 720 x 480.
- Participants must include the BPA logo, tagline, and colors in the video.
- The team is responsible for securing a [Release Form](#) from any person whose image is used in the production.
- All text/graphic materials must follow the organization's [Graphic Standards](#) and make proper use of the logo and/or organization's name. (Refer to the [Graphic Standards](#) in the [Style & Reference Manual](#).)
- Teams will be assigned to sections prior to their preliminary presentation.
- For teams who qualify, the teams' advisors will be contacted to reserve a time for a videoconference presentation before a panel of judges. E-mail confirmation will be sent to those teams eligible to reserve a presentation time. The dates and times for presentation reservations will be announced via e-mail notification.
- The top teams with the highest cumulative technical and presentation scores will be invited to attend the National Leadership Conference to be recognized for their outstanding efforts and to participate in the National Showcase. See <http://www.bpa.org/nlc/nationalshowcase> for more information.
- The top teams may participate in the Virtual Event Forum for all participants and advisors.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.

Method of evaluation

Application

Technical Judges' Rating Sheet

Presentation Judges' Rating Sheet

Length of event

No more than three (3) minutes set-up

No more than ten (10) minutes presentation time

No more than five (5) minutes judges' questions

Please note: Those teams who wish to receive judges' comments must submit an e-mail address at the time of submission.

This event is sponsored by:



Columbus College
of Art & Design

**(V02) Virtual Multimedia and Promotion Team
Technical Scoring Rubric/Rating Sheet**

Judge Number _____

Contestant Number _____

Technical Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (<i>Disqualification</i>)	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Team submitted the correct information and in the correct format. <ul style="list-style-type: none"> • Team Entry Form - PDF format (must be keyed but does <i>not</i> have to be signed for pre- submission) • Works Cited – PDF format • Release Form(s) – PDF format <i>All points or none are awarded by the technical judge.</i>				10	
Content Aligns to Topic, Depth of Research, Influences Audience	1-5	6-10	11-15	16-20	
Technique Aesthetic use of colors and fonts, Consistent Format, Visually Organized	1-5	6-10	11-15	16-20	
Creativity/Originality	1-5	6-10	11-15	16-20	
Sound Volume Levels, Clarity, Sound Editing, Sound Design	1-5	6-10	11-15	16-20	
Innovative Technology Motion, Animation, FX	1-5	6-10	11-15	16-20	
Grammar Spelling, Punctuation, and Usage	0 (3+ errors)	5 (2 errors)	10 (1 error)	20 (0 errors)	
TECHNICAL SCORE (130 points maximum)					

**(V02) Virtual Multimedia and Promotion Team
Scoring Rubric/Rating Sheet**

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

	Below Average	Average	Good	Excellent	Points Awarded
PRESENTATION POINTS					
Ability to explain development/design process	1-5	6-10	11-15	16-20	
Offered clear and direct responses to interview questions	1-5	6-10	11-15	16-20	
Grammar, Spelling, Punctuation, and Usage	1-5	6-10	11-15	16-20	
Presentation quality/style	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (80 points maximum)					

	Points Awarded
SPECIFICATION POINTS: All points or none per item are awarded.	
Adhered to time specifications of 1:00 minute to 2:30 minutes.	10
Video has motion graphics.	10
Adhered to specified dimensions of at least 720 x 480.	10
Conformed to BPA Graphic Standards . Logo and tagline must be used together. Color could be the same either in black, navy, or the official colors.	10
TOTAL SPECIFICATION POINTS (40 points maximum)	

TOTAL MAXIMUM POINTS = 250

(V03) Software Engineering Team

Description

Teams will collaborate on the engineering of a computer software application that performs tasks and operations as outlined in the provided topic. Project submissions will consist of software source code and assets in addition to a functional executable version of the application. Submissions will be judged on technical merit by software engineering professionals. Teams will be further required to formally present their project to a panel of judges via videoconference, and the presentation will be judged independently of the project's technical merits.

Eligibility

- Any Business Professionals of America student member may enter this event.
- A team will consist of 2-4 members.
- There are no restrictions on number of entries per chapter or per state.

Event Registration

- Advisors register teams for the event using the Membership Registration System, accessible at <http://www.bpa.org/membership/regsystem>.
- The event can be added to your invoice using step 4, "Virtual Event Registration." Enter the name of each student into the "notes" field.
- Event registration can be purchased with your original invoice or with a new invoice after member registration.
- Registration deadline is November 9, 2018.
- Contestants participating in competition must be registered for the event prior to submission deadline to be eligible.

Teams must also register their participation at the event website at www.bpatechnical.org. Be sure to check www.bpatechnical.org for additional information. Each team must choose a name for their project at registration time, and provide the names and membership numbers of each participant. Team advisors will be sent a copy of the registration. The event website will publish all event news and updates, and all project submissions will be taken via the website.

Entry Fee

There will be a \$20 fee for each team (invoiced during registration).

Topic

"Creativity is key. As a member of the startup game company, Cognitive Thought Media, you are tasked with creating a new multiplayer game that is fun to play and not limited to any specific genre."

Competencies

Business Professionals of America Essential Skills

- Demonstrate effective written and oral communication skills
- Demonstrate critical thinking skills to make decisions and to solve problems
- Demonstrate professionalism and ethical behavior
- Demonstrate effective leadership and teamwork skills
- Conduct accurate research using various resources and methods
- Demonstrate appropriate technology concepts and digital citizenship
- Demonstrate knowledge of employability skills
- Develop products using creativity and innovation

Information Technology Common Standards

- Utilize digital tools to gather, evaluate, and use information
- Demonstrate a sound understanding of technology concepts, systems, and operations
- Design and produce quality IT product/service
- Demonstrate an understanding of project management concepts in IT
- Demonstrate an understanding of how new IT technologies
- Demonstrate technical knowledge of the Internet

Event Specific Skills

- Apply technical skills in the given programming languages to develop the system of applications required.
- Evaluate and delegate responsibilities needed to perform required tasks as a team.
- Develop a project plan and timeline.
- Apply problem solving techniques.
- Implement system analysis and design concepts.
- Use internal programming documentation.
- Use object-oriented programming concepts and techniques.
- Demonstrate knowledge of how data is organized in software development.
- Apply programming concepts such as sequential file access, databases, and I/O operations.
- Use internal and external function and/or procedure calls.

Technical Specifications

Minimum functionality required:

- Interactive game environment
- Menu interface for non-gameplay user interaction (e.g. starting game, resuming game, choosing levels, exiting the game.)
- On-screen HUD for display of vital gameplay information
- Minimum average framerate of 30 frames-per-second (FPS)
- Serialization of game state to local filesystem or permitted database (see below) for saving and resumption of gameplay sessions.

Technology Requirements:

The following languages/frameworks are permitted:

- Java 6 or higher
- JavaScript
- Python 2.6+
- Ruby 1.8.6+
- Microsoft C#
- Objective-C / Cocoa
- C++

The following database systems are permitted (but are optional):

- Oracle Express 11g
- Microsoft SQL Server
- Oracle MySQL
- PostgreSQL
- SQLite
- JavaDB

The use of game development frameworks (e.g. XNA, pygame, cocos2d, et al.) is permitted if, and only if, the framework is freely available for educational or non-profit use. The use of paid proprietary development frameworks is expressly prohibited. Additionally, Realm Crafter and other “programming light” tools that provide a ready-made gaming engine and/or graphical assets are also prohibited. Any submission using a game development framework must clearly show the extent of original work done via source code comments.

Specifications

- Event registration shall open on September 1, 2018 at 12:01 a.m. Eastern Time. Participating students will register via the event website, and each participant’s BPA membership ID number from the national registration database shall be required for event registration. Registration shall close on November 9, 2018 at 11:59 p.m. Eastern Time.
- The final project submission deadline will be January 25, 2019 at 11:59 p.m. Eastern Time.
- All projects will be submitted via www.bpatechnical.org. **See Note on Final Project Submission for more details.**
- During the presentation phase of the event, school names shall *not* be visible on any equipment, screen savers, or any other content displayed before judges.
- A written [Release Form](#) shall be obtained by teams from any individual whose work, name, likeness or personal information is used as part of an event submission.
- Teams will be assigned to sections prior to their preliminary presentation.
- For teams who qualify, the teams’ advisors will be contacted to reserve a time for a videoconference presentation before a panel of judges. E-mail confirmation will be sent to those teams eligible to reserve a presentation time. The dates and times for presentation reservations will be announced via e-mail notification.
- The top teams with the highest cumulative technical and presentation scores will be invited to attend the National Leadership Conference to be recognized for their outstanding efforts and to participate in the National Showcase. See <http://www.bpa.org/nlc/nationalshowcase> for more information.
- The top teams may participate in the Virtual Event Forum for all participants and advisors.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.

NOTE ON FINAL PROJECT SUBMISSION

All project documents including, but *not* limited to: source code, game manual, project plan, resources, libraries, etc. must be packaged together in a compressed format and uploaded to a file sharing site (e.g. Dropbox, etc.). The [Team Entry Form](#), Works Cited, and [Release Form](#)(s) (as a combined PDF file) are the only things that you will upload to www.bpatechnical.org. You must note the URL for your compressed project files, including any necessary login information, if applicable, on your [Team Entry Form](#).

We strongly recommend that participants use integrated development environments (e.g. Microsoft Visual Studio, Eclipse, Oracle NetBeans, Apple XCode).

Method of evaluation

Application

Technical Judges' Rating Sheet

Presentation Judges' Rating Sheet

Length of event

No more than three (3) minutes set-up

No more than ten (10) minutes presentation time

No more than five (5) minutes judges' questions

NOTE TO CONTESTANTS

This is *not* an all or nothing event. You will be given credit for portions of the event you complete. You should therefore complete as many tasks as possible. You will be required to work as a team in order to complete all tasks. The presentation aspect of this contest will be done over Skype, iChat, or Google Hangouts so be prepared for a video conference style presentation.

(V03) Software Engineering Team

Judge Number _____

Team Number _____

PROJECT PREVIEW SCORING (100 POINTS)

Items To Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Explains design of media elements (sounds, graphics, etc.)	1 – 3	4 – 10	11 – 20	21 – 25	
Explains design of game and game mechanics	1 – 3	4 – 10	11 – 20	21 – 25	
Explains project workflow and team roles	1 – 3	4 – 10	11 – 20	21 – 25	
Explains how the code will be structured	1 – 3	4 – 10	11 – 20	21 – 25	

TECHNICAL SCORING (475 POINTS)

Items To Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Object-Oriented Programming (100 points)					
Proper class design and organization	1 – 3	4 – 15	16 – 27	28 – 30	
Code reuse (minimize code duplication)	1 – 2	3 – 10	11 – 18	19 – 20	
Use of encapsulation	1 – 2	3 – 10	11 – 18	19 – 20	
Use of inheritance	1 – 3	4 – 15	16 – 27	28 – 30	
Design Analysis (40 points)					
Data Flow Diagram(s)	1 – 4	5 – 20	21 – 36	37 – 40	
Code Documentation (70 points)					
Comment blocks explaining classes, methods and complex sections of logic	1 – 4	5 – 20	21 – 36	37 – 40	
Provide an in-game tutorial or walkthrough for instructional purposes	1 – 3	4 – 15	16 – 27	28 – 30	

(V03) Software Engineering Team

Judge Number _____

Team Number _____

Items To Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Crash Reporting (50 points)					
Generation of crash reports (via text file or dialog box) on application failure	1 – 3	4 – 15	16 – 27	28 – 30	
Option to e-mail crash report on application failure	1 – 2	3 – 10	11 – 18	19 – 20	
Data Driven Design (90 points)					
Application makes use of data driven design for runtime settings via flat file or database	1 – 3	4 – 15	16 – 27	28 – 30	
Session data (saved games, high scores, etc.) are stored via flat file or database for later reuse	1 – 3	4 – 15	16 – 27	28 – 30	
Application makes use of data driven design for game content via flat file or database	1 – 3	4 – 15	16 – 27	28 – 30	
Error Handling (65 points)					
Proper use of error handling techniques	1 – 2	3 – 10	11 – 18	19 – 20	
Proper use of exception handling techniques	1 – 2	3 – 10	11 – 18	19 – 20	
Clear user alerts on recoverable and non-recoverable error conditions	1 – 3	4 – 10	11 – 20	21 – 25	
Logging (60 points)					
Log system events to dedicated text file for debugging	1 – 3	4 – 15	16 – 27	28 – 30	
Log system errors to dedicated text file	1 – 3	4 – 15	16 – 27	28 – 30	

(V03) Software Engineering Team

Judge Number _____

Team Number _____

TECHNICAL SPECIFICATIONS (75 POINTS)

NOTE: Specification points are awarded once per team by the event proctor, *not* by individual judges. Teams will be awarded points for specifications in full or *not* at all, i.e., these are “all or nothing” point awards.

Evaluation Item	Points Awarded
Project submission includes a manual containing directions for compiling/building and explains the features of the submission	50
Installer included for project application.	25

GAMEPLAY SCORING (150 POINTS)

Items To Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Interface Design	1 – 3	4 – 15	16 – 27	28 – 30	
Inclusion of Audio	1 – 3	4 – 15	16 – 27	28 – 30	
Logical Controls	1 – 3	4 – 15	16 – 27	28 – 30	
Amount of Content	1 – 3	4 – 15	16 – 27	28 – 30	
Lasting Appeal	1 – 3	4 – 15	16 – 27	28 – 30	

(V03) Software Engineering Team

Judge Number _____

Team Number _____

PRESENTATION SCORING (200 POINTS) (AVERAGED PER JUDGE)

Items To Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Explain the design and development process from start to finish	1 – 5	6 – 10	11 – 15	16 – 20	
Explain the flow or data (game saves, high scores, etc.)	1 – 5	6 – 10	11 – 15	16 – 20	
Explain the design of game and game mechanics	1 – 5	6 – 10	11 – 15	16 – 20	
Explain the use and design of media elements (sounds, graphics, etc.)	1 – 5	6 – 10	11 – 15	16 – 20	
Explain the software engineering principles utilized	1 – 5	6 – 10	11 – 15	16 – 20	
Explain how the game is innovative	1 – 5	6 – 10	11 – 15	16 – 20	
Team offered clear and direct responses to interview questions	1 – 5	6 – 10	11 – 15	16 – 20	
Demonstrate the entire team's role in the development of the game	1 – 5	6 – 10	11 – 15	16 – 20	
Presentation quality and style	1 – 5	6 – 10	11 – 15	16 – 20	
Presentation lasted no more than 10 minutes	1 – 5	6 – 10	11 – 15	16 – 20	

EVENT SCORING TOTALS

NOTE: Technical specification points are awarded once per team by the event proctor, *not* by individual judges. Final Project Preview, Technical, Gameplay, and Presentation points are awarded by the average judge score for that category.

Scoring Category	Points Awarded
Project Preview Points	100
Technical Scoring Points	475
Gameplay Points	150
Presentation Points	200
Technical Specifications Points	75
TOTAL (1,000 points maximum)	

(V04) Web Application Team

Description

The team will create a database-driven website with server-side functionality. The team is provided with the opportunity to design, build and present a working web application. Teams will be further required to formally present their project to a panel of judges via videoconference, and the presentation will be judged independently of the project's technical merits.

Eligibility

- Any Business Professionals of America student member may enter this event.
- A team will consist of 2-4 members.
- There are no restrictions on number of entries per chapter or per state.

Event Registration

- Advisors register teams for the event using the Membership Registration System, accessible at <http://www.bpa.org/membership/regsystem>.
- The event can be added to your invoice using step 4, "Virtual Event Registration." Enter the names of all team members into the "notes" field.
- Event registration can be purchased with your original invoice or with a new invoice after member registration.
- Registration deadline is November 9, 2018.
- Contestants participating in competition must be registered for the event prior to submission deadline to be eligible.

Entry Fee

There will be a \$20 fee for each team (invoiced during event registration).

Topic

NLC Tracker

This year, Web Application Teams are challenged to create an application a BPA advisor can use to track their students, assigned duties, workshops, and tours at the National Leadership Conference.

The application may include the following features but are *not* required to contain all of them and are not limited to using only the mentioned features.

Possible Features:

- Register Advisors (information and duties)
- Advisors can then add view, edit, and change their students' information
- Ability to link advisors, students and guest to tours and workshops
- Ability to send reminders to students/advisers about their upcoming contest, tour or workshop
- Get directions to local restaurants and shops via maps
- Check current weather
- Sign up for tours, workshops, and events
- Create personalized schedules of events

Competencies

- Demonstrate database development and structured query language (SQL) skills
- Demonstrate application security features
- Demonstrate knowledge of server side scripting and Internet concepts
- Evaluate and delegate responsibilities needed to perform required tasks
- Demonstrate teamwork skills needed to function in a business setting
- Apply database development skills in order to create the back-end of the web application
- Apply Web design skills and standards in order to complete the front-end of the website
- Implement problem-solving techniques
- Describe the process, methodology, and lifecycle of your Web application
- Create an audit trail of how you built your application

Teams who do *not* submit an entry that follows this topic will be *disqualified*.

Specifications

- Final projects must be uploaded to a file sharing site (Dropbox, etc.) and should include:
 - a written description of the application as a PDF file
 - the source code (as a zipped root folder)
 - the database schema
- It is recommended that you set the access level of your project to one of BPA's recommended settings. See page 15 for settings recommendations.
- Submit the [Team Entry Form](#), including a clickable URL to the project, Works Cited, and [Release Form\(s\)](#) in a combined PDF file to <http://www.bpa.org/submit> no later than 11:59 p.m. Eastern Time on January 25, 2019.
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt *cannot* be provided by the National Center.
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions *cannot* be accepted.
- Only one (1) team members should complete the submission.
- No changes can be made to the project after the date of submission.
- The website must be available for viewing on the Internet on January 25, 2019. If the ISP is experiencing technical difficulty, the advisor will be contacted, and a reasonable amount of time will be provided to solve the problem. No changes can be made to the website after this date. Technical judging of the website will be conducted prior to NLC.
- The following information must be included in the website: chapter name and number, team member names this information can be included in any format and location.
- The team members must create the conceptual model for the database identifying relationships between tables in the database. Each team will be expected to articulate the design of the database associated with the web application.
- Each team must create forms and associated considerations needed for the scenario.
- Teams may select the database, web server, and middleware solution they prefer. A careful review of the evaluative criteria presented in the contest guidelines will aid in the selection of development technologies. The source code that powers each team's web application will be scrutinized; therefore, it is imperative that team members are capable of answering questions regarding this aspect of the application.

- The event tests the team's ability to write code and incorporate database. As such, application frameworks, such as Drupal®, Joomla!®, DotNetNuke® and WordPress® *cannot* be used. IDE's such as Microsoft® Visual Studio/ASP and Dreamweaver® are acceptable. Packages that assist the developer to create components, menus and similar such as JavaScript®, JQuery® and Ajax are acceptable and encouraged. However, downloading third-party code to create a major component of a web application, such as a shopping cart in an e-commerce application, is *not* permissible.
- Code must be original work of team.
- Teams will be assigned to sections prior to their preliminary presentation.
- For teams who qualify, the teams' advisors will be contacted to reserve a time for a videoconference presentation before a panel of judges. E-mail confirmation will be sent to those teams eligible to reserve a presentation time. The dates and times for presentation reservations will be announced via e-mail notification.
- The top teams with the highest cumulative technical and presentation scores will be invited to attend the National Leadership Conference to be recognized for their outstanding efforts and to participate in the National Showcase. See <http://www.bpa.org/nlc/nationalshowcase> for more information.
- The top teams may participate in the Virtual Event Forum for all participants and advisors.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The *Style & Reference Manual* contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.

Method of evaluation

Application

Technical Judges' Rating Sheet

Presentation Judges' Rating Sheet

Length of event

No more than three (3) minutes set-up

No more than ten (10) minutes presentation time

No more than five (5) minutes judges' questions

Please note: Those teams who wish to receive judges' comments must submit an e-mail address at the time of submission.

(V04) Web Application Team

Judge Number _____

Team Number _____

Technical Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (<i>Disqualification</i>)	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Team submitted the correct information and in the correct format. <ul style="list-style-type: none"> Team Entry Form - PDF format (must be keyed but does <i>not</i> have to be signed for pre- submission) Works Cited – PDF format Release Form(s) – PDF format <i>All points or none are awarded by the technical judge.</i>				10	
Page Design					
Visual organization is easily understood	1-5	6-10	11-15	16-20	
Aesthetic use of colors and fonts	1-5	6-10	11-15	16-20	
Images and page file size have been optimized for performance	1-5	6-10	11-15	16-20	
Grammar, Spelling, Punctuation, and Usage	1-5	6-10	11-15	16-20	
Sufficient contrast between text and background color	1-5	6-10	11-15	16-20	
Total Page Design Points (100 points maximum)					
Customer Functionality					
Navigational links consistent and working	1-5	6-10	11-15	16-20	
End-user instructed on the proper formatting for forms and given feedback upon submission	1-5	6-10	11-15	16-20	
Cross-browser & cross platform compatibility	1-5	6-10	11-15	16-20	
Ability to utilize a search feature	1-5	6-10	11-15	16-20	
Total Customer Functionality Points (80 points maximum)					
Database Development					
A relational database is employed (<i>as opposed to flat file</i>)	1-5	6-10	11-15	16-20	
Conceptual model correctly implemented	1-5	6-10	11-15	16-20	
Minimal data redundancy in tables	1-5	6-10	11-15	16-20	
Sensitive data encrypted in the database	1-5	6-10	11-15	16-20	
Database access is controlled through passwords, access control lists etc.	1-5	6-10	11-15	16-20	
Use of unique key concepts are employed	1-5	6-10	11-15	16-20	
Total Database Development Points (120 points maximum)					
Application Design					
A System/Application diagram was created and employed	1-5	6-10	11-15	16-20	
Maintains state through sessions with and without cookies	1-5	6-10	11-15	16-20	
Encrypts highly sensitive user information	1-5	6-10	11-15	16-20	
Forms fields are validated before submission	1-5	6-10	11-15	16-20	
SQL queries and/or stored procedures are utilized	1-5	6-10	11-15	16-20	
Error capture routines are employed where needed	1-5	6-10	11-15	16-20	
Total Application Design Points (120 points maximum)					

(V04) Web Application Team

Judge Number _____

Contestant Number _____

Technical Scoring Rubric (continued)

Administration					
Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Appropriate Web-based reports are generated for the application	1-5	6-10	11-15	16-20	
Administrator has the ability to add, modify and delete data through a password protected Web interface	1-5	6-10	11-15	16-20	
Code is documented	1-5	6-10	11-15	16-20	
Total Administration Points (60 points maximum)					
Application functions as indicated (it works)					
Reports generate accurate results	1-5	6-10	11-15	16-20	
Search functions return accurate results	1-5	6-10	11-15	16-20	
Administration functions work as indicated (add, modify, delete)	1-5	6-10	11-15	16-20	
Security functions as it should	1-5	6-10	11-15	16-20	
Total Application Points (80 points maximum)					
TOTAL TECHNICAL POINTS (570 points maximum)					

(V04) Web Application Team

Judge Number _____

Team Number _____

Presentation Scoring Rubric

	Below Average	Average	Good	Excellent	Points Awarded
PRESENTATION POINTS					
Ability to explain development/design process	1-5	6-10	11-15	16-20	
Ability to demonstrate how the application works through the use of the User Interface	1-5	6-10	11-15	16-20	
Ability to explain the logical design of application and design patterns used	1-5	6-10	11-15	16-20	
Ability to explain the code structures that perform front end and backend functionality	1-5	6-10	11-15	16-20	
Offered clear and direct responses to interview questions	1-5	6-10	11-15	16-20	
Grammar, Spelling, Punctuation, and Usage	1-5	6-10	11-15	16-20	
Presentation quality/style	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (140 points maximum)					

SPECIFICATION POINTS: All points or none per item are awarded per item.		Points Awarded
Equipment set-up lasted no more than three (3) minutes	5	
Presentation lasted no more than ten (10) minutes	10	
TOTAL PRESENTATION SPECIFICATION POINTS (15 points)		

TOTAL MAXIMUM POINTS = 725

(V05) Mobile Applications

Description

Contestants will develop a mobile phone and/or tablet application based upon the given scenario. Permitted platforms include and are limited to Google Android™, Apple iOS™, and Microsoft Windows Phone™. The application will be pre-submitted for technical judging. Contestants will then be required to present their application to a panel of technical judges.

Eligibility

- Any Business Professionals of America student member may enter this event.
- There are no restrictions on number of entries per chapter or per state.

Event Registration

- Advisors register contestants for the event using the Membership Registration System, accessible at <http://www.bpa.org/membership/regsystem>.
- The event can be added to your invoice using step 4, “Virtual Event Registration.” Enter the name of each student into the “notes” field.
- Event registration can be purchased with your original invoice or with a new invoice after member registration.
- Registration deadline is November 9, 2018.
- Contestants participating in competition must be registered for the event prior to submission deadline to be eligible.

Entry Fee

There will be a \$10 fee for each entry (invoiced during event registration).

Topic

Let's Get Fit!

This challenge is looking for the next big thing users may use to track their fitness and overall well-being and mobile fitness tracking. Here is your opportunity to come up with that idea, develop the concept and build the working prototype to pitch your idea. The submission should provide a solution to what you believe to be lacking in all of the other mobile fitness and well-being applications. The project may include the following features but are not required to contain all of them. Contestants are not limited to using only the mentioned features. What will make your product stand out from all the rest and make it most downloaded and popular app?

Possible Features:

- Motivate users to get active
- Track daily exercise routines
- Post/share workout information
- Geolocation detection and suggest routes
- Track daily meals in a journal
- Upload and post video content
- Users connect with one another
- Set goals and track achievement
- Sync with smart devices (watches, fitness trackers, etc.)
- Earn badges upon completing challenges, workouts, and activities
- Earn badges for making good eating decisions

Competencies

- Implement system analysis and design concepts
- Develop a project plan and timeline
- Demonstrate knowledge of how to resolve program implementation and deployment issues
- Apply Google Android®, Apple iOS®, or Microsoft Windows Phone® language specific programming tools/techniques to create a mobile application
- Demonstrate and employ computer language concepts to include Object Oriented, Structured and Procedural techniques
- Utilize variables, assignment statements, mathematical operators and mathematical concepts to include arithmetic, algebraic and trigonometric functionality in the solution as needed
- Demonstrate the use of design and color principles to create GUI for a mobile device
- Employ database skill sets to manage data
- Apply programming concepts such as sequential file access and I/O operations
- Use internal and external function and/or procedure calls
- Use internal programming documentation
- Create User Input Controls to accept input from users
- Employ Decision Making Controls as needed
- Include icons, images and other graphic objects as needed
- Utilize list, arrays and iteration structures to solve programming problems as needed

Specifications

- The contestant will research the topic, and then create a mobile application based upon the topic presented in this document. The contestant will create the application in a platform of the contestants choice from the list of platforms designated in the technical specifications
- The projects may be cross platform compatible between Google's Android®, Apple iOS®, or Microsoft Windows Phone® platforms.
- The application may *not* be deployed as a web application delivered over HTTP.
- The application must be installed on the contestant's mobile device.
- The contestant must demonstrate the application from the contestant's mobile device for presentation to the technical judges at the region, state, and national level (projection equipment may be used).
- The application need *not* be available for download from a [digital-distribution](#) multimedia-content service such as Google Play®, or Apple App Store®.
- Final project components must be uploaded to a file sharing site (Dropbox, etc.) and should include:
 - a written description of the project and details of a design concept
 - source code (as a zipped root folder)
 - application screenshots
- It is recommended that you set the access level of your project to one of BPA's recommended settings. See page 15 for settings recommendations.
- Submit the [Individual Entry Form](#), including a clickable URL to the project, Works Cited, and [Release Form\(s\)](#) in a combined PDF file to <http://www.bpa.org/submit> no later than 11:59 p.m. Eastern Time on January 25, 2019.
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt *cannot* be provided by the National Center.
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed due dates.
- Multiple submissions *cannot* be accepted.

- No changes can be made to the project after the date of submission.
- The contestant is responsible for securing a [Release Form](#) from any individual whose name, photograph, and/or other information is included on in the mobile application.
- All text/graphics materials must follow the organization's [Graphic Standards](#) and make proper use of the logo and/or organization's name, if used. (Refer to the [Graphic Standards](#) in the [Style & Reference Manual](#).)
- Teams will be assigned to sections prior to their preliminary presentation.
- For teams who qualify, the teams' advisors will be contacted to reserve a time for a videoconference presentation before a panel of judges. E-mail confirmation will be sent to those teams eligible to reserve a presentation time. The dates and times for presentation reservations will be announced via e-mail notification.
- The top teams with the highest cumulative technical and presentation scores will be invited to attend the National Leadership Conference to be recognized for their outstanding efforts and to participate in the National Showcase. See <http://www.bpa.org/nlc/nationalshowcase> for more information.
- The top teams may participate in the Virtual Event Forum for all participants and advisors.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.

Method of evaluation

Application

Technical Judges' Rating Sheet

Presentation Judges' Rating Sheet

Length of event

No more than three (3) minutes set-up

No more than ten (10) minutes presentation time room

No more than five (5) minutes judges' questions

Please note: Those contestants who wish to receive judges' comments must submit an e-mail address at the time of submission.

(V05) Mobile Applications

Judge Number _____

Contestant Number _____

Technical Scoring Rubric

Contestant Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (<i>Disqualification</i>)	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		

	Below Average	Average	Good	Excellent	Points Awarded
Contestant submitted the correct information and in the correct format. <ul style="list-style-type: none"> • Individual Entry Form - PDF format (must be keyed but does <i>not</i> have to be signed for pre-submission) • Release Form(s) – PDF format • Works Cited – PDF format <p style="text-align: center;"><i>All points or none are awarded by the technical judge.</i></p>				10	
User Interface					
Grammar, Spelling, Punctuation, and Usage	5	10	15	20	
o Content without errors/No copyright violations	(3+ errors)	(2 errors)	(1 error)	(0 errors)	
Work is original, innovative and unique	1-5	6-10	11-15	16-20	
Graphic design is optimized for use on mobile devices	1-5	6-10	11-15	16-20	
Effective and aesthetic use of color, typography, and graphics	1-5	6-10	11-15	16-20	
Interface adheres to platform interface guidelines	1-5	6-10	11-15	16-20	
Interface is clear, uncluttered and easily understood	1-5	6-10	11-15	16-20	
TOTAL USER INTERFACE (120 points maximum)					
Code and Data					
Application makes use of at least one (1) of the permitted platforms: Google Android®, Apple iOS®, or Microsoft Windows Phone®	0 (No)			20 (Yes)	
Code is clear, readable and well structured	1-5	6-10	11-15	16-20	
Code demonstrates clear understanding of object-oriented programming and design patterns	1-5	6-10	11-15	16-20	
Code is utilized to access location services/GPS, contacts, and other proximity-based API/developer tools.	1-5	6-10	11-15	16-20	
Code is well-documented	1-5	6-10	11-15	16-20	
TOTAL CODE AND DATA (100 points maximum)					
User Functionality					
Application runs on and/or deploys to a smartphone or tablet device running the chosen permitted platform	1-5	6-10	11-15	16-20	
Application loads and accurately retrieves nearby locations	1-5	6-10	11-15	16-20	
Application retrieves users' contacts based on their location	1-5	6-10	11-15	16-20	
Application allows user to find additional information about location(s), such as reviews / directions / special offers	1-5	6-10	11-15	16-20	
Application contains additional functionality (ranking system, friend request, comments, chat/call functionality, open in browser, etc.)	1-5	6-10	11-15	16-20	
Total User Functionality (100 points maximum)					
Project Plan					
Grammar, Spelling, Punctuation w/o errors.	1-5	6-10	11-15	16-20	
Plan adequately details the how contestant will meet project requirements within the time allotted	1-5	6-10	11-15	16-20	
TOTAL PROJECT PLAN (40 points maximum)					
TOTAL TECHNICAL POINTS (370 points maximum)					

(V05) Mobile Applications

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

	Below Average	Average	Good	Excellent	Points Awarded
PRESENTATION POINTS					
Ability to explain development/design process	1-5	6-10	11-15	16-20	
Ability to demonstrate how the application works through the use of the User Interface	1-5	6-10	11-15	16-20	
Ability to explain the logical design of application and design patterns used	1-5	6-10	11-15	16-20	
Ability to explain the code structures that retrieve locations via GPS services and contacts via proximity	1-5	6-10	11-15	16-20	
Ability to explain the code structures that allow for additional functionality (ranking system, friend request, comments, chat/call functionality, open in browser, etc.)	1-5	6-10	11-15	16-20	
Offered clear and direct responses to interview questions	1-5	6-10	11-15	16-20	
Grammar, Spelling, Punctuation, and Usage	1-5	6-10	11-15	16-20	
Presentation quality/style	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (160 points maximum)					

SPECIFICATION POINTS: All points or none per item are awarded per item.		Points Awarded
Equipment set-up lasted no more than three (3) minutes	5	
Presentation lasted no more than ten (10) minutes	10	
TOTAL SPECIFICATION POINTS (15 points maximum)		

TOTAL MAXIMUM POINTS = 545

(V06) Promotional Photography

Description

Students will demonstrate their skill and creative vision using a DSLR and image editing. This national event will be submitted and judged virtually. Awards will be presented at the National Leadership Conference.

Eligibility

- Any Business Professionals of America student member may enter this event.
- There are no restrictions on number of entries per chapter or per state.

Event Registration

- Advisors register members for the event using the Membership Registration System, accessible at <http://www.bpa.org/membership/regsystem>.
- The event can be added to your invoice using step 4, “Virtual Event Registration.” Enter the name of each student into the “notes” field.
- Event registration can be purchased with your original invoice or with a new invoice after member registration.
- Registration deadline is November 9, 2018.
- Contestants participating in competition must be registered for the event prior to submission deadline to be eligible.

Entry Fee

There will be a \$10 fee for each entry (invoiced during event registration).

Topic

You have been hired by a high school’s public relations office to photograph a school function to refresh photos for their website. They asked for three photos that, together, tell a story of the event. One wide-angle or overall picture should set the scene. One medium-range photo should tell the story of the people who attended the event, and one detail or close-range photo should provide a layer of context to help better understand the event.

Competencies

Business Professionals of America Essential Skills

- Demonstrate effective written and oral communication skills
- Demonstrate critical thinking skills to make decisions and to solve problems
- Demonstrate professionalism and ethical behavior
- Demonstrate effective leadership and teamwork skills
- Conduct accurate research using various resources and methods
- Demonstrate appropriate technology concepts and digital citizenship
- Demonstrate knowledge of employability skills
- Develop products using creativity and innovation
- Demonstrate skills needed to function effectively in today's global economy
- Perform mathematical calculations

Information Technology Common Standards

- Utilize digital tools to gather, evaluate, and use information
- Demonstrate a sound understanding of technology concepts, systems, and operations
- Design and produce quality IT product/service

Business Professionals of America Workplace Skills Assessment Program

Material contained in this publication may be reproduced for member and/or event use only.

- Explain how IT increases business productivity and effectiveness
- Demonstrate an understanding of project management concepts in IT
- Explain the key functions and applications of software
- Demonstrate an understanding of how new IT technologies influence business practices
- Demonstrate technical knowledge of the Internet
- Demonstrate knowledge of basic web page design and functioning

Event Specific Skills

- Apply basic camera techniques
- Demonstrate technical proficiency in the areas of proper focus
- Demonstrate knowledge of lighting techniques
- Demonstrate knowledge of exposure
- Demonstrate the ability to use creative compositional techniques
- Demonstrate knowledge of digital editing
- Demonstrate ability to print digital images
- Apply knowledge of software, equipment, and skills related to photography
- Demonstrate knowledge of copyright laws

Specifications

- Submit all three (3) final photos in JPEG or JPG format as individual files, and submit the [Individual Entry Form](#), Works Cited, and [Release Form](#)(s) in a combined PDF.
- All files should be submitted to <http://www.bpa.org/submit> no later than 11:59 p.m. Eastern Time, on January 25, 2019.
- Member ID will be required for all submissions.
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions *cannot* be accepted.
- Materials from non-registered contestants, those missing contestant number and/or projects received after the deadline will *not* be accepted.
- Photos with any type of text on the photo will *not* be accepted.
- Photographs must be in digital format. The photograph must be taken with a digital camera; no scans of negatives, transparencies, or photographic prints are acceptable. Each file must be no larger than 5 megabytes must be in JPEG or JPG format, and must be at least 1,600 pixels wide (if a horizontal image) 1,600 pixels tall (if vertical image) OR Image Size must have a long dimension of at least 1,000 pixels and no more than 3,000 pixels.
- The photograph, each in its entirety, must be a single work of original material taken by the contest entrant.
- Only minor burning, dodging and/or color correction is acceptable, as are hand tinting and cropping.
- Photographs must *not* constitute copyright infringement or fraud.
- Watermarks are *not* acceptable.
- Photos may *not* be taken using a mobile device or edited using mobile app software.
- The contestant is responsible for securing a [Release Form](#) from any person whose image is used in the production.
- Students must display their original and final photo during their presentations and may use digital presentation tools (i.e., PowerPoint) if desired or unmounted photos. Photos must be 8"x10".
- Contestants will be assigned to sections prior to their preliminary presentation.

- For contestants who qualify, contestants’ advisors will be contacted to reserve a time for a videoconference presentation before a panel of judges. E-mail confirmation will be sent to those contestants eligible to reserve a presentation time. The dates and times for presentation reservations will be announced via e-mail notification.
- The top contestants with the highest cumulative technical and presentation scores will be invited to attend the National Leadership Conference to be recognized for their outstanding efforts and to participate in the National Showcase. See <http://www.bpa.org/nlc/nationalshowcase> for more information.
- The top contestants may participate in the Virtual Event Forum for all participants and advisors.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The *Style & Reference Manual* contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.
- For those students advancing to the National Showcase, photos must meet the following specifications:
 - Display shows original photo on 5”x7” and final photo on 8”x10” photo paper, dry-mounted on a board no larger than 24”x18”
 - Photos can be mounted on the board horizontally or vertically
 - You may print in glossy or matte
 - All three (3) photos must be mounted on one board that will fit on an easel for the showcase
- Mount the photos **ONLY** on the board. Please do *not* include any text or names, borders, stickers, etc.

Method of evaluation

- Application
- Technical Judges’ Rating Sheet
- Presentation Judges’ Rating Sheet

Length of event

- No more than three (3) minutes set-up
- No more than seven (7) minutes presentation time
- No more than five (5) minutes judges’ questions

Please note: Those contestants who wish to receive judges’ comments must submit an e-mail address at the time of submission.

This event is sponsored by:



(V06) Promotional Photography

Judge Number _____

Team Number _____

Technical Scoring Rubric

Contestant Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (<i>Disqualification</i>)	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Contestant submitted the correct information and in the correct format. <ul style="list-style-type: none"> Individual Entry Form - PDF format (must be keyed but does <i>not</i> have to be signed for pre- submission) Release Form(s) – PDF format Works Cited – PDF format <p style="text-align: center;"><i>All points or none are awarded by the technical judge.</i></p>				10	
Photos shows imagination, creativity, and originality	1-5	6-10	11-15	16-20	
Photos are sharp and well-focused	1-5	6-10	11-15	16-20	
Photos gain attention and has eye appeal	1-5	6-10	11-15	16-20	
Photos show use of proper lighting and exposure	1-5	6-10	11-15	16-20	
Photos deliver pleasing selection and arrangement of subjects within the picture area	1-5	6-10	11-15	16-20	
Photos show proper image manipulation techniques	1-5	6-10	11-15	16-20	
TOTAL TECHNICAL POINTS (130 points maximum)					

(V06) Promotional Photography

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Oral presentation/stage presence/delivery	1-5	6-10	11-15	16-20	
Content of presentation	1-5	6-10	11-15	16-20	
Effectiveness of presentation	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (80 points maximum)					

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded per item.		Points Awarded
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than seven (7) minutes – 5 points	10	
Contestant name does <i>not</i> appear on submitted output	10	
Photos were <i>not</i> edited using mobile app software	10	
TOTAL SPECIFICATION POINTS (30 points maximum)		

TOTAL MAXIMUM POINTS = 240

(V08) Start-up Enterprise Team

Description

Develop an operating plan and organizational structure to initiate a small business. Teams are to assume they are presenting their products/services to potential buyers. The event may be repeated but previously used business plans may *not* be submitted.

Eligibility

- Any Business Professionals of America student member may enter this event.
- A team will consist of 2-4 members.
- There are no restrictions on number of entries per chapter or per state.

Event Registration

- Advisors register teams for the event using the Membership Registration System, accessible at <http://www.bpa.org/membership/regsystem>.
- The event can be added to your invoice using step 4, “Virtual Event Registration.” Enter the names of all team members into the “notes” field.
- Event registration can be purchased with your original invoice or with a new invoice after member registration.
- Registration deadline is November 9, 2018.
- Contestants participating in competition must be registered for the event prior to submission deadline to be eligible.

Entry Fee

There will be a \$20 fee for each team (invoiced during event registration).

Competencies

- Demonstrate knowledge and understanding of entrepreneurship
- Communicate research in a clear and concise manner both orally and in writing
- Demonstrate effective persuasive and informative communication and presentation skills
- Identify and utilize internal and external resources
- Develop a written business plan for a start-up business
- Identify customer base including consumer and organizational markets and demographics
- Identify customer relations or markets
- Demonstrate successful price selection including the reasoning and methods used in determining the price
- In addition, an analysis of the necessary financial data required to establish their business

Specifications

- Submit the [Team Entry Form](#) along with the Business Plan and supporting documentation in a combined PDF file to <http://www.bpa.org/submit>, no later than 11:59 p.m., on January 25, 2019.
- Member ID will be required for all submissions.
- Information in the business plan must be authentic; however, team may choose to use a fictitious address and telephone number.
- Teams will demonstrate oral communication skills.
- Entries outlining the purchase of a franchise do *not* satisfy the topic and are subject to *disqualification*.

- The business plan must *not* exceed fifteen (15) pages, single-sided (excluding the Title page, Table of Contents, Works Cited, and supporting documentation) and must follow the Business Plan format in the [Style & Reference Manual](#).
- Any business plan submitted beyond the maximum number of pages will be *disqualified*.
- The completed plan must include, but is *not* limited to, the following:
 - Title Page, Table of Contents, and Works Cited
(excluded from 15 page maximum)
 - Executive Summary
 - Description of proposed business
 - Objectives of the business
 - Proposed business strategies
 - Product(s) and/or service(s) to be provided
 - Management and ownership of the business
 - Marketing analysis
 - Financial analysis
 - Supporting documentation (excluded from 15 page maximum)
 - Financial analysis (include income statement, balance sheet, cash flow statement, and other analyses)
 - Supporting documents (research, charts, brochures, résumés, etc.)
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt *cannot* be provided by the National Center.
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions *cannot* be accepted.
- Only one (1) team members should complete the submission.
- The limit for file size is five (5) MB.
- No changes can be made to the project after the date of submission.
- Teams will be assigned to sections prior to their preliminary presentation.
- For teams who qualify, the teams' advisors will be contacted to reserve a time for a videoconference presentation before a panel of judges. E-mail confirmation will be sent to those teams eligible to reserve a presentation time. The dates and times for presentation reservations will be announced via e-mail notification.
- The top teams with the highest cumulative technical and presentation scores will be invited to attend the National Leadership Conference to be recognized for their outstanding efforts and to participate in the National Showcase. See <http://www.bpa.org/nlc/nationalshowcase> for more information.
- The top teams may participate in the Virtual Event Forum for all participants and advisors.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.

Method of evaluation

Application

Technical Judges' Rating Sheet

Presentation Judges' Rating Sheet

Length of event

No more than three (3) minutes set-up

No more than ten (10) minutes presentation time

No more than five (5) minutes judges' questions

(V08) Start-up Enterprise Team

Judge Number _____

Team Number _____

Technical Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes <i>(Disqualification)</i>	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Team followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>

Written Business Plan Evaluation	Below Average	Average	Good	Excellent	Points Awarded
Team submitted the correct information and in the correct format. <ul style="list-style-type: none"> Team Entry Form - PDF format (must be keyed but does <i>not</i> have to be signed for pre-submission) Business Plan and supporting documentation - PDF format <p style="text-align: center;"><i>All points or none are awarded by the technical judge.</i></p>				10	
Executive summary for business	1-5	6-10	11-15	16-20	
Description of proposed business	1-5	6-10	11-15	16-20	
Objectives of business	1-5	6-10	11-15	16-20	
Proposed business strategies	1-5	6-10	11-15	16-20	
Product(s) and/or service(s) description	1-5	6-10	11-15	16-20	
Management and ownership of the business	1-5	6-10	11-15	16-20	
Marketing analysis	1-5	6-10	11-15	16-20	
Financial Analysis Includes income statement, balance sheet, cash flow statement, and other analyses	1-5	6-10	11-15	16-20	
Overall appearance, conciseness, and completeness	1-5	6-10	11-15	16-20	
TOTAL TECHNICAL POINTS (190 points maximum)					

(V08) Start-up Enterprise Team

Judge Number _____

Team Number _____

Presentation Scoring Rubric

Oral Presentation Evaluation	Below Average	Average	Good	Excellent	Points Awarded
Opening and summary	1-5	6-10	11-15	16-20	
Content of presentation	1-5	6-10	11-15	16-20	
Effectiveness of presentation	1-5	6-10	11-15	16-20	
Supporting documentation	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (100 points maximum)					

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.		Points Awarded
Set-up lasted no longer than three (3) minutes - 5 points Presentation lasted no longer than ten (10) minutes - 5 points	10	
Plan used the correct format for Title Page, Table of Contents, Works Cited and Business Plan according to the <i>Style & Reference Manual</i>	10	
TOTAL SPECIFICATION POINTS (20 points maximum)		

TOTAL MAXIMUM POINTS = 310

FINANCE EVENTS

- (100) [Fundamental Accounting \(S\)](#)
- (105) [College Accounting \(PS\)](#)
- (110) [Advanced Accounting \(S\)](#)
- (115) [Advanced College Accounting \(PS\)](#)
- (125) [Payroll Accounting \(S\)](#)
- (130) [College Payroll Accounting \(PS\)](#)
- (135) [Managerial Accounting \(PS\)](#)
- (140) [Federal Income Tax Accounting \(PS\)](#)
- (145) [Banking & Finance](#)
- (150) [Financial Analyst Team](#)
- (155) [Economic Research Individual \(S\)](#)
- (160) [Economic Research Team \(S\)](#)
- (165) [Personal Financial Management](#)
- (190) [Financial Math & Analysis Concepts — Open Event](#)

(100) Fundamental Accounting (S)

Description

Assessment of entry-level accounting principles utilizing manual procedures. Contestants analyze, journalize, post transactions and prepare financial reports/statements.

Eligibility

Limited to secondary student members enrolled in the first year of accounting or who have completed the first-year and are *not* enrolled in second-year accounting. Contestant may *not* enter Fundamental Accounting and Advanced Accounting in the same year. This event may *not* be repeated.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Complete and explain the purpose of the various steps in the accounting cycle
- Demonstrate an understanding of the fundamental accounting equation
- Apply generally accepted accounting principles (GAAP) to determine the value of assets, liabilities, and owner's equity
- Define accounting terms and concepts, and explain the purpose of the accounting system
- Analyze and record transactions affecting assets, liabilities, equity, revenues, and expenses
- Prepare financial statements and reports
- Calculate and record end-of-period adjustments
- Update accounts through adjusting and closing entries
- Prepare corporate equity transactions
- Differentiate between forms of business ownership
- Differentiate between a service and a merchandising business
- Analyze transactions relating to perpetual and periodic inventories
- Calculate and determine inventory valuation
- Calculate depreciation using various methods

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(105) College Accounting (PS)

Description

Assessment of entry-level basic accounting principles utilizing manual procedures. Contestants analyze, journalize, and update accounts in order to prepare financial reports/statements.

Eligibility

Limited to post-secondary student members enrolled in the first year of accounting or who have *not* completed a semester of second year college accounting. Contestant may *not* enter College Accounting and Advanced College Accounting in the same year. This event may *not* be repeated.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Complete and explain the purpose of the various steps in the accounting cycle
- Apply generally accepted accounting principles (GAAP) to determine the value of assets, liabilities, and owner's equity
- Prepare, interpret, and analyze financial statements and reports for service and merchandising businesses
- Analyze and record cash and accounts receivable and payable transactions
- Determine and record uncollectible accounts receivable
- Determine interest and maturity value of a promissory note
- Calculate inventory valuation using various methods
- Classify assets and liabilities
- Analyze and record transactions affecting assets, liabilities, equity, revenues, and expenses
- Update accounts through adjusting and closing entries
- Calculate financial ratios
- Implement procedures including revenue, costs, and income statements for departmental accounting
- Apply accounting concepts for sole proprietorships, partnerships and corporations

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(110) Advanced Accounting (S)

Description

Assessment of intermediate and advanced accounting principles utilizing manual procedure. Contestants analyze, journalize, and update accounts in order to prepare financial reports/statements for partnerships and corporations.

Eligibility

Any secondary student member may enter this event. Contestant may *not* enter Fundamental Accounting and Advanced Accounting in the same year.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Complete and explain the purpose of the various steps in the accounting cycle
- Apply generally accepted accounting principles (GAAP) to determine the value of assets, liabilities, and owner's equity
- Prepare, interpret, and analyze financial statements and reports for service and merchandising businesses
- Analyze and record cash and accounts receivable and payable transactions
- Determine and record uncollectible accounts receivable
- Determine interest and maturity value of a promissory note
- Calculate inventory valuation using various methods
- Classify assets and liabilities
- Analyze and record transactions affecting assets, liabilities, equity, revenues, and expenses
- Update accounts through adjusting and closing entries
- Calculate financial ratios
- Implement procedures including revenue, costs, and income statements for departmental accounting
- Apply accounting concepts for sole proprietorships, partnerships and corporations

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

This event is sponsored by:



(115) Advanced College Accounting (PS)

Description

Interpret and analyze sole proprietorships, partnerships, and corporate financial accounting data using manual methods.

Eligibility

Any post-secondary student member may enter this event. Contestant may *not* enter College Accounting and Advanced College Accounting in the same year.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Complete and explain the purpose of the various steps in the accounting cycle
- Apply generally accepted accounting principles (GAAP) to determine the value of assets, liabilities, and equity
- Prepare, interpret, and analyze financial statements and reports for service and merchandising businesses
- Analyze and record financial transactions
- Determine and record the net realizable value of accounts receivable
- Determine interest and maturity value of notes and bonds
- Calculate inventory valuations using perpetual and periodic methods
- Calculate and record depreciation, depletion, and amortization of fixed and intangible assets
- Analyze and record equity transactions
- Calculate and analyze financial ratios
- Apply accounting concepts for sole proprietorships, partnerships and corporations

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(125) Payroll Accounting (S)

Description

Process payroll data using manual payroll procedures. Contestants calculate earnings, complete payroll registers, update employee records, journalize payroll entries, and prepare payroll income tax forms.

NOTE: Circular E, Employer's Tax Guide (Publication 15), is recommended as a resource.

<http://www.irs.gov/publications/p15/index.html>

Eligibility

Any secondary student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply generally accepted accounting principles (GAAP) to determine the value of assets, liabilities and owner's equity
- Apply appropriate accounting principles to payroll and earnings taxation
- Complete new employee personnel forms
- Apply various methods used to determine gross earnings
- Explain the purpose of withholdings and other deductions
- Calculate employee's payroll taxes and other payroll deductions to determine net pay
- Calculate employer's payroll taxes as well as other employee benefits paid by the employer
- Prepare payroll reports
- Identify laws and regulations relating to payroll procedures
- Analyze and record payroll transactions
- Prepare payroll forms and reports
- Analyze and prepare IRS tax forms

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than sixty (60) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(130) College Payroll Accounting (PS)

Description

Process payroll data using manual payroll procedures. Contestants calculate gross earnings, complete payroll register, post employee records, and prepare payroll income tax forms.

NOTE: Circular E, Employer's Tax Guide (Publication 15), is recommended as a resource.

<http://www.irs.gov/publications/p15/index.html>

Eligibility

Any post-secondary student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Complete and explain the purpose of the various steps in the accounting cycle
- Apply generally accepted accounting principles (GAAP) to determine the value of assets, liabilities, and owner's equity
- Apply appropriate accounting principles to payroll and income taxation
- Complete new employee personnel forms
- Apply various methods used to determine gross earnings
- Explain the purpose of withholdings and other deductions
- Calculate hourly, piece rate, salaried, commission, and salary/commission earnings
- Calculate employee's payroll taxes including local, state, and federal income taxes, Social Security, Medicare, and other payroll deductions to determine net pay
- Create and maintain employee earnings records and payroll reports
- Calculate employer's payroll taxes as well as other employee benefits paid by the employer
- Identify laws and regulations relating to payroll and human resources procedures
- Journalize and post transactions associated with payroll activities
- Analyze and complete IRS tax forms
- Calculate tax liabilities and payment
- Determine tax liabilities using earnings cap limits

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(135) Managerial Accounting (PS)

Description

Focus on strategic decision-making related to cost analysis and cost management.

Eligibility

Any post-secondary student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Differentiate between managerial and financial accounting
- Define materials, factory labor, and factory overhead costs
- Prepare entries for Job Order Cost and Process Costing Systems
- Calculate equivalent units of production under the FIFO or Weighted Average method
- Prepare a Cost of Production Report
- Classify costs by behavior
- Perform break-even analysis
- Prepare a variable costing Income Statement
- Prepare an absorption costing Income Statement
- Describe and prepare the basic types of budgets
- Describe and calculate standard costing and variances
- Describe responsibility accounting
- Use differential analysis for making decisions
- Determine selling price, total cost, and product cost using variable cost concepts
- Explain and calculate capital investment analysis
- Apply methods for allocating overhead
- Calculate and evaluate contribution margin

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

This event is sponsored by:



(140) Federal Income Tax Accounting (PS)

Description

Contestants will demonstrate knowledge of the Internal Revenue Code as presented by the Department of the Treasury.

The ability to interpret the material available at the www.irs.gov website for specific treatment of tax issues would be advised.

Eligibility

Any post-secondary student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Categorize filing status of taxpayers
- Determine personal and dependency exemptions
- Calculate as any/all taxable and non-taxable items using associated IRS Schedules, Forms, and Worksheets
- Calculate allowable deductions
- Determine Adjusted Gross Income (AGI)
- Determine standard deduction (including additional amounts) or (Schedule A) itemized deductions as allowed by IRS regulations
- Determine and calculate allowable personal/dependency exemptions as allowed by IRS regulations
- Calculate Taxable Income
- Determine the taxpayer's tax liability utilizing the Tax Tables and/or Percentage Method
- Determine eligible credit usage and most advantageous tax usage of credits within the guidelines of IRS regulations
- Calculate tax refund or amount due using the IRS regulations
- Perform calculation and allowable entries on any individual or sole proprietorship tax return as allowed by IRS regulations
- Calculate deductible amounts for business and rental depreciation of assets including the determination of allocated amounts allowable by the IRS Code

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(145) Banking & Finance

Description

Demonstrate and apply fundamental knowledge of the banking industry. This entry-level event tests the contestant's knowledge of bank operations, bank services, loans, credit administration, and customer service. *This event includes a separate certification component which will be offered in conjunction with the BPA event at NLC; all contestants passing this component will receive a certification regardless of their overall event placement.* The certification offered will be the Banking and Finance Precision Exams Certification. This certification will be optional. For more information on the exam, visit:

<https://www.precisionexams.com/exams/finance/>

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Evaluate services provided by financial deposit institutions to transfer funds
- Analyze factors that affect the choice of credit, the cost of credit, and the legal aspects of using credit
- Analyze the functions of commercial paper, secured transactions, and bankruptcy
- Apply mathematical operations to solve problems
- Identify the primary functions of banks and other financial institutions
- Distinguish between banks and other financial institutions and the services provided by each
- Identify basic rules and procedures for handling cash
- Describe the FDIC's role in the banking industry
- Describe procedures for electronic banking
- Define practices related to the use of checks and other negotiable instruments
- Perform the steps needed to open, maintain and reconcile a checking account
- Describe types of loans and practices related to obtaining a loan
- Define and calculate interest
- Describe the advantages and disadvantages of different savings and investing plans
- Identify government regulations in banking
- Identify procedures for prevention of bank fraud and/or identity theft
- Define the roles and purposes of the Federal Reserve

Method of evaluation

Application and Objective Test

Length of event

No more than sixty (60) minutes testing time

Entries

Each state is allowed five (5) entries

This event is sponsored by:



(150) Financial Analyst Team

Description

Use analytical and problem solving skills to make decisions and recommendations using financial reports, both internal and external. The team analyzes and interprets reports from a business case study. At state and national level, teams will be presented with an additional element to the scenario that requires revision of their final presentation.

Eligibility

Any student member may enter this event. A team will consist of 2-4 members. At least one (1) member should have an accounting background. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Teams must participate in both parts of the competition in order to be ranked.

Team must supply

- Pencils or pens
- Computer (optional)
- Presentation device (optional)
- Projection equipment (optional)
- Prepared posters (optional)
- Graphs (optional)
- Easel (optional)
- Poster board and/or flipcharts and markers (optional)

Business Professionals of America assumes no responsibility for hardware/software provided by the team. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply generally accepted accounting principles (GAAP) to determine the value of assets, liabilities, and owner's equity
- Prepare, interpret, and analyze financial statements for various types of businesses
- Use planning and control principles to evaluate the performance of an organization and apply differential analysis and present-value concepts to make decisions
- Use mathematical procedures to analyze and solve business problems
- Complete and analyze comparative financial statements including ratio analysis
- Prepare and analyze budgets
- Identify risks that affect business decisions
- Enter and edit data using spreadsheet software
- Prepare a technical written report
- Present findings in a formal presentation using supporting materials

Specifications

- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The *Style & Reference Manual* contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- All materials other than the required submission may *not* be left with judges.
- Team will present before a panel of judges and timekeeper. No audience will be allowed.
- One (1) copy of the [Team Entry Form](#), including signatures, must be presented at NLC at both the Preliminary and Final Competition.
- No advisor contact will be allowed between the time of receiving the topic and the delivery of the presentation.
- Cell phones may *not* be used in the preparation room.

Initial Case Study Topic:

Golden Goddess Enterprises began 60 years ago when its founder, Donna Lowenstein, began selling her organic shampoo and conditioner in her local drugstore in Columbus, OH. Over the years, Golden Goddess has grown to be a multi-million dollar corporation, with their products being sold in stores across the Midwest as well as online.

Ten years ago Golden Goddess expanded its product line and began producing a line of natural sunscreens. While the haircare lines are manufactured at the same facility, the sunscreen is manufactured at a separate facility.

Both the shampoo lines and sunscreen lines have been profitable, while the conditioner line continues to struggle. Golden Goddess's Board of Directors is considering several possible scenarios and has hired your financial consulting company to analyze the data and make a recommendation. Possible recommendations could include (but are not limited to):

- 1) Drop the conditioner line since it is unprofitable and focus resources on expanding the shampoo and sunscreen lines
- 2) Drop the sunscreen line and refocus resources on their core haircare lines.
- 3) Keep all three lines as currently produced.

Shampoo Line	2014	2015	2016	2017	2018
Net Sales Revenue	\$131,439,255	\$136,489,361	\$137,451,522	\$140,975,920	\$143,560,000
Manufacturing Costs:					
Variable	46,758,450	50,386,261	52,871,207	56,007,635	58,039,000
Fixed	55,200,000	55,350,000	55,500,000	55,500,000	55,500,000
Selling & Administrative Costs:					
Variable	12,497,533	12,977,708	13,069,193	13,404,300	13,650,000
Fixed	7,575,000	7,575,000	8,285,000	8,285,000	8,285,000
Conditioner Line					
Net Sales Revenue	128,201,340	131,758,828	133,494,253	130,620,600	\$131,940,000
Manufacturing Costs:					
Variable	54,366,870	56,048,320	57,367,779	58,538,550	59,430,000
Fixed	55,350,000	55,350,000	55,500,000	55,500,000	55,500,000
Selling & Administrative Costs:					
Variable	12,070,009	12,404,943	12,568,331	12,297,780	12,422,000
Fixed	7,575,000	7,575,000	8,285,000	8,285,000	8,285,000
Sunscreen Line					
Net Sales Revenue	226,812,548	241,959,194	256,584,511	254,094,386	\$251,007,000
Manufacturing Costs:					
Variable	72,500,865	77,677,945	81,517,415	81,516,600	82,340,000
Fixed	116,320,000	116,320,000	116,320,000	116,320,000	116,320,000
Selling & Administrative Costs:					
Variable	18,970,063	20,455,103	21,691,520	21,481,006	21,220,000
Fixed	15,000,000	15,830,000	15,830,000	15,830,000	15,830,000

A team will be *disqualified* for violations of the [Copyright and Fair Use Guidelines](#).

Teams who do *not* submit an entry that follows this topic will be *disqualified*.

Method of evaluation

Judge's Scoring Rubric

Length of event

No more than five (5) minutes proctor orientation for state and national levels

No more than thirty (30) minutes preparation time for state and national levels

No more than three (3) minutes set-up in presentation room

No more than ten (10) minutes presentation time

No more than ten (10) minutes judges' questions

Finals may be required at state and national levels

Equipment/supplies provided

Case problem

Preparation room

If desired, team may bring one (1) laptop/notebook computer, portable printer, projection equipment, software, and paper (must bring all or none) for use in the preparation room. Electrical power will be provided. Carry-in and set-up of equipment must be done solely by the team and must take place within the time allowed for orientation/warm-up.

Contest presentation

Team may use one (1) laptop/notebook computer, projection equipment, posters, flip charts, or graphs for presentation. Those who want to use computer/projection equipment for presentation *must* provide their own equipment. Carry-in and set-up of equipment must be done solely by the team and take place within the time allotted.

Entries

Each state is allowed two (2) entries

Teams in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

(150) Financial Analyst Team

Judge Number _____

Team Number _____

Presentation Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes <i>(Disqualification)</i>	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Team followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Oral presentation <i>Opening and summary</i>	1-5	6-10	11-15	16-20	
Organization of content <i>(Presentation flowed in a logical sequence)</i>	1-5	6-10	11-15	16-20	
Demonstrated knowledge of financial concepts	1-5	6-10	11-15	16-20	
Analysis of data	1-5	6-10	11-15	16-20	
Solution to problem	1-5	6-10	11-15	16-20	
Team addressed additional information that was given on-site*	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (140 points maximum)					

***Note:** this item will only be evaluated at the state and national level competition; modification scenario is *not* provided at the regional level.

(150) Financial Analyst Team

Judge Number _____

Team Number _____

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per team, <i>not</i> per judge.	Possible Points	Points Awarded
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than ten (10) minutes – 5 points	10	
All registered team members in attendance for entire event	10	
Documentation submitted at time of check-in: keyed and signed Team Entry Form (1 copy) <i>Must have copies for preliminaries and finals</i>	10	
TOTAL SPECIFICATION POINTS (30 points maximum)		

TOTAL MAXIMUM POINTS = 170

PRESENTATION WILL BE STOPPED AT TEN MINUTES

155) Economic Research Individual (S)

Description

One economic research topic is selected by the National Center and provided at the beginning of the school year. The contestant will conduct research on the topic and present findings in a research paper, an oral presentation, and respond to questions from a panel of judges. *This event includes a separate certification component which will be offered in conjunction with the BPA event at NLC; all contestants passing this component will receive a certification regardless of their overall event placement.* The certification offered will be the Economics Precision Exams Certification. This certification will be optional. For more information on the exam, visit: <https://www.precisionexams.com/exams/finance/>

Eligibility

Any student member may enter this event. Each contestant may submit only one (1) research paper. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Contestants must participate in both parts of the competition in order to be ranked.

Topic

When a business holds a real or perceived monopoly, they have an advantage over their competitors that is often deemed an unfair competitive advantage. Research the different types of monopolies and the impact of monopolistic behavior on the market, both positive and negative. Your research may include, but is not limited to:

- Vertical and Horizontal integration
- Legal vs. Illegal monopolistic behavior
- Global and US Antitrust lawsuits on US companies (Sherman Antitrust Act, Clayton Act, Bell Atlantic, Microsoft, Google, et.al)

Contestants who do *not* submit an entry that follows this topic will be *disqualified*.

Contestant must supply

One envelope containing the materials as listed in the specifications section

Notes or note cards for oral presentation (optional)

Presentation device

Presentation software

Sound cards (optional)

External speakers (optional)

Projection system (optional)

Digital presentation tools (no videos will be allowed) (optional)

No Internet access will be provided on-site at NLC; however, contestants may provide their own access to be used only for their presentation to the judges

Contestants must bring all supporting devices (e.g., extension cords, power supply, etc.)

Carry-in and set-up of equipment must be done solely by the contestant and must take place within the time allotted

Business Professionals of America assumes no responsibility for hardware/software provided by the team. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge and understanding of basic economic concepts by exploring and analyzing global and domestic economic issues
- Evaluate research and communicate findings both orally and in writing
- Explore basic economic concepts that affect the workplace
- Identify economic systems
- Explain how economic growth can be promoted and measured
- Conduct research using various resources and methods
- Analyze basic economic problems

Specifications

- This is a pre-submitted event. See instructions for submissions.
- The completed research paper and an [Individual Entry Form](#) must be uploaded at <http://www.bpa.org/submit> in PDF format no later than 11:59 p.m. Eastern Time on April 1, 2019.
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt *cannot* be provided by the National Center.
- Member ID will be required for all submissions.
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions *cannot* be accepted.
- Materials from non-registered contestants, those missing contestant number and/or projects received after the deadline *cannot* be accepted.
- The research paper must follow the Report format located in the [Style & Reference Manual](#). (Note: no title page is required.) Header information on the first page of the report should be as follows: Contestant ID Number (Sender's ID Number – XX-XXXX-XXXX), Harvey Rosen (Recipient's Name), Financial Services Department (Recipient's Department), and Current Date.
- Length of document is limited to seven (7) double-spaced, single-sided, numbered pages with one-inch margins. The Works Cited page(s) is/are *not* included in the seven pages; however, any graphs, tables or charts included will be included in the seven-page limit. Judges will *not* read additional pages beyond the seven (7) allowed pages.
- Each research paper must reflect the contestant's own research, writing, and original thinking.
- Contestant may use one laptop/notebook computer and projection equipment for presentation. Those who want to use computer/projection equipment for presentation *must* provide their own equipment.
- The research paper and entry form must be keyed/word-processed.
- No changes can be made to the paper after the date of submission.
- Each paper must include word-processed Works Cited page(s) which follows the [Style & Reference Manual](#) format.
- One (1) copy of the completed research paper, including Works Cited, and the [Individual Entry Form](#), including signatures, must be submitted at the time of the presentation at NLC at both the Preliminary and Final Competition.
- The length of the presentation will be no more than seven (7) minute, followed by no more than five (5) minutes of judges' questions.
- Notes or note cards may be used.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.

Method of evaluation

Technical Scoring Rubric

Presentation Scoring Rubric

Length of event

No more than three (3) minutes set-up time

No more than seven (7) minutes presentation time

No more than five (5) minutes for judges' questions

Finals may be included at state and national levels

Entries

Each state is allowed three (3) entries

Contestants in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging *cannot* be returned and will *not* be available at NLC.

(155) Economic Research Individual (S)

Judge Number _____

Contestant Number _____

Technical Scoring Rubric

Contestant Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes <i>(Disqualification)</i>	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Contestant followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>

Items to Evaluate RESEARCH PAPER	Below Average	Average	Good	Excellent	Points Awarded
Contestant submitted the correct information and in the correct format. <ul style="list-style-type: none"> • Individual Entry Form – PDF format (must be keyed, but does <i>not</i> have to be signed for pre-submission) • Research Paper – PDF format <p align="center"><i>All points or none are awarded by the technical judge.</i></p>				10	
Comprehension of Topic Demonstrates understanding of subject matter	1-5	6-10	11-15	16-20	
Organization and Expansion of Ideas Argument follows logical progression	1-5	6-10	11-15	16-20	
Introduction/Summary Logical argument, evidence to support conclusions, compelling summary	1-5	6-10	11-15	16-20	
Creativity Diverse resources, creative angle on the issue, originality, inventiveness	1-5	6-10	11-15	16-20	
Writing Skills Correct grammar, spelling, punctuation, concise language, sentence structure	1-5	6-10	11-15	16-20	
Overall Effectiveness of Research	1-5	6-10	11-15	16-20	
TOTAL TECHNICAL POINTS (130 points maximum)					

(155) Economic Research Individual (S)

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Evaluation of Oral Presentation	Below Average	Average	Good	Excellent	Points Awarded
Opening and summary	1-5	6-10	11-15	16-20	
Content of presentation	1-5	6-10	11-15	16-20	
Effectiveness of presentation: Voice projection, transitions, flow, stage presence, etc.	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (80 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

Specification Points Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.		Points Awarded
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than seven (7) minutes – 5 points	10	
Documentation submitted at time of check-in: keyed and signed Individual Entry Form (1 copy) and Research Paper (1 copy) <i>Must have copies for preliminaries and finals</i>	10	
Word-processed research paper and Works Cited page(s) followed the Style & Reference Manual	10	
TOTAL SPECIFICATION POINTS (30 points maximum)		

TOTAL MAXIMUM POINTS = 240

PRESENTATION WILL BE STOPPED AT SEVEN MINUTES

(160) Economic Research Team (S)

Description

One economic research topic is selected by the National Center and provided at the beginning of the school year. The team will conduct research on the topic and present findings in a research paper, an oral presentation, and respond to questions from a panel of judges.

Eligibility

Any student member may enter this team event. A team will consist of 2-4 members. Each team may submit only one (1) research paper. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Teams must participate in both parts of the competition in order to be ranked.

Topic

The most common barrier to free trade, governments around the world employ, is the use of tariffs. Research the reasons a country will use to institute tariffs in varying markets and the impacts of those tariffs on that good, as well as, the national and global economy as a whole. Your research may include, but is not limited to:

- Comparative advantage and trade benefits
- Trade balances
- US historical examples such as the United States Tariff Act of 1930 (Smoot-Hawley or Hawley-Smoot) or current US and global tariffs
- Reciprocity
- The costs and benefits of tariffs
- Consumer impact of tariffs

Teams who do *not* submit an entry that follows this topic will be *disqualified*.

Team must supply

One envelope containing the materials as listed in the specifications section

Notes or note cards for oral presentation (optional)

Presentation device

Presentation software

Sound cards (optional)

External speakers (optional)

Projection system (optional)

Digital presentation tools (no videos will be allowed) (optional)

No Internet access will be provided on-site at NLC; however, teams may provide their own access to be used only for their presentation to the judges

Teams must bring all supporting devices (e.g., extension cords, power supply, etc.)

Carry-in and set-up of equipment must be done solely by the team and must take place within the time allotted

Business Professionals of America assumes no responsibility for hardware/software provided by the team. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge and understanding of basic economic concepts by exploring and analyzing global and domestic economic issues
- Evaluate research and communicate findings both orally and in writing
- Explore basic economic concepts that affect the workplace
- Identify economic systems
- Explain how economic growth can be promoted and measured
- Conduct research using various resources and methods
- Analyze basic economic problems

Specifications

- This is a pre-submitted event. See instructions for submissions.
- The completed research paper and a [Team Entry Form](#) must be submitted at <http://www.bpa.org/submit> in PDF format no later than 11:59 p.m. Eastern Time on April 1, 2019.
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt *cannot* be provided by the National Center.
- Member ID will be required for all submissions.
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions *cannot* be accepted.
- Only one (1) team members should complete the submission.
- Materials from non-registered contestants, those missing chapter number and/or projects received after the deadline *cannot* be accepted.
- No changes can be made to the paper after the date of submission.
- The research paper must follow the Report format located in the [Style & Reference Manual](#). (Note: no title page is required.) Header information on the first page of the report should be as follows: Contestant ID Number (Only one Sender's ID – XX-XXXX-XXXX), Harvey Rosen (Recipient's Name), Financial Services Department (Recipient's Department), and Current Date.
- Length of document is limited to seven (7) double-spaced, single-sided, numbered pages with one-inch margins. The Works Cited page(s) is/are *not* included in the seven pages; however, any graphs, tables or charts included will be included in the seven page limit. Judges will *not* read additional pages beyond the seven (7) allowed pages.
- Each research paper must reflect the team's own research, writing, and original thinking.
- Team may use one laptop/notebook computer and projection equipment for presentation. Those who want to use computer/projection equipment for presentation must provide their own equipment.
- The research paper and entry form must be keyed/word-processed.
- No changes can be made to the paper after the date of submission.
- Each paper must include a word-processed Works Cited page(s) which follows the [Style & Reference Manual](#) format.
- One (1) copy of the completed research paper, including word-processed Works Cited, and [Team Entry Form](#), including signatures, must be submitted at the time of presentation at NLC at both the Preliminary and Final Competition.
- The length of the presentation will be no more than seven (7) minutes, followed by no more than five (5) minutes of judges' questions.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.

Method of evaluation

Technical Scoring Rubric

Presentation Scoring Rubric

Length of event

No more than three (3) minutes set-up time

No more than seven (7) minutes presentation time

No more than five (5) minutes of judges' questions

Finals may be included at state and national levels

Entries

Each state is allowed two (2) entries

Teams in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging *cannot* be returned and will *not* be available at NLC.

(160) Economic Research Team (S)

Judge Number _____

Team Number _____

Technical Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes <i>(Disqualification)</i>	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Team followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>

Items to Evaluate RESEARCH PAPER	Below Average	Average	Good	Excellent	Points Awarded
Team submitted the correct information and in the correct format. <ul style="list-style-type: none"> Team Entry Form – PDF format (must be keyed, but does <i>not</i> have to be signed for pre-submission) Research Paper – PDF format <p align="center"><i>All points or none are awarded by the technical judge.</i></p>				10	
Comprehension of Topic Demonstrates understanding of subject matter	1-5	6-10	11-15	16-20	
Organization and Expansion of Ideas Argument follows logical progression	1-5	6-10	11-15	16-20	
Introduction/Summary Logical argument, evidence to support conclusions, compelling summary	1-5	6-10	11-15	16-20	
Creativity Diverse resources, creative angle on the issue, originality, inventiveness	1-5	6-10	11-15	16-20	
Writing Skills Correct grammar, spelling, punctuation, concise language, sentence structure	1-5	6-10	11-15	16-20	
Overall Effectiveness of Research	1-5	6-10	11-15	16-20	
TOTAL TECHNICAL POINTS (130 points maximum)					

(160) Economic Research Team (S)

Judge Number _____

Team Number _____

Presentation Scoring Rubric

Evaluation of Oral Presentation	Below Average	Average	Good	Excellent	Points Awarded
Opening and summary	1-5	6-10	11-15	16-20	
Content of presentation	1-5	6-10	11-15	16-20	
Effectiveness of presentation: Voice projection, transitions, flow, stage presence, etc.	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (80 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

Specification Points Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, not per judge.	Points Awarded
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than seven (7) minutes – 5 points	10
Documentation submitted at time of check-in: keyed and signed Team Entry Form (1 copy) and Research Paper (1 copy) <i>Must have copies for preliminaries and finals</i>	10
All registered team members in attendance for entire event	10
Word-processed research paper and Works Cited page(s) followed the Style & Reference Manual	10
TOTAL SPECIFICATION POINTS (40 points maximum)	

TOTAL MAXIMUM POINTS = 250

PRESENTATION WILL BE STOPPED AT SEVEN MINUTES

(165) Personal Financial Management

Description

In this contest contestants will answer objective questions dealing with concepts and perform calculations related to the financial topics of credit, savings, budgeting, investing, personal income tax, risk management and insurance, and retirement planning. Contestants will analyze financial scenarios to predict outcomes, advise use of financial instruments and determine the proper financial planning.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic *devices will* be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Identify government agencies charged with regulating financial institutions and investments and explain their role in doing so
- Identify the terms, cost of and regulation of credit
- Calculate interest on loans using both simple and compound methods
- Explain concepts related to personal income tax
- Identify agencies that produce credit scores and the factors used to determine the score
- Explain costs of bankruptcy
- Compare different types of retirement plans
- Analyze the need for retirement planning during different life phases
- Identify the four major types of insurances most people have during their lives
- List examples of events for which individuals will self-insure
- Determine factors that affect the cost of insurance and predict the effect of those factors
- Given different scenarios, calculate benefits received from an insurance policy
- Analyze advantages and disadvantages of different types of investments
- Calculate rates of return on different investments taking into account interest, dividends, and expected appreciation over time, and speculate on the amount of risk each of the investments entails.
- Identify differences in preferred and common stock and calculate dividends for each
- Explain and predict movement of stock prices
- Identify and compare different types and categories of mutual funds
- Identify and compare types of both corporate and government bonds
- Given a set interest rate, explain how markets will determine the rates of return for short-term and long-term bonds
- Explain diversification as it relates to investing
- Identify ways that identity thieves can obtain someone's personal information and list actions an individual can take to protect personal information

Method of evaluation

Application and Objective Test

Length of event

No more than sixty (60) minutes testing time

Entries

Each state is allowed five (5) entries

This event is sponsored by:



(190) Financial Math & Analysis Concepts – Open Event

Description

This competition assesses knowledge of math concepts. Contestants solve practical math problems related to work and consumer issues.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of business and financial math concepts
- Apply mathematical skills to consumer and work-related problems
- Calculate averages, simple ratios, and proportions using whole numbers and decimals
- Read and interpret simple graphs and charts to solve problems
- Analyze and solve practical consumer word problems related to spending concepts, banking, taxes, investments, financial planning, notes and discounting
- Solve mark-up/mark-down problems, find selling price and calculate gross profit
- Solve problems with the time value of money
- Perform computations related to depreciation and inventories

Method of evaluation

Objective Test

Length of event

No more than sixty (60) minutes testing time

Entries

Unlimited

Reference materials may *not* be used for any Open Event

BUSINESS ADMINISTRATION EVENTS

- (200) [Fundamental Word Processing](#)
- (205) [Intermediate Word Processing](#)
- (210) [Advanced Word Processing](#)
- (215) [Integrated Office Applications](#)
- (220) [Basic Office Systems & Procedures](#)
- (225) [Advanced Office Systems & Procedures](#)
- (230) [Fundamental Spreadsheet Applications](#)
- (235) [Advanced Spreadsheet Applications](#)
- (240) [Database Applications](#)
- (245) [Legal Office Procedures](#)
- (250) [Medical Office Procedures](#)
- (255) [Administrative Support Team](#)
- (260) [Administrative Support Research Project \(S\)](#)
- (265) [Business Law & Ethics](#)
- (270) [ICD-10-CM Diagnostic Coding-Pilot](#)
- (290) [Administrative Support Concepts — Open](#)

(200) Fundamental Word Processing

Description

Evaluate entry-level skills in keyboarding and document production.

Eligibility

Secondary student members who have completed one year (or less) of keyboarding and/or word processing and are *not* enrolled in the second year.

Post-secondary student members who have completed one semester (or less) of keyboarding and/or word processing and are *not* enrolled in the second semester.

This event may *not* be repeated or entered by a student member who has previously competed in Secondary/Post-Secondary Keyboarding, Fundamental Word Processing, Intermediate Word Processing or Advanced Word Processing. Contestants may compete in only one of the following events each year: Fundamental Word Processing, Intermediate Word Processing, or Advanced Word Processing.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply beginning-level keyboarding and document formatting skills to produce business documents
- Demonstrate basic knowledge of word processing software functions
- Format and key letters, memos, tables, columns, and reports
- Revise, edit, and spell-check documents
- Use paragraph formatting, tab settings, and text enhancements (e.g., bold, italics, underline)
- Use electronic and hard copy references to assist in preparing documents (e.g., help screens, spell-check, thesaurus, reference manual, dictionary)

Equipment/supplies provided

Computer, printer, and paper

Software as designated for this event

Method of evaluation

Application

Length of event

No more than ten (10) minutes orientation

No more than sixty (60) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(205) Intermediate Word Processing

Description

Evaluate intermediate skills in word processing and document production.

Eligibility

This event may *not* be repeated or entered by a student member who has previously competed in Advanced Word Processing. Contestants may compete in only one of the following events each year: Fundamental Word Processing, Intermediate Word Processing, or Advanced Word Processing.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply intermediate-level keyboarding and word processing skills to produce business documents
- Demonstrate basic knowledge of word processing software functions, including formatting and keying text in columns
- Create and format tables; format and key letters, memos, news releases, agendas, itineraries and reports
- Insert graphics and special characters in documents
- Use paragraph formatting, tab settings and text enhancements
- Proofread using edited copy
- Use electronic and hard copy references to assist in preparing documents (e.g., help screens, spell-check, thesaurus, user's manual, dictionary)

Equipment/supplies provided

Computer, printer, and paper

Software as designated for this event

Method of evaluation

Application

Length of event

No more than ten (10) minutes orientation

No more than sixty (60) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(210) Advanced Word Processing**Description**

Evaluate advanced-level skills in word processing and document production. *This event includes a separate certification component which will be offered in conjunction with the BPA event at NLC; all contestants passing this component will receive an industry certification regardless of their overall event placement.* The certification offered will be MOS Word 2016 and upon passing the exam, contestants will be awarded 100 points to their final score. All persons planning to take a certification test **MUST** register with Certiport (www.certiport.com) before attending NLC to create their Certiport profile. Contestants must include their BPA member ID in their Certiport profile when they register online. For more information on the exam, visit:

<http://www.certiport.com/Portal/desktopdefault.aspx?tabid=664&roleid=101>

Eligibility

Student members may compete in only one of the following events each year: Fundamental Word Processing, Intermediate Word Processing, or Advanced Word Processing. This event may be repeated.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply advanced-level keyboarding and word processing skills to produce business documents
- Demonstrate comprehensive knowledge of word processing software functions
- Format and key letters, memos, reports, agendas, itineraries, labels, minutes, news releases, outlines, speeches, table of contents and works cited documents
- Proofread and correct documents using edited copy
- Create tables with mathematical computations
- Generate a mail merge using variable data
- Insert graphics and special characters in documents
- Format and key text in columns
- Use of fields in documents
- Use of advanced headers and footers
- Enhance documents using features such as leader tabs, shading, lines, borders and graphic tools
- Use electronic and hard copy references to assist in preparing documents (e.g., help screens, spell-check, thesaurus, user's manual, dictionary)

Equipment/supplies provided

Computer, printer, and paper
Software as designated for this event

Method of evaluation

Application
Certification test taken per conference schedule at NLC

Length of event

No more than ten (10) minutes orientation
No more than ninety (90) minutes testing time
No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(215) Integrated Office Applications

Description

Evaluate advanced-level skills in information technologies and the integration of software applications. *This event includes a separate certification component which will be offered in conjunction with the BPA event at NLC; all contestants passing this component will receive an industry certification regardless of their overall event placement.* The certification offered will be MOS PowerPoint 2016 and upon passing the exam, contestants will be awarded 100 points to their final score. All persons planning to take a certification test MUST register with Certiport (www.certiport.com) before attending NLC to create their Certiport profile. Contestants must include their BPA member ID in their Certiport profile when they register online. For more information on the exam, visit:
<http://www.certiport.com/Portal/desktopdefault.aspx?tabid=664&roleid=101>

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of advanced word processing software functions
- Demonstrate proficiency in the integration of various software applications
- Apply advanced-level technical skills to manage information and produce business documents
- Use word processing software
- Use spreadsheet software
- Use database software
- Use presentation software
- Proofread and correct documents using edited copy
- Integrate word processing, presentation, database, and/or spreadsheet files to produce business documents

Equipment/supplies provided

Computer, printer, and paper

Software as designated for this event

Method of evaluation

Application Test

Certification test taken per conference schedule at NLC

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(220) Basic Office Systems & Procedures

Description

Evaluate fundamental skills in office procedures, records and file management, and document production.

Eligibility

Contestants may *not* compete in Basic Office Systems & Procedures and Advanced Office Systems & Procedures in the same year. A student member who has previously competed in Advanced Office Systems & Procedures may *not* enter this event. This event may *not* be repeated.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of office procedures, records and file management, and office technologies
- Apply technical skills to manage information and produce business documents
- Proofread using edited copy
- Prepare written telephone messages
- Provide customer support and service
- Compose business correspondence
- Key various business documents
- Create and format tables
- Prepare and maintain inventory of equipment and supplies
- Schedule and maintain appointments for supervisors
- Coordinate travel arrangements
- Maintain filing systems including alphabetical, subject, numerical, and chronological using ARMA rules
- Process mail

Equipment/supplies provided

Computer, printer, and paper

Software as designated for this event

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(225) Advanced Office Systems & Procedures

Description

Evaluate advanced skills in office procedures, records and file management, and document production.

Eligibility

Student members may *not* compete in Basic Office Systems & Procedures and Advanced Office Systems & Procedures in the same year. Contestants may *not* compete in Basic Office Systems & Procedures after competing in the Advanced Office Systems & Procedures event. This event may be repeated.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply technical skills to manage information and produce business documents
- Identify functions of the office manager in coordinating administrative support staff
- Demonstrate knowledge of administrative procedures, records and file management, and office technologies
- Compose business correspondence
- Key documents with mail merge
- Proofread using edited copy
- Create and format tables
- Create and edit a database
- Create and edit slides using presentation software
- Schedule administrative support staff and organize workload distribution
- Prepare travel expense reports and coordinate travel for supervisors
- Plan meetings and events

Equipment/supplies provided

Computer, printer, and paper

Software as designated for this event

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(230) Fundamental Spreadsheet Applications

Description

Create and design spreadsheet applications that include variables, reports, and formats. Contestants enter and format data, enter and copy formulas, and print full documents or cell contents.

Eligibility

Any student member may enter this contest. Contestants may *not* enter Fundamental Spreadsheet Applications and Advanced Spreadsheet Applications in the same year. This event may *not* be repeated.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Create and format cells, worksheets and workbooks
- Analyze, enter and edit data in cells, worksheets and workbooks
- Analyze, create and modify charts from data
- Create formulas appropriate for the task at hand
- Display formulas
- Modify print options

Equipment/supplies provided

Computer, printer, and paper

Software as designated for this event

Method of evaluation

Application

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(235) Advanced Spreadsheet Applications

Description

Develop effective solutions to business problems using many of the advanced features within the Microsoft® Excel skill standards. *This event includes a separate certification component which will be offered in conjunction with the BPA event at NLC; all contestants passing this component will receive an industry certification regardless of their overall event placement.* The certification offered will be MOS Excel 2016 and upon passing the exam, contestants will be awarded 100 points to their final score. All persons planning to take a certification test MUST register with Certiport (www.certiport.com) before attending NLC to create their Certiport profile. Contestants must include their BPA member ID in their Certiport profile when they register online. For more information on the exam, visit: <http://www.certiport.com/Portal/desktopdefault.aspx?tabid=664&roleid=101>

Eligibility

Any student member may enter this event. A contestant may *not* compete in both Fundamental Spreadsheet Applications and Advanced Spreadsheet Applications in the same year. This event may be repeated.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Import and export data
- Format, manage and customize Excel workbooks
- Define and work with ranges
- Create and use macros
- Audit worksheets
- Summarize data
- Demonstrate an understanding of workgroup collaboration
- Utilize formula auditors
- Utilize advanced charting and formula creation
- Create advanced formulas

Equipment/supplies provided

Computer, printer, and paper
Software as designated for this event
Flash drive

Method of evaluation

Application
Certification test taken per conference schedule at NLC

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(240) Database Applications

Description

Demonstrate database development skills to include: object creation, data analysis, formula creation, and reporting features used in a variety of database scenarios. *This event includes a separate certification component which will be offered in conjunction with the BPA event at NLC; all contestants passing this component will receive an industry certification regardless of their overall event placement.* The certification offered will be MOS Access 2016 and upon passing the exam, contestants will be awarded 100 points to their final score. All persons planning to take a certification test **MUST** register with Certiport (www.certiport.com) before attending NLC to create their Certiport profile. Contestants must include their BPA member ID in their Certiport profile when they register online. For more information on the exam, visit: <http://www.certiport.com/Portal/desktopdefault.aspx?tabid=664&roleid=101>

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of general computer concepts
- Apply relational database concepts (joining tables for report information)
- Demonstrate knowledge and understanding of database management
- Utilize database management software
- Create and format databases including defining fields
- Demonstrate text and data manipulation
- Design a form for data entry
- Use formulas in fields to develop information from other fields
- Build and produce formatted reports that include group totals, report totals, and generated columns (data derived from other fields in the report)
- Analyze data in reports

Equipment/supplies provided

Computer, printer, and paper

Software as designated for this event

Flash drive

Method of evaluation

Application

Certification test taken per conference schedule at NLC

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(245) Legal Office Procedures

Description

Evaluate knowledge of legal terminology and skills needed to prepare legal documents and function effectively in a law office.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of the basic terminology and office procedures needed to work effectively in a legal environment
- Apply technical skills to produce a variety of office documents
- Demonstrate proficiency in information processing using manual and computerized systems
- Provide customer support and service
- Monitor and respond to electronic mail
- Prepare and maintain inventory of equipment and supplies
- Maintain filing systems (alphabetical, subject, numerical, and chronological) using ARMA rules
- Demonstrate understanding of legal terminology and Latin words pertaining to legal terminology
- Use correct format in drafting client correspondence and legal documents, including pleadings (pleadings may include Service of Process, Complaints, Counterclaims, Divorce Decrees, Final Judgments, etc.)
- Prepare litigation and non-litigation documents
- Research and locate legal information and records
- Maintain client account records and prepare billing statements
- Demonstrate knowledge of federal, state, and local court structures and proceedings
- Identify ethical responsibilities of the legal profession
- Maintain electronic files

Equipment/supplies provided

Computer, printer, and paper

Software as designated for this event

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than sixty (60) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(250) Medical Office Procedures

Description

Evaluate knowledge of medical terminology and skills needed to prepare medical documents and function effectively in a medical office. Tests are written using AHDI guidelines and Taber's or Dorland's medical dictionaries.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply technical skills to produce a variety of medical office documents
- Demonstrate knowledge of the basic terminology and office procedures needed to function effectively in a medical office
- Provide customer support and service
- Prepare and maintain inventory of equipment and supplies
- Maintain filing systems (alphabetical, subject, numerical, and chronological) using ARMA rules
- Prepare telephone messages
- Proofread using edited copy
- Utilize knowledge of medical ethics and etiquette
- Prepare and process medical records; process payments
- Use correct format in preparing a variety of medical reports
- Maintain patient account records and prepare billing statements
- Work with insurance companies to process patient accounts
- Apply formatting and place information in correct SOAP and HPIIP format

Equipment/supplies provided

Computer, printer, and paper

Software as designated for this event

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than sixty (60) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(255) Administrative Support Team

Dedicated to the memory of Deborah Paul

Description

The team will function as an office staff to produce a variety of business documents.

Eligibility

Any student member may enter this team event. A team will consist of 2-4 members.

Team must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

Props and/or electronic presentations are *not* allowed

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply technical skills to manage information and produce business documents
- Evaluate and delegate responsibilities needed to perform required tasks
- Demonstrate teamwork skills needed to function in a business setting
- Key and compose business correspondence
- Use database management software
- Use spreadsheet software
- Use presentation software
- Merge word processing, database, spreadsheet, and/or presentation files
- Plan meetings and events
- Maintain filing systems including alphabetical, subject, numerical, and chronological using ARMA rules
- Schedule and maintain appointments for supervisors
- Coordinate travel arrangements
- Establish work priorities and timelines

Equipment/supplies provided

Computer (one per team member), printer, and paper

Software as designated for this event

Flash drive (one per team, which must be submitted with test materials at conclusion of testing)

Method of evaluation

Application

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed two (2) entries

(260) Administrative Support Research Project (S)

Description

One administrative support topic is selected by the National Center and provided at the beginning of the school year. Contestants will conduct research on the topic and present findings in a research paper, an oral presentation, and respond to questions from a panel of judges.

Eligibility

Any student member may enter this event. Each contestant may submit only one (1) research paper. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Contestants must participate in both parts of the competition in order to be ranked.

Topic

There has been a dramatic increase in the accessibility and connectivity to others in the world today. What should the expectations be for those in the administrative support role to be available and connected to their job, coworkers and supervisors outside of scheduled working hours? What is the importance of a work-life balance?

Contestants who do *not* submit an entry that follows this topic will be *disqualified*.

Contestant must supply

One envelope containing the materials as listed in the specifications section

Notes or note cards for oral presentation (optional)

Presentation device

Presentation software

Sound cards (optional)

External speakers (optional)

Projection system (optional)

Digital presentation tools (no videos will be allowed) (optional)

No Internet access will be provided on-site at NLC; however, contestants may provide their own access to be used only for their presentation to the judges

Contestants must bring all supporting devices (e.g., extension cords, power supply, etc.)

Carry-in and set-up of equipment must be done solely by the contestant and must take place within the time allotted

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge and understanding of basic administrative support concepts by exploring and analyzing related issues
- Communicate research in a clear and concise manner both orally and in writing
- Analyze and discuss changes in the workplace
- Explore issues affecting the role of administrative support in the workplace
- Conduct research using various resources and methods
- Discuss findings and respond to questions

- Prepare a research paper using the report format found in the [Style & Reference Manual](#)
- Evaluate and make decisions based on research findings

Specifications

- This is a pre-submitted event. See instructions for submissions.
- The completed research paper, Works Cited, and [Individual Entry Form](#) must be submitted at <http://www.bpa.org/submit> in PDF format no later than 11:59 p.m. Eastern Time on April 1, 2019.
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt *cannot* be provided by the National Center.
- Member ID will be required for all submissions.
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions *will not* be accepted.
- Materials from non-registered contestants, those missing contestant number and/or projects received after the deadline *cannot* be accepted.
- No changes can be made to the paper after the date of submission.
- **The research paper must follow the Report format located in the [Style & Reference Manual](#).** (Note: no title page is required.) Header information on the first page of the report should be as follows: Contestant ID Number (Sender's ID Number – XX-XXXX-XXXX), Edna Renick (Recipient's Name), Administrative Support Department (Recipient's Department), and Current Date.
- Length of document is limited to seven (7) double-spaced, single-sided, numbered pages with one-inch margins. The Works Cited page(s) is/are *not* included in the seven pages; however, any graphs, tables or charts included will be included in the seven-page limit. Judges will *not* read additional pages beyond the seven (7) allowed pages.
- Each research paper must reflect the contestant's own research, writing, and original thinking.
- Contestant may use one laptop/notebook computer and projection equipment for presentation. Those who want to use computer/projection equipment for presentation *must* provide their own equipment.
- The research paper and entry form must be keyed/word-processed.
- No changes can be made to the paper after the date of submission.
- Each paper must include word-processed Works Cited page which follows the [Style & Reference Manual](#) format.
- One (1) copy of the completed research paper including word-processed Works Cited, and [Individual Entry Form](#), including signatures, must be submitted at the time of the presentation at NLC at both the Preliminary and Final Competition.
- The length of the presentation will be no more than seven (7) minutes, followed by no more than five (5) minutes of judges' questions.
- Notes or note cards may be used.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.

Method of evaluation

Technical Scoring Rubric

Presentation Scoring Rubric

Length of event

No more than three (3) minutes set-up time

No more than seven (7) minutes presentation time

No more than five (5) minutes of judges' questions

Finals may be included at state and national levels

Entries

Each state is allowed three (3) entries

Contestants in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging *cannot* be returned and will *not* be available at NLC.

(260) Administrative Support Research Project (S)

Judge Number _____

Contestant Number _____

Technical Scoring Rubric

Contestant Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (<i>Disqualification</i>)	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Contestant followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No (<i>Disqualification</i>)

Items to Evaluate RESEARCH PAPER	Below Average	Average	Good	Excellent	Points Awarded
Contestant submitted the correct information and in the correct format. <ul style="list-style-type: none"> Individual Entry Form – PDF format (must be keyed, but does <i>not</i> have to be signed for pre-submission) Research Paper – PDF format <i>All points or none are awarded by the technical judge.</i>				10	
Comprehension of topic Demonstrates understanding of subject matter	1-5	6-10	11-15	16-20	
Organization and expansion of ideas Argument follows logical progression	1-5	6-10	11-15	16-20	
Introduction/Summary Logical argument, evidence to support conclusions, compelling summary	1-5	6-10	11-15	16-20	
Creativity Diverse resources, creative angle on the issue, originality, inventiveness	1-5	6-10	11-15	16-20	
Writing Skills Correct grammar, spelling, and punctuation, concise language, sentence structure	1-5	6-10	11-15	16-20	
TOTAL TECHNICAL POINTS (110 points maximum)					

(260) Administrative Support Research Project (S)

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Evaluation of Oral Presentation	Below Average	Average	Good	Excellent	Points Awarded
Opening and summary	1-5	6-10	11-15	16-20	
Content of presentation	1-5	6-10	11-15	16-20	
Effectiveness of presentation: Voice projection, transitions, flow, stage presence, etc.	1-5	6-10	11-15	16-20	
Quality of problem solution	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (100 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

Specification Points Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.	Points Awarded	
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than seven (7) minutes – 5 points	10	
Documentation submitted at time of check-in: keyed and signed Individual Entry Form (1 copy) and Research Paper, including Works Cited (1 copies) <i>Must have copies for preliminaries and finals</i>	10	
Word-processed research paper and Works Cited page followed the Style & Reference Manual	10	
TOTAL SPECIFICATION POINTS (30 points maximum)		

TOTAL MAXIMUM POINTS = 240

PRESENTATION WILL BE STOPPED AT SEVEN MINUTES

(265) Business Law & Ethics

Description

This contest will test the student's knowledge and skills in the areas of ethics, law, business law, and personal law.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of the basic terminology and office procedures needed to work effectively in a legal environment
- Demonstrate understanding of legal terminology and Latin words pertaining to legal terminology
- Demonstrate knowledge of federal, state, and local court structures and proceedings
- Identify ethical responsibilities of the legal profession
- Deals effectively with a diverse workforce.
- Understand yourself and are conscious of the implications of your interactions with others.
- Demonstrates sound judgment to meet or exceed workplace guidelines, standards and expectations in a business setting.

Method of evaluation

Objective Test

Length of event

No more than ten (10) minutes orientation

No more than sixty (60) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(270) ICD-10-CM Diagnostic Coding-Pilot

Description

This contest will test the student's knowledge and skills in the area of medical coding.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

Must supply latest release of medical coding reference manual

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply technical coding skills to a variety of medical diagnoses/conditions
- Demonstrate knowledge of coding guidelines
- Differentiate between ICD-10-CM and ICD-10-PCS code numbers
- Explain what code numbers are used in various healthcare settings
- Recognize the coding method by the number assigned
- Assign codes accurately using appropriate coding guidelines
- Accurately define coding terms, abbreviations, and symbols
- Determine coding sequence based on diagnoses provided

Method of evaluation

Objective Test

Length of event

No more than ten (10) minutes orientation

No more than sixty (60) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(290) Administrative Support Concepts – Open Event

Description

Evaluate knowledge of basic administrative support concepts.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of general office procedures
- Apply skills in proofreading and editing business documents for grammar and format
- Perform math calculations including budgeting, expenses, simple interest, payroll deductions, petty cash, etc.
- Apply knowledge of customer service skills
- Prepare telephone messages
- Demonstrate knowledge of correct business spelling
- Demonstrate knowledge of ARMA filing
- Analyze spreadsheet data
- Identify letter parts

Method of evaluation

Objective Test

Length of event

No more than sixty (60) minutes testing time

Entries

Unlimited

Reference materials may *not* be used for any Open Event

MANAGEMENT INFORMATION SYSTEMS EVENTS

- (300) [Computer Network Technology](#)
- (305) [PC Servicing & Troubleshooting](#)
- (310) [Network Administration Using Microsoft®](#)
- (315) [Systems Administration Using Cisco®](#)
- (320) [Computer Security](#)
- (325) [Network Design Team](#)
- (330) [Visual Basic/C# Programming](#)
- (335) [C++ Programming](#)
- (340) [Java Programming](#)
- (345) [SQL Database Fundamentals](#)
- (390) [Computer Programming Concepts – Open](#)
- (391) [Information Technology Concepts – Open](#)

(300) Computer Network Technology

Description

Demonstrate knowledge in fundamental networking concepts including network architecture, standards, topologies, protocols, and security. *This event includes a separate certification component which will be offered in conjunction with the BPA event at NLC; all contestants passing this component will receive an industry certification regardless of their overall event placement.* The certification offered will be MTA Networking Fundamentals and upon passing the exam, contestants will be awarded 100 points to their final score. All persons planning to take a certification test **MUST** register with Certiport (www.certiport.com) before attending NLC to create their Certiport profile. Contestants must include their BPA member ID in their Certiport profile when they register online. For more information on the exam, visit: <http://www.certiport.com/Portal/desktopdefault.aspx?tabid=665&roleid=101>

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of OSI model
- Demonstrate knowledge of IPv4
- Demonstrate knowledge of network adapters
- Demonstrate knowledge of network cabling
- Demonstrate knowledge of bridges and routers
- Demonstrate knowledge of network connectivity
- Demonstrate knowledge of network troubleshooting
- Demonstrate knowledge of network protocols
- Demonstrate knowledge of TCP/IP subnetting and routing
- Demonstrate knowledge of DNS
- Demonstrate knowledge of WINS
- Demonstrate knowledge of DHCP
- Demonstrate knowledge of IPv6
- Demonstrate knowledge of proxies and firewalls
- Demonstrate knowledge of troubleshooting tools
- Remote access protocols
- Demonstrate knowledge of network operating systems
- Demonstrate knowledge of network clients
- Demonstrate knowledge of directory services
- Demonstrate knowledge of administrative utilities

Method of evaluation

Objective Test

Certification test taken per conference schedule at NLC

Length of event

Preliminaries - No more than sixty (60) minutes for objective test

Finals - No more than sixty (60) minutes for hands-on tasks

Entries

Each state is allowed five (5) entries

(305) PC Servicing & Troubleshooting

Description

Demonstrate knowledge of PC configuration, maintenance, and management as a computer technician. *This event includes a separate certification component which will be offered in conjunction with the BPA event at NLC; all contestants passing this component will receive an industry certification regardless of their overall event placement.* The certification offered will be MTA Windows OS Fundamentals and upon passing the exam, contestants will be awarded 100 points to their final score. All persons planning to take a certification test MUST register with Certiport (www.certiport.com) before attending NLC to create their Certiport profile. Contestants must include their BPA member ID in their Certiport profile when they register online. For more information on the exam, visit:

<http://www.certiport.com/Portal/desktopdefault.aspx?tabid=665&roleid=101>

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials, this includes hands-on tasks

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Identify PC components
- Add and remove components
- Demonstrate knowledge of system resources
- Utilize peripheral ports
- Demonstrate knowledge of IDE, SATA & SCSI devices
- Utilize peripheral devices
- Troubleshoot problems
- Perform preventative maintenance and safety
- Demonstrate knowledge of RAM characteristics
- Demonstrate knowledge of system board characteristics
- Demonstrate knowledge of printer characteristics
- Demonstrate knowledge of basic networking concepts
- Demonstrate knowledge of OS functions and OS upgrades
- Demonstrate knowledge of disk/file management
- Demonstrate knowledge of Windows® installation
- Demonstrate booting procedures
- Configuring device drivers
- Demonstrate knowledge of error codes
- Demonstrate knowledge of Internet configuration
- Replace system components

Equipment/supplies provided

Toolkit for hands-on component at national level

Method of evaluation

Objective Test

Certification test taken per conference schedule at NLC

Application: Top 10 contestants at national level only. Reference materials are allowed for the application portion.

At the national level, scores from the preliminary round and objective test do *not* advance with contestant to finals. Final contest score is based solely on hands-on component.

Length of event

Preliminaries - No more than sixty (60) minutes for objective test

Finals - No more than sixty (60) minutes for hands-on tasks

Entries

Each state is allowed five (5) entries

(310) Network Administration Using Microsoft®**Description**

Demonstrate knowledge of fundamental network management and maintenance tasks in a Windows® network. *This event includes a separate certification component which will be offered in conjunction with the BPA event at NLC; all contestants passing this component will receive an industry certification regardless of their overall event placement.* The certification offered will be MTA Networking Fundamentals and upon passing the exam, contestants will be awarded 100 points to their final score. All persons planning to take a certification test MUST register with Certiport (www.certiport.com) before attending NLC to create their Certiport profile. Contestants must include their BPA member ID in their Certiport profile when they register online. For more information on the exam, visit: <http://www.certiport.com/Portal/desktopdefault.aspx?tabid=665&roleid=101>

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Troubleshooting Windows® 7, Windows® 8, Windows® 10, Windows® Server 2008, 2008 R2, Windows® Server 2012 operating systems installation
- Monitor, manage, and troubleshoot access to files and folders
- Manage and troubleshoot access to shared folders
- Manage printers and print jobs
- Configure and manage file systems
- Monitor and optimize system performance and reliability
- Recover system state data and user data
- Configure and troubleshoot the desktop environment
- Encrypt data on a hard disk by using Encrypting File Systems (EFS)
- Monitor, configure, troubleshoot, and control access to websites
- Configure and troubleshoot hardware devices and drivers
- Configure and troubleshoot Windows® Network connections
- Configure, monitor, and troubleshoot remote access
- Configure inbound connections
- Implement, configure, manage, and troubleshoot auditing, local security policy, and policies in a Windows® environment

Method of evaluation

Objective Test

Certification test taken per conference schedule at NLC

Length of event

Preliminaries - No more than sixty (60) minutes for objective test

Finals - No more than sixty (60) minutes for hands-on tasks

Entries

Each state is allowed five (5) entries

(315) Systems Administration Using Cisco®

Description

Demonstrate knowledge of fundamental network management tasks in a CISCO® environment.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials, this includes hands-on tasks

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Comptencies

- Demonstrate knowledge of OSI model
- Demonstrate knowledge of IPv4
- Demonstrate knowledge of router configuration
- Demonstrate knowledge of network management
- Demonstrate knowledge of LAN/WAN design
- Demonstrate knowledge of LAN/WAN security
- Demonstrate knowledge of network topologies
- Demonstrate knowledge of LAN/WAN routed and routing protocols
- Demonstrate knowledge of network components
- Demonstrate knowledge of IPv6
- Demonstrate knowledge of LAN/WAN switching theory and VLANS

Method of evaluation

Objective Test

Application: Top 10 contestants at national level only (PacketTracer Simulation software provided by Cisco® be utilized). Reference materials are allowed for the application portion.

At the national level, scores from the preliminary round and objective test do *not* advance with contestant to finals. Final contest score is based solely on hands-on component.

Length of event

Preliminaries - No more than sixty (60) minutes for objective test

Finals - No more than sixty (60) minutes for hands-on tasks

Entries

Each state is allowed five (5) entries

(320) Computer Security

Description

Demonstrate knowledge of fundamental security management tasks in Windows® and Linux® networking environments. *This event includes a separate certification component which will be offered in conjunction with the BPA event at NLC; all contestants passing this component will receive an industry certification regardless of their overall event placement.* The certification offered will be MTA Security Fundamentals and upon passing the exam, contestants will be awarded 100 points to their final score. All persons planning to take a certification test **MUST** register with Certiport (www.certiport.com) before attending NLC to create their Certiport profile. Contestants must include their BPA member ID in their Certiport profile when they register online. For more information on the exam, visit: <http://www.certiport.com/Portal/desktopdefault.aspx?tabid=665&roleid=101>

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials, this includes hands-on tasks

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of security threats
- Understand infrastructure security
- Demonstrate knowledge of cryptography, access control and authentication
- Demonstrate security tactics to prevent against external attack
- Demonstrate knowledge of operational and organization security
- Identify security threats
- Demonstrate hardening internal Windows and Linux systems and services
- Demonstrate knowledge of TCP/IP
- Demonstrate hardening Internet work devices and services
- Demonstrate knowledge of network defense fundamentals
- Create security policies
- Perform a risk analysis
- Demonstrate knowledge of biometrics
- Demonstrate knowledge of cryptography
- Create router and access control lists
- Demonstrate knowledge of internet security issues
- Manage certificates
- Monitor security infrastructure

Method of evaluation

Objective

Certification test taken per conference schedule at NLC

Application: Top 10 contestants at national level only. Reference materials are allowed for the application portion.

At the national level, scores from the preliminary round and objective test do *not* advance with contestant to finals. Final contest score is based solely on hands-on component.

Length of event

Preliminaries - No more than sixty (60) minutes for objective test

Finals - No more than sixty (60) minutes for hands-on tasks

Entries

Each state is allowed five (5) entries

(325) Network Design Team

Description

Analyze existing and planned business environments and develop a strategy for the implementation of a network infrastructure that addresses the business needs of the scenario provided. At state and national level, teams will be presented with an additional element to the scenario that requires revision of their final presentation.

Eligibility

Any student member may enter this event. A team will consist of 2-4 members. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Teams must participate in both parts of the competition in order to be ranked.

Team must supply

Laptop/notebook computer (**each** team member may have **one** laptop), portable printer, software, and paper for this event

Team must bring all supporting devices (e.g., extension cords, power supply, etc.)

Published and/or unpublished non-electronic written reference materials

Projector/Props (Optional)

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply technical skills in the network design
- Evaluate and delegate responsibilities needed to perform required tasks
- Utilize problem solving techniques
- Demonstrate teamwork skills needed to function in a business setting
- Analyze existing and planned network and systems management
- Demonstrate knowledge of network cable topologies
- Diagram the completed network
- Analyze end-user work needs
- Plan for placement and management of resources
- Plan for decentralized resources or centralized resources
- Incorporate redundancy into the network
- Design a remote access solution
- Analyze network infrastructure, protocols, and hosts
- Estimate upgrade cost based on existing environment
- Incorporate future expansion into the network
- Demonstrate an ability to meet software requirements
- Demonstrate a knowledge of VPNs
- Identify the company's tolerance for risk
- Analyze technical support structure
- Design a routing strategy
- Develop multiple recommendations to scenarios
- Produce business reports

Specifications

- This is a pre-submitted event. See instructions for submissions.
- The completed written proposal and a [Team Entry Form](#) must be uploaded to the National Center at <http://www.bpa.org/submit> in PDF format no later than 11:59 p.m. Eastern Time on April 1, 2019. The written proposal must follow the Report Format located in the [Style & Reference Manual](#).
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt *cannot* be provided by the National Center.
- Member ID will be required for all submissions.
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions *will not* be accepted.
- Only one (1) team members should complete the submission.
- Contestants must be registered for national level competition prior to submission of materials. The contestant number must be included as indicated.
- Use each member's full membership number (all 10 digits, i.e., 02-1234-0001) in the header.
- Materials from non-registered contestants and those missing contestant number and/or projects received after the deadline *cannot* be accepted.
- *No* changes can be made to the project after the date of submission.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- One (1) copy of the completed written proposal and [Team Entry Form](#) must be submitted at the time of the presentation at NLC at both the Preliminary and Final Competition.
- The length of the presentations will be no more than ten (10) minutes, followed by no more than ten (10) minutes of judges' questions.
- Notes or note cards may be used.

Topic:

Bright Community Bank and Trust is an upcoming bank in the New England region of the United States offering a variety of financial services to its small, yet diverse, set of clients. As part of its five-year roadmap, the institution wants to expand its geographical footprint further south, and to rebrand itself as a user-friendly and customer-first bank. In order to facilitate customer experience and as another facet of the five-year roadmap, the bank wants to improve its use of technology and to rebuild its infrastructure. In addition to innovating its existing technological capabilities, the institution must also be able to accommodate the three new branches it will be building in the geographical expansion phase of the roadmap.

Main Branch - Bangor, Maine:

The main branch in Bangor acts as the institution's base of operations. The following departments are housed at the location: information technology, accounting, human resources, operations, commercial lending, and compliance. Currently, due to the size of the institution, all departments are on the same network subnet, but during the expansion, additional employees will be added to each department. Network segmentation should be emphasized in the design build-out, as this will provide for increased maintainability and security with the additional employees.

With the expansion and additional employees, the institution will also be adding additional desktop clients. Currently, the desktop clients are a mix of different brands, mostly corporate and enterprise style machines, but the institution wants to work with a single vendor to supply the desktops. The proposal should include the most appropriate vendor for a mix of value and quality, and should

account for 200 enterprise-class desktop clients. Approximately half of the desktops will remain at the main branch, while the additional machines will be distributed to the other five branches (the two existing branches and the three planned branches).

As part of the planned expansion and technology improvements, the bank wants to leverage more cloud services to boost its offering to customers and to create efficiencies within the departments. While open to novel ideas and innovation, the bank does have several explicit requests. The first requirement is a document imaging and management product. The proposal should include a solution for managing customer documents, addressing both intraorganizational and business-to-customer needs. The second request is an internal service desk system that will allow departments to make requests to other departments, such as a service ticket with IT or reimbursement requests to accounting. The final request is for all email communication to be moved to cloud-based service. While not limited to the requests above, cost vs value must be emphasized in the final design.

Due to the increase in the number of network-connected machines, the proposal should take into consideration network devices (routers, switches, firewalls, etc.) that can provide enough bandwidth. The wide area network (WAN) connection should also be addressed in the proposal by recommending reputable fiber networks in the Bangor, Maine area. A reliable and fast connection WAN connection will be of the utmost importance with the new cloud services being added.

With the expanded technological footprint, the bank will have, information security should be accounted for in all areas of the proposal. Financial institutions are inherently higher risk for information technology breaches, and proper measures must always be taken to ensure a secure environment. In addition to the cloud services and local area network requirements above, a secure virtual private network (VPN) is required to allow employees to connect while traveling and attending to customers offsite. An anti-virus software vendor will need to be recommended as well for the enterprise desktop rollout, and firewall devices are needed to address security at the edge.

All Branches:

The auxiliary branches all follow a similar layout so that consistency is maintained throughout the company and to provide for brand recognition. Each branch will require business-class Internet (preferably fiber), but a specific internet services provider (ISP) does *not* need to be recommended as several locations are still being considered. Teller counters at each branch will have approximately 10 desktop machines, split between the lobby and motor banking. The teller counter should be on its own separate subnet to facilitate security, department separation, and maintainability. The other 10 desktop clients at each branch will be distributed for new accounts representatives and back office operations personnel. In total, each branch will have four network subnets: tellers, new accounts representatives, operations, and guest network access. Similar to the main headquarters, information security must be addressed at the branch level as well.

Customer's needs:

- Propose a reasonable and thorough network design for the testbed specified.
- Recommend an effective design for the subnetting of the entire network and provide descriptions of the VLANs that will be utilized.
- Provide a cost-effective solution and vendor recommendation for enterprise-class desktop clients.
- Recommend cloud services that will address the following needs:
 - Document imaging
 - Service desk
 - Email communications
- Address all network connections, both intranet and internet connections

- Security must be addressed in all areas of the proposal due to the inherent risk of financial institutions
- Network design and plans for each branch

Method of evaluation

Judge's Scoring Rubric

Length of event

No more than thirty (30) minutes preparation time at State and National Level Only

No more than three (3) minutes set-up in presentation room

No more than ten (10) minutes presentation time

No more than ten (10) minutes judges' questions

Finals may be required at state and national levels

Entries

Each state is allowed two (2) entries

Teams in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

(325) Network Design Team

Judge Number _____

Team Number _____

Technical Scoring Rubric

Team followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No (<i>Disqualification</i>)			
If no, please stop scoring and provide a brief reason for the <i>disqualification</i> below:					
Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Team submitted the correct information and in the correct format.					
<ul style="list-style-type: none"> • Team Entry Form - PDF format (must be keyed but does <i>not</i> have to be signed for pre-submission) • Written proposal in Report Format - PDF format • Works Cited – PDF format <p style="text-align: center;"><i>All points or none are awarded by the technical judge.</i></p>					
TECHNICAL POINTS					
Written Proposal					
Customer profile	1-5	6-10	11-15	16-20	
Objectives	1-5	6-10	11-15	16-20	
Abstract of implementation	1-5	6-10	11-15	16-20	
Explanation of products and/or services provided	1-5	6-10	11-15	16-20	
Clarity of message <ul style="list-style-type: none"> • Message is attention-grabbing, compelling and concise • Message was developed according to topic 	1-5	6-10	11-15	16-20	
Short- and long-range goals defined	1-5	6-10	11-15	16-20	
Financial Analysis	1-5	6-10	11-15	16-20	
Supporting Documentation	1-5	6-10	11-15	16-20	
Grammar, Spelling, Punctuation, and Usage <ul style="list-style-type: none"> • Content without errors/No copyright violations 	5 (3+ errors)	10 (2 errors)	15 (1 error)	20 (0 errors)	
Total Written Proposal Points (180 points maximum)					
Creativity					
Solution is innovative <ul style="list-style-type: none"> • Fresh ideas, unique 	1-5	6-10	11-15	16-20	
Total Creativity Points (20 points maximum)					
Specific Technical Recommendations					
<ul style="list-style-type: none"> • Fast network access • Proactive and reactive security measures • Efficient use of equipment 	1-5	6-10	11-15	16-20	
Intuitive use of subnets and VLANs	1-5	6-10	11-15	16-20	
Addresses the need of enterprise-class desktop clients	1-5	6-10	11-15	16-20	
Cloud services are recommended that provide: <ul style="list-style-type: none"> • Document imaging and management • Service desk • Email communications 	1-5	6-10	11-15	16-20	
Addresses security in each section of the proposal	1-5	6-10	11-15	16-20	
A fiber network provider for the Bangor, Maine headquarters is recommended	1-5	6-10	11-15	16-20	
Network design and plans for branch locations	1-5	6-10	11-15	16-20	
It is shown how the network design is easily scaled to cover all facilities that the bank owns.	1-5	6-10	11-15	16-20	
Total Specific Technical Recommendation Points (160 points maximum)					
TOTAL TECHNICAL POINTS (370 points maximum)					

(325) Network Design Team

Judge Number _____

Team Number _____

Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Ability to outline short- and long-term objectives and defend the solution as the most appropriate for the given scenario	1-5	6-10	11-15	16-20	
Ability to use technical terms, along with appropriate explanations that achieve effective communications with the client	1-5	6-10	11-15	16-20	
Voice quality and diction	1-5	6-10	11-15	16-20	
Self-confidence, assertiveness, and eye contact	1-5	6-10	11-15	16-20	
Presentation quality/style; flow	1-5	6-10	11-15	16-20	
All team members participated in presentation	1-5	6-10	11-15	16-20	
Response to judges' questions	1-5	6-10	11-15	16-20	
Total Presentation Points (140 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per team, <i>not</i> per judge.	Points Awarded
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than ten (10) minutes – 5 points	10
All registered team members in attendance for entire event	10
Documentation submitted at time of check-in: keyed and signed Team Entry Form (1 copy), Written Proposal in Report Format (1 copy), and Works Cited (1 copy) <i>Must have copies for preliminaries and finals</i>	10
TOTAL SPECIFICATION POINTS (30 points maximum)	

TOTAL MAXIMUM POINTS = 540

PRESENTATION WILL BE STOPPED AT TEN MINUTES

(330) Visual Basic/C# Programming

Description

Evaluate knowledge of working with Visual Basic/C# syntax, programming logic, program development, system design concepts, database, designers and objects. This contest will be graded on the Windows operating system; therefore Unix/Linux should *not* be used. *This event includes a separate certification component which will be offered in conjunction with the BPA event at NLC; all contestants passing this component will receive an industry certification regardless of their overall event placement.* The certification offered will be MTA Software Development Fundamentals - VB Exam or MTA Software Development Fundamentals - C# Exam and upon passing the exam, contestants will be awarded 100 points to their final score. All persons planning to take a certification test **MUST** register with Certiport (www.certiport.com) before attending NLC to create their Certiport profile. Contestants must include their BPA member ID in their Certiport profile when they register online. For more information on the exam, visit: <http://www.certiport.com/Portal/desktopdefault.aspx?tabid=665&roleid=101>

Eligibility

Any student member may enter this event.

Contestant must supply

Computer or laptop/notebook; a full-size keyboard may be used (no printer is needed)

Visual Studio 2008 or higher

Carry-in and set-up of equipment must be done solely by the contestant

Contestant must bring all supporting devices and software appropriate for the event (e.g., extension cords, power supply, IDE, paper, etc.)

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of object oriented concepts and techniques
- Demonstrate understanding of general computer concepts and computer language
- Use structured design techniques, algorithms, and object-oriented concepts
- Create a program/GUI using variables, looping, controls, logical operations, calculations, classes, totals, sequence, data structures, selection, and I/O operations

Method of evaluation

Application

Certification test taken per conference schedule at NLC

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(335) C++ Programming

Description

Evaluate knowledge of working with structured designs, algorithms, and OOP methodology using the C++ language. This contest can only be completed using the C++ programming language, if you want to use C#, you must take the Visual Basic/C# contest. This contest will be graded on the Windows operating system; therefore Unix/Linux should *not* be used.

Eligibility

Any student member may enter this event.

Contestant must supply

Computer or laptop/notebook; a full-size keyboard may be used (no printer is needed)

Carry-in and set-up of equipment must be done solely by the contestant

Contestant must bring all supporting devices and software appropriate for the event (e.g., extension cords, power supply, IDE, paper, etc.)

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate understanding of general programming concepts and C++ computer language
- Use programming skills for proper development of a C++ computer program
- Demonstrate knowledge of C++ computer language
- Implement program logic (algorithms, structured design)
- Use structural design techniques and object-oriented concepts
- Create a C++ program using calculations, totals, selection, logical operators, classes, sequential file access, I/O operations, loops, methods, arrays, and data structures (linked lists, structures, etc.)

Method of evaluation

Application

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(340) Java Programming

Description

Evaluate knowledge of working with structured designs, algorithms, and OOP methodology using the Java Programming language. This contest will be graded on the Windows operating system; therefore Unix/Linux should *not* be used.

Eligibility

Any student member may enter this event.

Contestant must supply

Computer or laptop/notebook; a full-size keyboard may be used (no printer is needed)

Carry-in and set-up of equipment must be done solely by the contestant

Contestant must bring all supporting devices and software appropriate for the event (e.g., extension cords, power supply, IDE, paper, etc.)

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of Java computer language
- Use Java computer language concepts and syntax
- Use structured design techniques and object-oriented concepts
- Apply programming concepts such as classes, operators, loops, control breaks, sequential file access, data structures, error handling, and I/O operations
- Understand and implement UML diagrams
- Demonstrate knowledge of error handling techniques

Method of evaluation

Application

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

This event is sponsored by:



(345) SQL Database Fundamentals

Description

Demonstrate knowledge of fundamental database development and administrative concepts including SQL scripting. Competencies addressed in this event will mandate the contestant use a high-end database product such as MS SQL Server®, the focus of this event, in order to acquire the necessary skills; however, skills sets addressed are transferable to any database product such as Oracle® or MySQL™.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Identify various types of databases
- Create and employ tables, rows, columns
- Create and understand roll of keys
- Understand and create indexes
- Identify relationship types
- Define relational integrity
- Understand and employ the role of constraints
- Determine data relationships
- Identify normal forms and normalize to 3NF
- Understand and employ SQL syntax
- Understand the importance of data types and when to use them
- Understand SQL Server® schemas and data dictionaries
- Understand/use DDL commands such as CREATE, DROP, ALTER database
- Add primary and foreign key constraints
- Understand/use DML commands such as INSERT, SELECT, UPDATE, DELETE
- Select data from multiple tables using the WHERE clause
- Use different JOIN types
- Use SQL UNION and INTERSECT
- Use aggregate and scalar functions
- Create and use views
- Use and understand transactions
- Understand database security concepts
- Understand how to back up databases
- Understand the use Stored Procedures

Method of evaluation

Objective Test

Entries

Each state is allowed five (5) entries

Length of event

No more than sixty (60) minutes testing time

(390) Computer Programming Concepts – Open Event

Description

Demonstrate general knowledge of the computer programming industry.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate understanding of general programming concepts
- Demonstrate knowledge of computer languages
- Demonstrate knowledge of program logic (algorithms, structured design)
- Demonstrate knowledge of structural design techniques and object-oriented concepts
- Demonstrate knowledge of selection, logical operators, classes, sequential file access, I/O operations, data structures, and loops
- Demonstrate knowledge of the software development process
- Demonstrate knowledge of software design tools (UML, flowcharts, pseudo code)
- Demonstrate knowledge of structured query language
- Demonstrate knowledge of strings and arrays

Method of evaluation

Objective Test

Length of event

No more than sixty (60) minutes testing time

Entries

Unlimited

Reference materials may *not* be used for any Open Event

(391) Information Technology Concepts – Open Event

Description

Demonstrate general knowledge of the information technology industry.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of information technology concepts
- Demonstrate knowledge of programming language evolution
- Describe the history and evolution of computers
- Apply skills in programming language evolution
- Identify hardware and software basics
- Demonstrate understanding of graphics concepts
- Identify components and concepts related to printers
- Demonstrate understanding of operating systems
- Demonstrate understanding of security, law, and ethics
- Describe ergonomics and environmental concerns
- Demonstrate basic understanding of network concepts

Method of evaluation

Objective Test

Length of event

No more than sixty (60) minutes testing time

Entries

Unlimited

Reference materials may *not* be used for any Open Event

DIGITAL COMMUNICATION & DESIGN EVENTS

- (400) [Fundamental Desktop Publishing](#)
- (405) [Fundamentals of Web Design](#)
- (410) [Graphic Design Promotion](#)
- (415) [Digital Publishing](#)
- (420) [Digital Media Production](#)
- (425) [Computer Modeling \(S\)](#)
- (430) [Video Production Team](#)
- (435) [Website Design Team](#)
- (440) [Computer Animation Team \(S\)](#)
- (445) [Broadcast New Production Team \(S\)](#)
- (490) [Digital Communication & Design— Open Event-Pilot](#)

(400) Fundamental Desktop Publishing

Description

Evaluate knowledge and skills in using desktop publishing software to create a variety of business documents.

Eligibility

Any student member may enter this event.

Contestant may supply

Sharpened No. 2 pencils, pens

Contestants may bring a Mac computer, if desired. Those contestants using Mac computers must also bring printer, software, paper, extension cords, power supply (must bring all). Color printing is permitted.

Carry-in and set-up of equipment must be done solely by the contestant and must take place within the time allotted.

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate proficiency in using desktop publishing software to create a variety of business publications
- Apply principles of design and rules for proper layout in developing business publications
- Create and edit documents using desktop publishing applications
- Use principles of design, layout, and typography in presentation of text
- Create multipage and multicolumn documents
- Create a desktop publication that includes graphics in the form of illustrations, clipart, boxes, shading, and lines
- Generate a variety of documents including flyers, bulletins, proposals, business cards, brochures, presentation handouts, etc.

Please note: *Contestants may use software templates, but creativity points may be reduced. Color printers will be available at NLC.*

Equipment/supplies provided

Computer, printer, and paper

Software as designated for this event

Graphics files

Flash drive

Method of evaluation

Application

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(405) Fundamentals of Web Design

Description

Demonstrate knowledge of fundamental web design coding and syntax to include CSS. *This event includes a separate certification component which will be offered in conjunction with the BPA event at NLC; all contestants passing this component will receive an industry certification regardless of their overall event placement.* The certification offered will be MTA HTML5 Application Developer Fundamentals and upon passing the exam, contestants will be awarded 100 points to their final score. All persons planning to take a certification test **MUST** register with Certiport (www.certiport.com) before attending NLC to create their Certiport profile. Contestants must include their BPA member ID in their Certiport profile when they register online. For more information on the exam, visit: <http://www.certiport.com/Portal/desktopdefault.aspx?tabid=665&roleid=101>

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate a knowledge of tags
- Demonstrate knowledge of format and font (CSS)
- Demonstrate knowledge of XHTML, HTML5, CSS2 and CSS3
- Demonstrate knowledge of W3C Accessibility Standards
- Demonstrate knowledge of Cross Browser Capability
- Demonstrate knowledge of tables and table attributes
- Demonstrate knowledge of image tags and image attributes
- Demonstrate knowledge of hyperlinks and hyperlink attributes

Equipment/supplies provided

Computer with browser, **Notepad** only (*Contestants are not permitted to utilize Notepad++*), printer, and paper

Flash drive for saving files

Method of evaluation

Application and Objective Test

Certification test taken per conference schedule at NLC

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(410) Graphic Design Promotion

Description

Develop a theme with tagline, illustrate the theme in a logo design and utilize the logo in a promotional flyer and pin.

The output of this competition is to be produced as the basis for NLC theme and advertising for 2020.

Eligibility

Any student member may enter this event. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Contestants must participate in both parts of the competition in order to be ranked.

Topic

Develop a flyer and logo promoting the Business Professionals of America National Leadership Conference in Washington, D.C., May 6-10, 2020.

Contestant must supply

Two (2) plastic sheet protectors (8½”x11”) each containing four (4) documents—one flyer, one contestant-generated logo (4”x4”), one pin-sized logo (2”x2”) and one [Individual Entry Form](#)
Additional copies of flyer, logo, pin-sized logo and [Individual Entry Form](#), and other forms for finals
Visual display technology in the form of, but *not* limited to, a desktop/laptop/tablet with internal or external speakers, projector

Video projector (optional)

Digital presentation tools are to be used (no videos will be allowed; including poster boards)

Carry-in and set-up of equipment must be done solely by the contestant and must take place within the time allotted

Contestant must bring all supporting devices (e.g., extension cords, power supply, etc.)

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of graphic design and rules for layout
- Demonstrate effective use of color, lines, text, graphics, shapes, etc.
- Demonstrate the ability to present ideas to prospective customers illustrating reasoning and logic for the theme
- Use principles of design, layout, and typography in graphic design
- Generate a promotional flyer for marketing purposes
- Use appropriate artwork and design techniques to effectively illustrate a theme
- Apply technical skills to manipulate graphics, artwork, and image

Specifications

- This is a pre-submitted event. See instructions for submissions.
- Contestant may select any theme that promotes the Business Professionals of America National Leadership Conference in Washington, D.C., May 6-10, 2020.
- Theme needs to be 25 characters or less including spaces.
- Dimensions of flyer must be 8½”x11” either landscape or portrait. It is recommended that you use at least 300 dpi.

- Dimensions of the contestant-generated logo must *not* exceed 4"x4". It is recommended that you use at least 300 dpi. Contestant-generated logo must be submitted on a separate 8½"x11" paper.
- Dimensions of the contestant-generated logo in pin-size print must *not* exceed 2"x2". It is recommended that you use at least 300 dpi. Contestant-generated pin-sized logo must be submitted on a separate 8½"x11" paper.
- One (1) original flyer, one (1) contestant-generated 4"x4" logo, one (1) contestant-generated 2"x2" pin-sized logo, shall be produced at home/school. The graphics must *not* be professionally or commercially produced or printed.
- The flyer, logos and entry information must be submitted in JPG, PNG, or PDF formats at <http://www.bpa.org/submit> no later than 11:59 p.m. Eastern Standard Time on April 1, 2019.
- Confirmation of receipt will be provided when project is submitted.
- Individual confirmation of receipt *cannot* be provided by National Center.
- Member ID will be required for all submissions.
- No fax or mailed copies will be accepted.
- Materials from non-registered contestants and/or those missing contestant number *cannot* be accepted.
- No changes can be made to the project after the date of submission.
- One (1) copy of the completed copy of the flyer and contestant-generated logo, and [Individual Entry Form](#), including signatures, *must* be submitted at the time of the presentation at NLC at both the Preliminary and Final Competition.
- The contestant will give a presentation on how the graphic was developed and produced. A question-and-answer session will follow.
- The flyers, logos, pin-sized logo and forms will *not* be returned.
- Appropriate use of grammar, spelling and punctuation.
- Contestant-generated logo is effective when reduced to trading pin size.
- The length of the presentation will be no more than six (6) minutes, followed by no more than five (5) minutes of judges' questions.
- All graphics must be computer generated. Only contestant-prepared graphics may be used in the design. Originality and effectiveness will be given greater consideration.
- Business Professionals of America logo, name, and tagline must appear on the flyer.
- All written materials must follow the organization's [Graphic Standards](#) and make proper use of the BPA logo and/or organization's name. (Refer to the [Graphic Standards](#) in the [Style & Reference Manual](#).)
- Contestant's name may *not* appear anywhere on output.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America *grants permission* for the use of the copyrighted logo and tagline.
- The top three places in the Middle Level, Secondary and Post-secondary national competition will be submitted to the selection committee for consideration to be used as the theme for the following membership year.
- All materials, other than the required submission materials may *not* be left with judges.

Method of evaluation

Technical Scoring Rubric
Presentation Scoring Rubric

Length of event

No more than three (3) minutes for set-up
No more than six (6) minutes for the presentation
No more than five (5) minutes for judges' questions
Finals may be included at regional, state and national levels

Entries

Each state is allowed three (3) entries

Contestants in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging will *not* be returned and will *not* be available at NLC.

(410) Graphic Design Promotion

Judge Number _____

Contestant Number _____

Technical Scoring Rubric

Contestant Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes <i>(Disqualification)</i>	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Contestant followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Contestant submitted the correct information and in the correct format. <ul style="list-style-type: none"> • Individual Entry Form – PDF format (must be keyed, but does <i>not</i> have to be signed for pre-submission) • Flyer – PDF, JPG or PNG Format • Logo (4” x 4”) – PDF, JPG or PNG Format • Logo (2” x 2” pin size) – PDF, JPG or PNG Format <p style="text-align: center;"><i>All points or none are awarded by the technical judge.</i></p>				10	
Design shows imagination, creativity, and originality	1-5	6-10	11-15	16-20	
Contestant-generated logo shows imagination, creativity and originality	1-5	6-10	11-15	16-20	
Design gains attention and has eye appeal	1-5	6-10	11-15	16-20	
Generated theme promotes NLC	1-5	6-10	11-15	16-20	
Effectiveness (easily understood, motivational, accurate)	1-5	6-10	11-15	16-20	
Consistency in graphic and theme	1-5	6-10	11-15	16-20	
BPA logo and tagline appear on flyer – 10 points (all or nothing)				10	
Contestant-generated logo is effective when reduced to trading pin size – 10 points (all or nothing)				10	
BPA logo and tagline meet the Graphic Standards as outlined in the Style & Reference Manual – 10 points (all or nothing)				10	
TOTAL TECHNICAL POINTS (160 points maximum)					

(410) Graphic Design Promotion

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Oral presentation/stage presence/delivery	1-5	6-10	11-15	16-20	
Content of presentation	1-5	6-10	11-15	16-20	
Effectiveness of presentation	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (80 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.	Points Awarded
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than six (6) minutes – 5 points	10
Documentation submitted at time of check-in: keyed and signed Individual Entry Form (1 copy), flyer (1 copy), logo (1 copy), pin-size logo (1 copy) <i>Must have for preliminaries and finals</i>	10
Contestant name does <i>not</i> appear on submitted output	10
Appropriate use of grammar, spelling and punctuation	10
Dimensions of contestant-generated logo do <i>not</i> exceed 4"x4" and 2"x2"	10
TOTAL SPECIFICATION POINTS (50 points maximum)	

TOTAL MAXIMUM POINTS = 290

PRESENTATION WILL BE STOPPED AT SIX (6) MINUTES

(415) Digital Publishing

Description

Evaluate knowledge and skills utilizing Adobe Illustrator[®], Adobe Photoshop[®], or Adobe InDesign[®], software to create a variety of interactive documents.

Eligibility

Any student member may enter this event.

Contestant may supply

Contestants may bring a Mac computer, if desired. Those contestants using Mac computers must also bring printer, software, paper, extension cords, power supply (must bring all). Color printing is permitted

Carry-in and set-up of equipment must be done solely by the contestant and must take place within the time allowed

Published and/or unpublished non-electronic written reference materials

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate expertise in using desktop publishing software to create a variety of business publications for web, print, and mobile devices
- Apply principles of design and rules for proper layout in developing business publications for multiple screens and printing situations
- Create and edit documents using Adobe Illustrator[®], Adobe Photoshop[®], and/or Adobe InDesign[®]
- Demonstrate color management
- Use principles of design, layout, and typography in presentation of text
- Demonstrate an in-depth knowledge of typography such as leading, kerning, tracking, and appropriate font choice
- Create multipage and multicolumn documents
- Create a desktop publication that includes graphics in the form of illustrations, shapes, shading, and layers
- Create viewable interactive documents on devices and/or a PDF file(s)
- Incorporate video into desktop publishing documents for devices and multiple screens
- Generate a variety of documents including flyers, bulletins, proposals, business cards, brochures, digital publications, interactive documents, presentation handouts, etc.

Equipment/supplies provided

Computer

Flash drive

Software, as designated for this event

Graphics files

Method of evaluation

Application

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

(420) Digital Media Production

Description

Create a one to two (1:00-2:00) minute digital media production based on the assigned topic.

Eligibility

Any student member may enter this individual event. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Contestants must participate in both parts of the competition in order to be ranked.

Topic

Create a promotional video explaining the BPA Cares Program to a new BPA chapter.

Contestants who do *not* submit an entry that follows this topic will be *disqualified*.

Contestant must supply

Visual display technology in the form of, but *not* limited to a desktop/laptop with internal or external speakers, projector, TV or DVD player

Video projector (optional)

Props (optional)

Carry-in and set-up of equipment must be done solely by the contestant and must take place within the time allotted

No Internet access will be provided on-site at NLC; however, contestants may provide their own access to be used only for their presentation to the judges

Contestant must bring all supporting devices (e.g., extension cords, power supply, etc.)

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate an understanding of developing for a target audience
- Demonstrate utilization of various software applications
- Demonstrate knowledge of digital media
- Demonstrate knowledge of graphic design including color, animation, audio, and video

Specifications

- This is a pre-submitted event. See instructions for submissions.
- The contestant will develop a visual communication tool utilizing various software applications related to digital production.
- The contestant must develop a consistent theme and slogan to be used throughout the digital production.
- Completed projects may be uploaded to a video/file-sharing site (Vimeo, YouTube, or Dropbox, etc.) It is recommended that you set the access level of your project to one of BPA's recommended settings. See page 15 for settings recommendations.
- Submit the [Individual Entry Form](#) including a clickable URL to the project, Works Cited, and [Release Form\(s\)](#) in one combined PDF file to: <http://www.bpa.org/submit> no later than 11:59 p.m. Eastern Time on April 1, 2019.
- Individual confirmation of receipt *cannot* be provided by National Center.
- Member ID will be required for all submissions.

- Contestants will receive an automated response confirmation, at the time of submission. Individual confirmation of receipt *cannot* be provided by the National Center.
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions will *not* be accepted.
- Materials from non-registered contestants and/or those missing contestant number *cannot* be accepted.
- No changes can be made to the project after the date of submission.
- One (1) copy of the Works Cited and [Individual Entry Form](#), including signatures must be submitted at the time of the presentation at NLC at both the Preliminary and Final Competition.
- The contestant may utilize audio, text, video, graphics, and animation.
- Use of transitions and continuity must exist in the production.
- The contestant is responsible for securing a [Release Form](#) from for any person involved in the video production.
- The length of the presentation will be no more than ten (10) minutes, followed by no more than five (5) minutes of judges' questions.
- All text/graphics materials must follow the organization's [Graphic Standards](#) and make proper use of the logo and/or organization's name. (Refer to the [Graphic Standards](#) in the [Style & Reference Manual](#).)
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>.
- The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America *grants permission* for the use of the copyrighted logo and tagline.
- The top three places in the Secondary and Post-secondary national competition will be submitted to the selection committee for consideration to be used as the theme for the following membership year.
- All materials, other than the required submission materials may *not* be left with judges.

Method of evaluation

Technical Scoring Rubric

Presentation Scoring Rubric

Length of event

No more than three (3) minutes for set-up/wrap-up

No more than ten (10) minutes for presentation, which includes one to two (1:00-2:00) minute demonstration of digital media production

No more than five (5) minutes for judges' questions

Finals may be included at regional, state and national levels

Entries

Each state is allowed three (3) entries

Contestants in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging will *not* be returned and will *not* be available at NLC.

This event is sponsored by:



BPA graciously thanks Cybis® Communications who generously provides scholarships.

(420) Digital Media Production

Judge Number _____

Contestant Number _____

Technical Scoring Rubric

Contestant Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (<i>Disqualification</i>)	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Contestant followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No (<i>Disqualification</i>)

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Contestant submitted the correct information and in the correct format. <ul style="list-style-type: none"> • Individual Entry Form (must be keyed but does <i>not</i> have to be signed for pre-submission) AND Release Form(s) (must be keyed but does <i>not</i> have to be signed for pre-submission) in one combined PDF file <i>All points or none are awarded by the technical judge.</i> 				10	
Production Layout					
Visual organization is easily understood	1–5	6–10	11–15	16–20	
Aesthetic use of colors and fonts	1–5	6–10	11–15	16–20	
Consistent format	1–5	6–10	11–15	16–20	
Total Production Layout (60 points maximum)					
Graphics/Media Use					
Enhances theme	1–5	6–10	11–15	16–20	
Effective use of graphic design and digital assets	1–5	6–10	11–15	16–20	
Effective use of audio	1–5	6–10	11–15	16–20	
Effective use of innovative technology	1–5	6–10	11–15	16–20	
Effective use of lighting and special effects	1–5	6–10	11–15	16–20	
Total Graphics/Media Use (100 points maximum)					
Content					
Video is generated for target audience	1–5	6–10	11–15	16–20	
Well-developed and portrays theme	1–5	6–10	11–15	16–20	
Total Content (40 points maximum)					
TECHNICAL POINTS (210 points maximum)					

(420) Digital Media Production

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Presentation					
Ability to explain the development and design process (Pre-Production Phase)	1-5	6-10	11-15	16-20	
Ability to explain the use of innovative technology	1-5	6-10	11-15	16-20	
Ability to explain the use of media elements (graphics, video, audio, special effects, lighting, etc.)	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (60 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

Specification Scoring Rubric

SPECIFICATION POINTS:	Points Awarded
All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.	
Set-up/wrap-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than ten (10) minutes – 5 points	10
Documentation submitted at time of check-in: keyed and signed Individual Entry Form (1 copy), and Works Cited (1 copy). <i>Must have copies for preliminaries and finals</i>	10
TOTAL SPECIFICATION POINTS (20 points maximum)	

TOTAL MAXIMUM POINTS = 290

PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES

(425) Computer Modeling (S)

Description

Given a scenario or prompt, Computer Modeling will research the topic, create a profile, concept design(s), prototype(s), and final model and/or scene based upon the assigned topic provided. For example – a new Pixar® type character made of metal (refer to background information supplied about character); an opening scene to support a new sci-fi movie; an office chair designed for the year 2050; an environment for a Mars colony in the year 2075, etc.

Eligibility

Any student member may enter this event. Contestants participating in the national level competition must be registered for the event prior to submission deadline for technical judging. Contestants must participate in both parts of the competition in order to be ranked.

Topic

You have been contracted to create a new ocean front pier located in California. The firm has requested a variety of tourist attractions (*not to be limited to just shopping*).

Contestants who do *not* submit an entry following this topic will be *disqualified*.

Contestant must supply

Visual display technology in the form of, but *not* limited to, a desktop/laptop with internal or external speakers, projector, TV and DVD player

Video projector (optional)

Props (optional)

Carry-in and set-up of equipment must be done solely by the individual and must take place within the time allotted

No Internet access will be provided on-site at NLC; however, contestants may provide their own access to be used only for their presentation to the judges

Contestant must bring all supporting devices (e.g., extension cords, power supply, etc.)

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Develop a profile for a given character, environment, or non-organic object within the specified parameters.
- Demonstrate development of model through research, concept art, and prototypes.
- Demonstrate application of finishes and lighting, and texturing techniques.
- Make formal geometric constructions with a variety of tools and methods.
- Use geometric shapes, their measures, and their properties to describe objects (e.g., modeling a tree trunk or a human torso as a cylinder).
- Apply geometric methods to solve design problems.
- Apply knowledge of software, equipment, and skills related to 3D art generation.
- Utilize research skills; research to build and present knowledge.
- Demonstrate artistic techniques to support a clear scenario or prompt.
- Demonstrate knowledge of copyright laws.
- Demonstrate professional presentation skills.
- Demonstrate work skills needed to function as a 3D Artist.

Specifications

- This is a pre-submitted event. See instructions for submissions.
- The individual will research the topic, including reference information provided in prompts, the time era, trends to support design, etc., and from that information will develop a profile to be submitted along with assets to be generated. The profile should *not* exceed one (1) page and should provide the artist's vision for the project, and the rationale for the submission.
- The individual will use digital tools, i.e., cameras, writing tablets, etc., for researching, planning, development and/or revision of content for model(s).
- The individual will develop the concept design(s) for the submission.
- The individual will produce 3D Models.
- The individual will develop a final model and/or scene, including the application of color, textures, lighting, etc.
- Graphics developed should accurately depict and/or increase dramatic or entertainment value of scenario or prompt given.
- The final project components, including, but *not* limited to, concept art, the profile, screenshots, and model project files, should be compressed in Zip format and uploaded to a video/file sharing site (e.g. Dropbox, etc.).
- For completed projects uploaded to a video/file sharing site (Vimeo, YouTube, or Dropbox, etc.), it is recommended to set the access level of your project to one of BPA's recommended settings. See page 15 for settings recommendations.
- Submit the [Individual Entry Form](#) including a clickable URL to the project, Works Cited, and [Release Form\(s\)](#) in a combined PDF file at <http://www.bpa.org/submit> no later than 11:59 p.m. Eastern Time on April 1, 2019.
- Member ID will be required for all submissions.
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt *cannot* be provided by the National Center.
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed deadlines due to an incorrect e-mail address for submission or technical difficulties.
- Multiple submissions *cannot* be accepted.
- Materials from non-registered contestants and/or those missing contestant numbers *cannot* be accepted.
- No changes can be made to the project after the date of submission.
- One (1) copy of the Works Cited, [Individual Entry Form](#), including signatures, and any concept art/prototypes must be submitted at the time of the presentation at NLC, at both the Preliminary and Final Competition.
- Must be viewable on both Windows and Mac platforms.
- The individual may utilize hand-drawings and sketches, computer drawings, text, graphics and/or illustration applications, 3D modeling applications. (Note: hand-drawings and sketches should be scanned to attain a digital format.)
- The length of the presentation will be not more than ten (10) minutes, followed by no more than five (5) minutes of judges' questions.
- All text/graphics materials must follow the organization's [Graphic Standards](#) and make proper use of the logo and/or organization's name, if used. (Refer to the [Graphic Standards](#) in the [Style & Reference Manual](#).)
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.

- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.
- All materials, other than the required submission materials may *not* be left with judges.

Method of evaluation

Judge's Scoring Rubric

Length of event

No more than three (3) minutes for set-up/wrap-up

No more than ten (10) minutes for the presentation

No more than five (5) minutes for judges' questions

Finals may be included at regional, state and national levels

Entries

Each state is allowed three (3) entries

Contestants in all judged who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging will *not* be returned and will *not* be available at NLC.

(425) Computer Modeling (S)

Judge Number _____

Contestant Number _____

Technical Scoring Rubric

Contestant Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (<i>Disqualification</i>)	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Contestant followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No (<i>Disqualification</i>)

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Contestant submitted the correct information and in the correct format. <ul style="list-style-type: none"> • Individual Entry Form (must be keyed but does <i>not</i> have to be signed for pre-submission), Works Cited, AND Release Form(s) (must be keyed but does <i>not</i> have to be signed for pre-submission) in one combined PDF file <i>All points or none are awarded by the technical judge.</i> 				10	
Complexity/Craftsmanship					
Profile (<i>not</i> to exceed 1 page) Developed from research following prompt Goals and artistic vision developed for scene/model Provides rationale for submission Portrays personality, era, appropriate details	1-5	6-10	11-15	16-20	
Grammar, spelling, punctuation, and usage Content without errors	5 (3+ errors)	10 (2 errors)	15 (1 error)	20 (0 errors)	
Concept art developed to support prototype	1-5	6-10	11-15	16-20	
Innovative use of technology, advanced techniques	1-5	6-10	11-15	16-20	
Model/Scene is realistic and/or supports goals Model/Scene completed according to established goals for project	1-5	6-10	11-15	16-20	
Materials, lighting, and finishes support project plan with consistency	1-5	6-10	11-15	16-20	
Final model shown at a variety of angles/views	1-5	6-10	11-15	16-20	
Accuracy and/or attention to detail was evident	1-5	6-10	11-15	16-20	
Graphics developed are original and depict and/or increase dramatic or entertainment value of scenario or prompt given	1-5	6-10	11-15	16-20	
Total Complexity/Craftsmanship (180 points maximum)					
Composition					
Execution of Plan Depth of research Goals/Concept Art/Prototypes developed and shared	1-5	6-10	11-15	16-20	
Artistic Layout/Design Principles Aesthetic consistent use of colors, textures, lighting, and finishes	1-5	6-10	11-15	16-20	
Total Composition Points (40 points maximum)					
Creativity					
Work is original Fresh ideas, innovative, unique	1-5	6-10	11-15	16-20	
Model/Scene effectively fulfills project goals	1-5	6-10	11-15	16-20	
WOW factor! Model/Scene exceeds expectations	1-5	6-10	11-15	16-20	
Model/Scene is visually appealing, has personality, matches profile, and fits prompts/scenario	1-5	6-10	11-15	16-20	
Total Creativity Points (80 points maximum)					
TOTAL TECHNICAL POINTS (310 points maximum)					

(425) Computer Modeling (S)

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Earned
Ability to explain the development process	1-5	6-10	11-15	16-20	
Ability to explain the design process	1-5	6-10	11-15	16-20	
Ability to explain the use of innovative technology	1-5	6-10	11-15	16-20	
Ability to explain use and development of media elements	1-5	6-10	11-15	16-20	
Presentation quality/style	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (100 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

Specification Scoring Rubric

SPECIFICATION POINTS:		Points Awarded
All points or no points per item are awarded by the proctor per contestant, <i>not</i> per judge.		
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than ten (10) minutes – 5 points	10	
Documentation submitted at time of check-in: keyed and signed Individual Entry Form (1 copy), Works Cited (1 copy), and Concept Art/Prototypes (1 copy) at the time of presentation <i>Must have copies for preliminaries and finals</i>	10	
TOTAL SPECIFICATION POINTS (20 points maximum)		

TOTAL MAXIMUM POINTS = 430

PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES

- **(430) Video Production Team**

Description

Create a three to five (3:00-5:00) minute video production, based upon the assigned topic.

Eligibility

Any student member may enter this team event. A team will consist of 2-4 members. Contestants participating in national level competition must be registered for the event, prior to submission deadline for technical judging. Teams must participate in both parts of the competition in order to be ranked.

Topic

Create an infomercial promoting BPA, with a target audience of civic organizations, and business/industry. Videos should not be school or region specific, since this may become a resource shared throughout our organization.

Teams who do *not* submit an entry following this topic will be *disqualified*.

Team must supply

Visual display technology in the form of, but *not* limited to, a desktop/laptop/tablet with internal or external speakers, projector, TV or DVD player

Video projector (optional)

Props (optional)

Carry-in and set-up of equipment must be done solely by the team and must take place within the time allotted

No Internet access will be provided on-site at NLC; however, teams may provide their own access to be used only for their presentation to the judges

Team must bring all supporting devices (e.g., extension cords, power supply, etc.)

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply knowledge of software, equipment, and skills related to video production
- Utilize video editing applications
- Develop a story line using a storyboard and outline
- Demonstrate scripting techniques to present a clear overall message
- Apply basic camera techniques, including various camera shots
- Demonstrate knowledge of lighting techniques
- Perform nonlinear editing techniques utilizing various editing tools
- Demonstrate knowledge of transitions and audio editing techniques
- Demonstrate proper use in placement of titles and visual effects
- Demonstrate teamwork skills needed to function in a video editing environment

Specifications:

- This is a pre-submitted event. See instructions for submissions.
- The team will develop a video using various software applications related to video production.
- The final project components, including, but *not* limited to, storyboard, script, and video should be compressed in Zip format and uploaded to a video/file sharing site (Dropbox, etc.)
- For completed projects uploaded to a video/file sharing site (Vimeo, YouTube, or Dropbox, etc.), it is recommended to set the access level of your project to one of BPA's recommended settings. See page 15 for settings recommendations.
- Submit the Work Cited, [Individual Entry Form](#) including a clickable URL to the project and [Release Form\(s\)](#) in one combined PDF file at <http://www.bpa.org/submit> no later than 11:59 p.m. Eastern Time, on April 1, 2019.
- Member ID will be required for all submissions.
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt *cannot* be provided by the National Center.
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions will *not* be accepted.
- Only one (1) team members should complete the submission.
- Materials from non-registered contestants and/or those missing contestant number *cannot* be accepted.
- No changes can be made to the project after the date of submission.
- One (1) copy of Works Cited, [Team Entry Form](#), including signatures, must be submitted at the time of the presentation at NLC at both the Preliminary and Final Competition.
- The contestant may utilize audio, text, video, graphics, and animation.
- Use of transitions and continuity must exist in the production.
- The team is responsible for securing a [Release Form](#) from any person whose image is used in the production.
- The length of the presentation will be no more than ten (10) minutes, followed by no more than five (5) minutes of judges' questions.
- No presentation will be performed at the National Level Finals Competition. The video will be judged on technical merit only.
- All text/graphics materials must follow the organization's [Graphic Standards](#) and make proper use of the logo and/or organization's name. (Refer to the [Graphic Standards](#) in the [Style & Reference Manual](#).)
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.
- All materials, other than the required submission materials may *not* be left with judges.

Method of evaluation

Technical Scoring Rubric

Presentation Scoring Rubric

Length of event

No more than three (3) minutes for set-up/wrap-up

No more than ten (10) minutes for the presentation

No more than five (5) minutes for judges' questions
Finals may be included at regional, state and national levels

Length of Final event (National only)

No more than three (3) hours to plan, produce, and export production

Details for Final event (National only)

- The teams will be have no more than three (3) hours to plan the storyline and complete all production phases including, exporting of video.
- The teams will film their production on site.
- During this time, students may communicate with members of their team via telephone, but may *not* communicate with others concerning the production of their video. This includes communicating with their advisor. Teams will be *disqualified* for violating this rule.
- After filming is complete, teams will return to the contest room to edit and complete all production and post-production elements in their video.
- The video must be one-minute in length, rendered and exported into a MOV, MP4, AVI, or MPG format and submitted using the flash drive provided. If *not* in the appropriate format, it may *not* be judged.
- Scoring from the preliminary round will *not* be included in the finals scoring. The finals will use a separate rubric.
- All materials, other than the required submission materials may *not* be left with judges.

Entries

Each state is allowed two (2) entries

Teams in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging *cannot* be returned and will *not* be available at NLC.

This event is sponsored by:



(430) Video Production Team

Judge Number _____

Team Number _____

Technical Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes <i>(Disqualification)</i>	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Team followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>

Items to Evaluate					Points Awarded
Required Elements					
• Included more than one camera angle or motion	<input type="checkbox"/> Y <input type="checkbox"/> N	10			
• Included at least one interview	<input type="checkbox"/> Y <input type="checkbox"/> N	10			
• Included one voice over	<input type="checkbox"/> Y <input type="checkbox"/> N	10			
• Included ending credits	<input type="checkbox"/> Y <input type="checkbox"/> N	10			
• Production free of typos	<input type="checkbox"/> Y <input type="checkbox"/> N	10			
• At least 75% of video footage by team members	<input type="checkbox"/> Y <input type="checkbox"/> N	10			
Total Required Elements (60 points maximum)					
Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Content					
Team submitted the correct information and in the correct format.					
<ul style="list-style-type: none"> • Team Entry Form (must be keyed but does <i>not</i> have to be signed for pre-submission), Works Cited, AND Release Form(s) (must be keyed but does <i>not</i> have to be signed for pre-submission) in one combined PDF file <p style="text-align: center;"><i>All points or none are awarded by the technical judge.</i></p>					10
• Creativity and originality of content	1-5	6-10	11-15	16-20	
• Developed and portrayed theme (to include, but <i>not</i> limited to: a logo, taglines, etc.)	1-5	6-10	11-15	16-20	
• Effectiveness of video message	1-5	6-10	11-15	16-20	
• Music and tone (mood)	1-5	6-10	11-15	16-20	
Total Content (90 points maximum)					
Quality					
• Focus/Steadiness	1-5	6-10	11-15	16-20	
• Lighting	1-5	6-10	11-15	16-20	
• Color relating to theme	1-5	6-10	11-15	16-20	
• Audio quality (effective use of fades, normalizing, and/or use of ambient sounds)	1-5	6-10	11-15	16-20	
Total Quality (80 points maximum)					
TOTAL TECHNICAL POINTS (230 points maximum)					

(430) Video Production Team

Judge Number _____

Team Number _____

Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Ability to explain the development and design process	1-5	6-10	11-15	16-20	
Ability to explain the use of innovative technology	1-5	6-10	11-15	16-20	
Ability to explain the use and development of media elements (graphics, special effects, video, audio, etc.)	1-5	6-10	11-15	16-20	
Explanation of roles of team members	1-5	6-10	11-15	16-20	
Grammar, spelling, punctuation, and usage: Content without error	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (100 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per team, <i>not</i> per judge.	Points Awarded
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than ten (10) minutes – 5 points	10
Documentation submitted at time of check-in: One (1) copy Works Cited, keyed and signed Team Entry Form (1 copy) at time of presentation <i>Must have copies for preliminaries and finals</i>	10
All registered team members in attendance for entire event	10
TOTAL SPECIFICATION POINTS (30 points maximum)	

TOTAL MAXIMUM POINTS = 360

PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES

(430) Video Production Team – NLC Finals Rubric

Judge Number _____

Team Number _____

Technical Scoring Rubric – FINAL (Nationals Only)

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per team, <i>not</i> per judge.		Points Awarded
Documentation submitted at time of check-in: keyed and signed Team Entry Form (1 copy) <i>Must have copies for preliminaries and finals</i>	10	
TOTAL SPECIFICATION POINTS (10 points maximum)		

Items to Evaluate				Points Awarded	
Required Elements	Select One		Award all or none		
Included more than one camera angle	<input type="checkbox"/> Y <input type="checkbox"/> N		10		
Video is exactly 1-minute in length	<input type="checkbox"/> Y <input type="checkbox"/> N		10		
Final Export met timed event deadline	<input type="checkbox"/> Y <input type="checkbox"/> N		50		
Exported in correct format	<input type="checkbox"/> Y <input type="checkbox"/> N		20		
Total Required Elements (90 points maximum)					
Items to Evaluate	Below Averag	Average	Good	Excellent	Points Awarded
Content					
Originality of content (All video should be shot on-site)	1-5	6-10	11-15	16-20	
Developed storyline	1-5	6-10	11-15	16-20	
Effectiveness of production	1-5	6-10	11-15	16-20	
Developed and portrayed common theme	1-5	6-10	11-15	16-20	
Total Content (80 points maximum)					
Quality					
Videos were in focus/steadiness	1-5	6-10	11-15	16-20	
Lighting quality	1-5	6-10	11-15	16-20	
Color quality	1-5	6-10	11-15	16-20	
Audio quality (Effective use of fades, normalizing, and/or use of ambient sounds)	1-5	6-10	11-15	16-20	
Total Quality (80 points maximum)					
TOTAL TECHNICAL POINTS (250 points maximum)					

TOTAL MAXIMUM POINTS = 260

(435) Website Design Team

Description

The team will work together to create a website based on the assigned topic.

Eligibility

Any student member may enter this team event. A team will consist of 2-4 members. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Teams must participate in both parts of the competition in order to be ranked.

Topic

Develop a website to assist BPA chapters in planning their attendance at NLC in Washington D.C. Areas to be included, but *not* limited to:

- Transportation Methods (Metro, walking, bike share, Segway[®], Uber[®], Lyft[®], taxi, pedicab, etc.)
- Maps
- Hours of operation for attractions & transportation
- Food
- Costs
- Local attractions, including security restrictions and specific guidelines (For example, the White House, FBI Building, Pentagon, etc.)
- Attire/Dress Code

Teams who do *not* submit an entry that follows the topic above will be *disqualified*.

Team must supply

Team must supply one computer loaded with their website for presentation to the judges

No Internet access will be provided on-site at NLC; however, teams may provide their own access to be used only for their presentation to the judges

Team must bring all supporting devices (e.g., extension cords, power supply, etc.)

Projector (Optional)

Props (Optional)

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply technical skills in website design
- Demonstrate knowledge of Internet concepts
- Evaluate and delegate responsibilities needed to perform required tasks
- Demonstrate teamwork skills needed to function in a business setting
- Demonstrate knowledge of site, content, graphics, layout, browser capabilities and more
- Demonstrate awareness of requirements of target audience
- Demonstrate awareness of accessibility concerns
- Provide easy access to multiple major search sites
- Demonstrate knowledge of navigational scheme
- Utilize graphics and multimedia
- Demonstrate skill sets in building site content
- Utilize standards-based web languages

- Demonstrate and apply web scripting skills
- Demonstrate leadership and teamwork skills
- Demonstrate personal integrity and apply ethical concepts
- Demonstrate the ability to conform to copyright laws
- Demonstrate problem solving skills
- Demonstrate knowledge of page layout

Specifications

- This is a pre-submitted event. See instructions for submissions.
- Submit the Works Cited, [Team Entry Form](#), including a clickable URL to the project, and [Release Form\(s\)](#) in one combined PDF file at <http://www.bpa.org/submit> no later than 11:59 p.m. Eastern Time, on April 1, 2019.
- The team is responsible for securing a [Release Form](#) from any individual whose name, photograph, and/or other information included on the website.
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt *cannot* be provided by the National Center.
- Member ID will be required for all submissions.
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed deadlines due to an incorrect e-mail address for submission or technical difficulties.
- Multiple submissions *cannot* be accepted.
- Only one (1) team members should complete the submission.
- Materials from non-registered contestants and/or those mission contestant numbers *cannot* be accepted.
- No changes can be made to the project after the date of submission.
- One (1) copy of the Works Cited, [Team Entry Form](#), including signatures, must be presented at the time of presentation at NLC at both the Preliminary and Final Competition.
- The website must be available for viewing on the Internet on April 1, 2019. If the ISP is experiencing technical difficulty, the advisor will be contacted and a reasonable amount of time will be provided to solve the problem. No changes can be made to the website after this date.
- The team will administer and present their website at NLC.
- The following information must be included on the site: name of chapter, team member names, theme, school, city, state, and year. This information can be included in any format and location.
- Attention must be given to cross-browser capabilities.
- Attention must be given to monitor capabilities, such as resolution.
- All written material must follow the organization's [Graphic Standards](#) and make proper use of the logo and/or organization's name. (Refer to the [Graphic Standards](#) in the [Style & Reference Manual](#).)
- The length of the presentation will be no more than ten (10) minutes, followed by not more than five (5) minutes of judges' questions.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.
- Team members will specifically identify their roles in the development of the website and be prepared to address questions pertaining to those roles (i.e., page layout, navigational scheme, graphics, media, compatibility, and content).
- Previously submitted websites used in BPA competition may *not* be submitted.

- Contestants are permitted to use any web development technology or CMS desired by the team in order to complete the event. Examples of these are, but *not* limited to, Microsoft Visual Studio[®], Adobe Dreamweaver[®], JQuery[®], WordPress[®], Joomla![®], Drupal[®], Wix[®], Weebly[®], or any templates.
 - Contestants should be able to understand and explain the utilized code and/or technology used by a selected web development technology, CMS, or template.
- All materials, other than the required submission materials may *not* be left with judges.

Method of evaluation

Technical Scoring Rubric

Presentation Scoring Rubric

Length of event

No more than three (3) minutes set-up time

No more than ten (10) minutes oral presentation

No more than five (5) minutes for judges' questions

Finals may be included at regional, state and national levels

Entries

Each state is allowed two (2) entries

Teams in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging *cannot* be returned and will *not* be available at NLC.

(435) Website Design Team

Judge Number _____

Team Number _____

Technical Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (<i>Disqualification</i>)	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Team followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No (<i>Disqualification</i>)

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Team submitted the correct information and in the correct format. <ul style="list-style-type: none"> • One (1) copy of the Works Cited, Team Entry Form (must be keyed but does <i>not</i> have to be signed for pre-submission) AND Release Form(s) (must be keyed but does <i>not</i> have to be signed for pre-submission) in one combined PDF file <i>All points or none are awarded by the technical judge.</i>				10	
Page Layout					
Visual organization is easily understood	1-5	6-10	11-15	16-20	
Aesthetic use of colors and fonts	1-5	6-10	11-15	16-20	
Consistent format page to page	1-5	6-10	11-15	16-20	
Navigational Theme					
Links present and working	1-5	6-10	11-15	16-20	
Links show consistent formatting	1-5	6-10	11-15	16-20	
Navigational path is clear and logical	1-5	6-10	11-15	16-20	
Graphic Media Use					
Enhances topic	1-5	6-10	11-15	16-20	
Creativity through graphic design	1-5	6-10	11-15	16-20	
Originality of graphics	1-5	6-10	11-15	16-20	
Effective use of innovative technology	1-5	6-10	11-15	16-20	
Content					
Well developed	1-5	6-10	11-15	16-20	
Portrays the topic	1-5	6-10	11-15	16-20	
Effectiveness of site	1-5	6-10	11-15	16-20	
Technical					
Cross-browser compatibility	1-5	6-10	11-15	16-20	
Source Code is well organized and meets validation	1-5	6-10	11-15	16-20	
Grammar, Spelling, Punctuation, and Usage	5 (3+ errors)	10 (2 errors)	15 (1 error)	20 (0 errors)	
TOTAL TECHNICAL POINTS (330 points maximum)					

(435) Website Design Team

Judge Number _____

Team Number _____

Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Ability to explain development/design process	1-5	6-10	11-15	16-20	
Ability to explain their use and the development using web languages (source code)	1-5	6-10	11-15	16-20	
Ability to explain their use and development of media elements (graphics, video, audio, etc.)	1-5	6-10	11-15	16-20	
Evidence showing each team member's role in the development of the site and their responses to presentation questions	1-5	6-10	11-15	16-20	
Explanation of Innovative Technology (examples could be: JavaScript, multimedia, social media, search engine optimization, e-commerce, etc.)	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (100 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per team, <i>not</i> per judge.	Points Awarded
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than ten (10) minutes – 5 points	10
Documentation submitted at time of check-in: Works Cited (1 copy) keyed and signed Team Entry Form (1 copy) <i>Must have copies for preliminaries and finals</i>	10
All registered team members in attendance for entire event	10
TOTAL SPECIFICATION POINTS (30 points maximum)	

TOTAL MAXIMUM POINTS = 460

PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES

(440) Computer Animation Team (S)

Description

Create a computer-generated visualization animation, *not* to exceed two (2) minutes, based upon the assigned topic provided.

Eligibility

Any student member may enter this event. A team will consist of 2-4 members. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Teams must participate in both parts of the competition in order to be ranked.

Topic

Create an animation showcasing an Olympic snowboarding halfpipe course with at least one contestant completing the course.

Teams who do *not* submit an entry following this topic will be *disqualified*.

Team must supply

Visual display technology in the form of, but *not* limited to, a desktop/laptop with internal or external speakers, projector, TV and DVD player

Props (optional)

Carry-in and set-up of equipment must be done solely by the team and must take place within the time allotted

No Internet access will be provided on-site at NLC; however, teams may provide their own access to be used only for their presentation to the judges

Supporting devices (e.g., extension cord, power supply, etc.). Electrical power will be provided

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate utilization of various editing software applications
- Demonstrate development of animation within a storyboard
- Demonstrate object color and creating artistic effects
- Demonstrate textures and special effects
- Demonstrate knowledge of transitions, audio, and lighting effects
- Demonstrate proper use in placement of titles and visual effects
- Demonstrate work skills needed to function in an animation environment

Specifications

- This is a pre-submitted event. See instructions for submissions.
- The team will develop a visual communication utilizing various software applications related to digital animation.
- Animated graphics must be saved as a standard format that can be played on both PC or Mac (i.e. QuickTime videos).
- The final project components, including, but limited to, storyboard and rendered video should be compressed in Zip format and uploaded to a file-sharing site (Dropbox, etc.)

- For completed projects uploaded to a video/file sharing site (Vimeo, YouTube, or Dropbox, etc.), it is recommended to set the access level of your project to one of BPA’s recommended settings. See page 15 for settings recommendations.
- Submit the Works Cited, [Team Entry Form](#), including a clickable URL for the project components (final animation, storyboard, etc.) including [Release Form](#)(s), and script in one combined PDF file at <http://www.bpa.org/submit>, no later than 11:59 p.m. Eastern Time, on April 1, 2019.
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt *cannot* be provided by the National Center.
- No fax or mailed copies will be accepted.
- Member ID will be required for all submissions.
- No exceptions can be made for missed deadlines due to an incorrect e-mail address for submission or technical difficulties.
- Multiple submissions *cannot* be accepted.
- Only one (1) team members should complete the submission.
- No changes can be made to the project after the date of submission.
- The team is responsible for securing a [Release Form](#) from any person whose image is used in the production.
- One (1) copy of the Works Cited, [Team Entry Form](#), including signatures, and storyboard must be submitted at the time of the presentation at NLC, at both the Preliminary and Final Competition.
- Teams may also bring one storyboard for their use during the presentation.
- The team must utilize audio, text, video, graphics, and 3D animation.
- Use of transitions and continuity must exist in the production.
- All text/graphics materials must follow the organization’s [Graphic Standards](#) and make proper use of the logo and/or organization’s name. (Refer to the [Graphic Standards](#) in the [Style & Reference Manual](#).)
- The length of the presentation will be no more than ten (10) minutes, followed by no more than five (5) minutes of judges’ questions.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.
- All materials, other than the required submission materials may *not* be left with judges.

Method of evaluation

Judge’s Scoring Rubric

Length of event

No more than three (3) minutes for set-up/wrap-up

No more than ten (10) minutes for the presentation

No more than five (5) minutes for judges’ questions

Finals may be included at state and national levels

Entries

Each state is allowed two (2) entries

Teams in all judged events who wish to receive judges’ comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging *cannot* be returned.

(440) Computer Animation Team (S)

Judge Number _____

Team Number _____

Technical Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes <i>(Disqualification)</i>	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Team used 3D animation software	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Team followed topic and time limit <i>(2 minutes max)</i>	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Team submitted the correct information and in the correct format, <ul style="list-style-type: none"> • Team Entry Form (must be keyed but does <i>not</i> have to be signed for pre-submission) Works Cited, AND Release Form(s) (must be keyed but does <i>not</i> have to be signed for pre-submission) in one combined PDF file <i>All points or none are awarded by the technical judge.</i>				10	
Complexity/Craftsmanship					
Innovative use of technology/advanced techniques employed	1-5	6-10	11-15	16-20	
Animation is fluid, natural, and/or supports theme	1-5	6-10	11-15	16-20	
Attention to detail was evident in modeling techniques	1-5	6-10	11-15	16-20	
Attention to detail was evident in animation techniques	1-5	6-10	11-15	16-20	
Camera angles, timing, transitions, and techniques support project goals and increase entertainment value	1-5	6-10	11-15	16-20	
Total Complexity/Craftsmanship (100 points maximum)					
Animation					
Squash and Stretch - Illusion of weight and volume is given to the animation as it moves (i.e. tennis ball compressing when hit)	1-5	6-10	11-15	16-20	
Anticipation - Movement prepares the audience for major actions the animation is about to perform	1-5	6-10	11-15	16-20	
Staging - Actions clearly communicate to the audience the attitude, mood, reaction or idea of the animation as it relates to the topic, providing continuity	1-5	6-10	11-15	16-20	
Slow-Out and Slow-In Techniques - Used to simulate natural movements (i.e. fluid motion)	1-5	6-10	11-15	16-20	
Secondary Action(s) - Used to add dimension to the animation	1-5	6-10	11-15	16-20	
Total Animation (100 points maximum)					

(440) Computer Animation Team (S)

Judge Number _____

Team Number _____

Technical Scoring Rubric (Continued)					
Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Composition					
Execution of Plan: Concept Art/Storyboard/Script/Goals established for animation	1-5	6-10	11-15	16-20	
Artistic Layout/Design Principles: Aesthetic, consistent use of colors and fonts and layout	1-5	6-10	11-15	16-20	
Clarity of Message: Message is attention-grabbing, compelling and/or entertaining Message has a beginning, middle, and an ending and was developed according to topic	1-5	6-10	11-15	16-20	
Entertainment Value: Animation is memorable, entertaining, and/or fulfills goals Media elements support and/or enhance message	1-5	6-10	11-15	16-20	
Grammar, Spelling, Punctuation, and Usage: Content without errors/No copyright violations	5 (3+ errors)	10 (2 errors)	15 (1 error)	20 (0 errors)	
Total Composition (100 points maximum)					
Creativity					
Animation is original Fresh ideas, innovative, unique	1-5	6-10	11-15	16-20	
Animation effectively fulfills project goals	1-5	6-10	11-15	16-20	
WOW factor! Animation exceeds expectations	1-5	6-10	11-15	16-20	
Animation is visually appealing, engaging, inspirational	1-5	6-10	11-15	16-20	
Animation is memorable and has "personality"	1-5	6-10	11-15	16-20	
Total Creativity (100 points maximum)					
TOTAL TECHNICAL POINTS (410 points maximum)					

(440) Computer Animation Team (S)

Judge Number _____

Team Number _____

Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Presentation					
Ability to explain the development and design process	1-5	6-10	11-15	16-20	
Ability to explain the use of innovative technology and techniques	1-5	6-10	11-15	16-20	
Ability to explain use and development of media elements or additional assets	1-5	6-10	11-15	16-20	
Explanation of roles of various team members	1-5	6-10	11-15	16-20	
Presentation quality/style	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (100 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per team, <i>not</i> per judge.	Points Awarded
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than ten (10) minutes – 5 points	10
Documentation submitted at time of presentation: Works Cited (1 copy), keyed and signed Team Entry Form (1 copy), and Storyboard <i>Must have copies for preliminaries and finals</i>	10
All registered team members in attendance for entire event	10
TOTAL SPECIFICATION POINTS (30 points maximum)	

TOTAL MAXIMUM POINTS = 540

PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES

(445) Broadcast News Production Team (S)

Description

Create a three to five (3-5) minute news broadcast, containing two (2) different segments (news stories). One news segment should be a live feature story and the other a news packet; a separate video file containing a 15-20 second promo/tease should also be created.

Eligibility

Any secondary student member may enter this event. A team will consist of 2-4 members. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Teams must participate in both parts of the competition in order to be ranked.

Topic

Create one packet news story about how BPA members prepare for BPA judged competitions; the second story should be a feature story of your team's choice.

Teams who do *not* submit an entry following this topic will be *disqualified*.

Teams must supply

Visual display technology in the form of, but *not* limited to, a desktop/laptop/tablet with internal or external speakers, and projector

Video projector (optional)

No props will be allowed

Carry-in and set-up of equipment must be done solely by the team and must take place within the time allotted

Team must bring all supporting devices (e.g., extension cords, power supply, etc.).

For National Finals, team must supply a desktop/laptop for editing, camera(s), and tripod(s). Optional items may include: lighting, microphone, and backdrops, etc.

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply knowledge of software, equipment, and skills related to broadcast production
- Develop a script for a news broadcast, within the specified time limits
- Demonstrate scripting techniques to present a clear story
- Perform nonlinear editing techniques utilizing various editing tools
- Demonstrate knowledge of introductions, segue, and outros
- Demonstrate proper use of titles, lower thirds, and visual effects
- Apply basic camera techniques
- Utilize research skills
- Demonstrate knowledge of lighting techniques
- Demonstrate knowledge of copyright laws
- Demonstrate teamwork skills needed to function in a broadcasting environment

Specifications

- This is a pre-submitted event. See instructions for submissions.
- No presentation will be performed for Finals at the National Level.

- Team has the option of being the talent themselves or having other students participate in the process. Professional and non-profit talent is *not* permitted. Talent refers to individuals who produce the broadcast. Therefore, only students are allowed to do any work involved in the actual production of the video. However, teams may interview professionals, experts, adults, etc. for various news segments. Professional or non-student individuals who are being only interviewed are *not* considered talent.
- The team will develop a 3-5-minute broadcast news production consisting of:
 - Broadcast Intro
 - Two (2) well-developed news stories (Live and Packet)
 - Teams must research actual events
 - Fictional news stories are *not* permitted
 - An outro music with credits
- The team will also develop a separate 15-20 second promo or tease.
- The team may utilize audio, text, video, graphics, and animation.
- Continuity must exist in the news production.
- Completed projects must be uploaded to a video/file-sharing site (Vimeo, YouTube, or Dropbox, etc.), it is recommended to set the access level of your project to one of BPA's recommended settings. See page 15 for settings recommendations.
- Submit the Works Cited, [Team Entry Form](#), including a clickable URL to the broadcast and tease, along with [Release Form\(s\)](#), and script in one combined PDF file at <http://www.bpa.org/submit>, no later than 11:59 p.m. Eastern Time, on April 1, 2019.
- Contestants will receive an automated response confirmation at the time of submission. Individual confirmation of receipt *cannot* be provided by the National Center.
- Member ID will be required for all submissions
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions will *not* be accepted.
- Only one (1) team members should complete the submission.
- The length of the presentation will be no more than ten (10) minutes, followed by no more than five (5) minutes of judges' questions.
- One (1) copy of the Works Cited, [Team Entry Form](#), including signatures, must be submitted at the time of the presentation at NLC at both the Preliminary and Final Competition.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.
- All materials, other than the required submission materials may *not* be left with judges.
- No presentation will be performed at the National Level Finals Competition. The broadcast will be judged on technical merit only.

Method of evaluation

Technical Scoring Rubric

Presentation Scoring Rubric

Length of Preliminary event

No more than three (3) minutes for set-up

No more than ten (10) minutes for the presentation

No more than five (5) minutes for judges' questions

Finals may be included at regional, state and national levels

Length of Final event (National only)

No more than three (3) hours to plan, produce, and export production

Details for Final event (National only)

- The teams will have no more than three (3) hours to plan the storyline and complete all production phases including exporting video.
- Teams will each be provided a flash drive containing a graphics file, which must be included in the spot.
- The teams will film their production on site.
- During this time, students may communicate with members of their team via telephone, but may *not* communicate with others concerning the production of their video. This includes communicating with their advisor. Teams will be *disqualified* for violating this rule.
- After filming is complete, teams will return to the contest room to edit and complete all production and post-production elements in their video.
- The video must be one (1) minute in length, rendered and exported into a .mov, .mp4, .avi, or .mpg format and submitted using the flash drive provided. If *not* in the appropriate format, it may *not* be judged.
- Scoring from the preliminary round will *not* be included in the finals scoring. The finals will use a separate rubric.
- All materials, other than the required submission materials may *not* be left with judges.

Entries

Each state is allowed two (2) entries

Teams in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging will *not* be returned and will *not* be available at NLC.

This event is sponsored by the Journalism Education Association (JEA).



(445) Broadcast News Production Team (S)

Judge Number _____

Team Number _____

Technical Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes <i>(Disqualification)</i>	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Team followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>

Items to Evaluate	Select One	Points Possible	Points Awarded		
Required Elements					
Includes 2 news stories	<input type="checkbox"/> Yes <input type="checkbox"/> No	10			
Includes an introduction	<input type="checkbox"/> Yes <input type="checkbox"/> No	10			
Includes a segue [seg-way] between the news stories	<input type="checkbox"/> Yes <input type="checkbox"/> No	10			
Includes outro (music) with credits/sources	<input type="checkbox"/> Yes <input type="checkbox"/> No	10			
Includes 15-20 second promo/tease	<input type="checkbox"/> Yes <input type="checkbox"/> No	10			
Script provided	<input type="checkbox"/> Yes <input type="checkbox"/> No	10			
Exported in correct format	<input type="checkbox"/> Yes <input type="checkbox"/> No	20			
Total Required Elements (80) points maximum)					
Team submitted the correct information and in the correct format.		10			
<ul style="list-style-type: none"> • Team Entry Form (must be keyed but does <i>not</i> have to be signed for pre-submission) Works Cited, AND Release Form(s) (must be keyed but does <i>not</i> have to be signed for pre-submission) in one combined PDF file. <p style="text-align: center;"><i>All points or none are awarded by the technical judge.</i></p>					
Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Content					
Originality of content	1-5	6-10	11-15	16-20	
Developed storyline	1-5	6-10	11-15	16-20	
Segue [seg-way] was used appropriately	1-5	6-10	11-15	16-20	
Effectiveness of production	1-5	6-10	11-15	16-20	
Effectiveness of on-screen talent presence: (Talent projected confidence through speech and body language.)	1-5	6-10	11-15	16-20	
Effectiveness of talent voice: (Spoke clearly, enunciated clearly, and projected voice.)	1-5	6-10	11-15	16-20	
Total Content (120 points maximum)					
Quality					
Videos were in focus/steadiness/shot variety	1-5	6-10	11-15	16-20	
Lighting quality	1-5	6-10	11-15	16-20	
Color quality	1-5	6-10	11-15	16-20	
Audio quality (Effective use of fades, normalizing, and/or use of ambient sounds)	1-5	6-10	11-15	16-20	
Total Quality (80 points maximum)					
TOTAL TECHNICAL POINTS (290 points maximum)					

(445) Broadcast News Production Team (S)

Judge Number _____

Team Number _____

Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Ability to explain the development and design process	1-5	6-10	11-15	16-20	
Ability to explain the use of innovative technology	1-5	6-10	11-15	16-20	
Ability to explain the use and development of media elements (graphics, special effects, video, audio, etc.)	1-5	6-10	11-15	16-20	
Explanation of roles of various team members	1-5	6-10	11-15	16-20	
Grammar, spelling, punctuation, and usage: content without errors	5 (3+ errors)	10 (2 errors)	15 (1 error)	20 (0 errors)	
TOTAL PRESENTATION POINTS (100 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item, are awarded by the proctor per team, <i>not</i> per judge.	Points Awarded
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than ten (10) minutes – 5 points	10
Documentation submitted at time of check-in: Work Cited (1 copy), keyed and signed Team Entry Form (1 copy) <i>Must have copies for preliminaries and finals</i>	10
All registered team members in attendance for entire event	10
TOTAL SPECIFICATION POINTS (30 points maximum)	

TOTAL MAXIMUM POINTS = 410

PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES

Broadcast News Production Team (S) (445) – NLC Finals Rubric

Judge Number _____

Team Number _____

Technical Scoring Rubric – FINAL (Nationals Only)

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per team, <i>not</i> per judge.		Points Awarded
Documentation submitted at time of check-in: keyed and signed Team Entry Form (1 copy). <i>Must have copies for preliminaries and finals</i>	10	
TOTAL SPECIFICATION POINTS (10 points maximum)		

Items to Evaluate	Select One	Points Possible	Points Awarded		
Required Elements					
Contains at least one (1) interview	<input type="checkbox"/> Yes <input type="checkbox"/> No	10			
Contains BPA provided graphics	<input type="checkbox"/> Yes <input type="checkbox"/> No	10			
Appropriate use of B-roll	<input type="checkbox"/> Yes <input type="checkbox"/> No	10			
Video is exactly 1-minute in length	<input type="checkbox"/> Yes <input type="checkbox"/> No	10			
Final Export met timed event deadline	<input type="checkbox"/> Yes <input type="checkbox"/> No	50			
Exported in correct format	<input type="checkbox"/> Yes <input type="checkbox"/> No	20			
Total Required Elements (110 points maximum)					
Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Content					
Originality of content (All video should be shot on-site)	1–5	6–10	11–15	16–20	
Developed storyline	1–5	6–10	11–15	16–20	
Effectiveness of production	1–5	6–10	11–15	16–20	
Appropriate usage of existing graphics/audio	1–5	6–10	11–15	16–20	
Effectiveness of on screen talent presence: (talent projected confidence through speech and body language.)	1–5	6–10	11–15	16–20	
Effectiveness of talent voice: (spoke clearly, enunciated clearly, and projected voice.)	1–5	6–10	11–15	16–20	
Grammar, spelling, punctuation, and usage: Content without errors/No copyright violations	5 (3+ errors)	10 (2 errors)	15 (1 error)	20 (0 errors)	
Total Content (140 points maximum)					
Quality					
Videos were in focus/steadiness/shot variety	1–5	6–10	11–15	16–20	
Lighting quality	1–5	6–10	11–15	16–20	
Color quality	1–5	6–10	11–15	16–20	
Audio quality (effective use of fades, normalizing, and/or use of ambient sounds)	1–5	6–10	11–15	16–20	
Total Quality (80 points maximum)					
TOTAL TECHNICAL POINTS (340 points maximum)					

(490) Digital Communications & Design - Open Event

Description

This competition assesses knowledge of web design, animation, digital media, desktop publishing and coding.

Eligibility

Any student member may enter this event.

Contestant may supply

Sharpened No. 2 pencils

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of graphic design and rules for layout
- Demonstrate knowledge of design, layout, and typography in presentation text
- Demonstrate knowledge of effective use of color, lines, text, graphics, shapes, etc.
- Demonstrate knowledge of copyright laws
- Demonstrate knowledge of applying geometric methods to solve design problems
- Demonstrate knowledge of HTML
- Demonstrate knowledge of transition and editing techniques
- Demonstrate knowledge of proper use of placement of titles and visual effects
- Demonstrate knowledge of proper use of titles, lower thirds, and visual effects
- Demonstrate knowledge of broadcasting environment
- Knowledge of introductions, segue, and outros

Method of evaluation

Objective Test

Length of event

No more than sixty (60) minutes testing time

Entries

Unlimited

Reference materials may *not* be used for any Open Event

MANAGEMENT, MARKETING, & COMMUNICATION EVENTS

- (500) [Global Marketing Team \(S\)](#)
- (505) [Entrepreneurship](#)
- (510) [Small Business Management Team](#)
- (515) [Interview Skills](#)
- (520) [Advanced Interview Skills](#)
- (525) [Extemporaneous Speech \(S\)](#)
- (530) [Contemporary Issues \(PS\)](#)
- (535) [Human Resource Management](#)
- (540) [Ethics & Professionalism \(PS\)](#)
- (545) [Prepared Speech](#)
- (550) [Parliamentary Procedure Team \(S\)](#)
- (555) [Presentation Management Individual](#)
- (560) [Presentation Management Team](#)
- (590) [Business Meeting Management Concepts – Open](#)
- (591) [Management, Marketing and Human Resources Concepts – Open](#)
- (592) [Parliamentary Procedure Concepts – Open](#)
- (593) [Project Management Concepts – Open \(PS\)](#)
- (594) [Digital Marketing Concepts – Open-Pilot](#)

(500) Global Marketing Team (S)

Description

Develop a marketing plan, following the guidelines outlined in the [Style & Reference Manual](#), that details pricing strategies and promotional plans for a business.

The completed plan should include, but is *not* limited to, the following:

- Title Page and Table of Contents
- Synopsis or mini-plan
- Company goals
- Description of customers and their needs
- Description of pricing strategy
- Competition
- Marketing mix
- Economic, social, legal, and technological trends
- Human resource requirements
- Marketing timeline
- Methods of measuring success
- Works Cited
- Supporting documentation (research, charts, brochures, etc.)
- [Team Entry Form](#)

Eligibility

Any secondary student member may enter this event. A team will consist of 2-4 members. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Teams must participate in both parts of the competition in order to be ranked.

Topic

In recent years, many companies have adopted a social mission as a way to help better society and the world around us, such as selecting a green initiative, providing natural disaster relief, or even sharing their products with those in need. Compassion Reality, a not-for-profit organization, has asked your team to help develop a social mission they can use throughout their efforts. Compassion Reality helps with need-efforts in the United States and is investigating opening an international department to expand their efforts globally. Your team will suggest a new mission, develop a marketing plan to communicate this new mission, as well as make suggestions on marketing and expansion in international territories.

Your marketing plan should include, but is *not* limited to:

- Logistics for implementation
- Liabilities and legal issues
- Organizational makeup
- International considerations

Use the Marketing Plan format in the [Style & Reference Manual](#) and the rubric as your guide.

Teams who do *not* submit an entry that follows this topic will be *disqualified*.

Any marketing plan submitted beyond the maximum number of pages will be *disqualified*.

Team must supply

Team may use a presentation device, projection equipment, product displays and props (product samples and promotional item), prepared posters, flip charts, easels or graphs in presentation

Carry-in and set-up of equipment must be done solely by the teams and take place within the time allotted

Team must bring all supporting devices (e.g., extension cords, power supply, etc.)

No Internet access will be provided on-site at NLC; however, teams may provide their own access to be used only for their presentation to the judges

Business Professionals of America assumes no responsibility for hardware/software provided by the team. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge and understanding of management and international business concepts
- Communicate research in a clear and concise manner both orally and in writing
- Demonstrate teamwork skills needed to function in a global marketing environment
- Demonstrate successful price selection methods, including the reasoning and method(s) used in determining the price
- Demonstrate effective persuasive and informative communication and presentation skills
- Develop a written marketing plan
- Identify customer base including consumer and organizational markets
- Identify customer relations or markets
- Illustrate fundamentals of consumer behavior in different cultures
- Explore and expand customer base including demographics
- Develop promotional mix
- Identify and utilize internal and external resources

Specifications

- This is a pre-submitted event. See instructions for submissions.
- The team will develop a marketing plan and demonstrate oral communication skills.
- The marketing plan must *not* exceed ten (10) pages single-sided (excluding the Title Page, Table of Contents, Works Cited, supporting documentation, and signed [Team Entry Form](#)) The marketing plan must follow the Marketing Plan format in the [Style & Reference Manual](#).
- Any marketing plan submitted beyond the maximum number of pages will be *disqualified*.
- Only the completed plan with Works Cited (do *not* submit supporting documentation as listed above) and [Team Entry Form](#) *must* be submitted at <http://www.bpa.org/submit> in PDF format no later than 11:59 p.m. Eastern Time on April 1, 2019.
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt *cannot* be provided by the National Center.
- Member ID will be required for all submissions.
- No fax or mailed copies will be accepted.
- Multiple submissions will *not* be accepted.
- Only one (1) team members should complete the submission.
- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Materials from non-registered teams and/or those missing a chapter number *cannot* be accepted.
- No changes can be made to the project after the date of submission.
- One (1) copy of the completed plan, Works Cited, and [Team Entry Form](#), including signatures, must be presented at the time of the presentation at NLC at both the Preliminary and Final Competition.
- All materials (props, displays, samples, gifts, etc.), other than the required submission, may *not* be left with judges.
- The length of the presentation will be no more than ten (10) minutes, followed by no more than five (5) minutes of judges' questions.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.

Method of evaluation

Technical Scoring Rubric

Presentation Scoring Rubric

Length of event

No more than three (3) minutes set-up

No more than ten (10) minutes oral presentation

No more than five (5) minutes judges' questions

Finals may be included at state and national levels

Entries

Each state is allowed two (2) entries

Teams in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging *cannot* be returned and will *not* be available at NLC.

(500) Global Marketing Team (S)

Judge Number _____

Team Number _____

Technical Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes <i>(Disqualification)</i>	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Team followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>

Evaluation of written marketing plan	Below Average	Average	Good	Excellent	Points Awarded
Team submitted the correct information and in the correct format. <ul style="list-style-type: none"> Team Entry Form - PDF format (must be keyed but does <i>not</i> have to be signed for pre-submission) Marketing Plan with Works Cited - PDF format <p align="center"><i>All points or none are awarded by the technical judge.</i></p>				10	
Synopsis or mini-plan for business	1-5	6-10	11-15	16-20	
Company goals	1-5	6-10	11-15	16-20	
Description of customer needs	1-5	6-10	11-15	16-20	
Description of pricing strategy	1-5	6-10	11-15	16-20	
Competition	1-5	6-10	11-15	16-20	
Marketing mix	1-5	6-10	11-15	16-20	
Economic, social, legal, technological trends	1-5	6-10	11-15	16-20	
Human resources requirements	1-5	6-10	11-15	16-20	
Marketing timeline	1-5	6-10	11-15	16-20	
Methods of measuring success	1-5	6-10	11-15	16-20	
Overall appearance, conciseness, and completeness	1-5	6-10	11-15	16-20	
TOTAL TECHNICAL POINTS (230 points maximum)					

ANY MARKETING PLAN SUBMITTED BEYOND THE MAXIMUM NUMBER OF PAGES (10) EXCLUDING TITLE PAGE, TABLE OF CONTENTS, SUPPORTING DOCUMENTATION, AND WORKS CITED, WILL BE *DISQUALIFIED*

(500) Global Marketing Team (S)

Judge Number _____

Team Number _____

Presentation Scoring Rubric

Evaluation of oral presentation	Below Average	Average	Good	Excellent	Points Awarded
Opening and summary	1-5	6-10	11-15	16-20	
Content of presentation	1-5	6-10	11-15	16-20	
Effectiveness of presentation	1-5	6-10	11-15	16-20	
Contribution by all team members	1-5	6-10	11-15	16-20	
Quality of problem solution	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
Supporting documentation	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (140 points maximum)					

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per team, <i>not</i> per judge		Points Awarded
Set-up lasted no longer than three (3) minutes - 5 points Presentation lasted no longer than ten (10) minutes - 5 points	10	
Plan used the correct format for Title Page, Table of Contents, Marketing Plan, and Works Cited according to the Style & Reference Manual	10	
All registered team members in attendance for entire event	10	
Documentation submitted at time of check-in: keyed and signed Team Entry Form (1 copy) and Marketing Plan including Title Page, Table of Contents, and Works Cited (1 copy) <i>Must have copies for preliminaries and finals</i>	10	
TOTAL SPECIFICATION POINTS (40 points maximum)		

TOTAL MAXIMUM POINTS = 410

PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES

(505) Entrepreneurship

Description

Develop an operating plan and organizational structure to initiate a small business. Competitors are to assume they are presenting/pitching their business plan to potential investors with the objective of securing financing for their business venture.

Eligibility

Any student member may enter this event. This business plan must reflect a new business, *not* an expansion of a current business, subsidiary business, or franchise. If a contestant repeats this event, he/she may *not* submit any previously used business plan. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Contestants must participate in both parts of the competition in order to be ranked.

Contestant must supply

Contestant may use a computer, projection equipment, product displays and props (product samples and promotional items), prepared posters, flip charts, easel or graphs in their presentation

Carry-in and set-up of equipment must be done solely by the contestants and take place within the time allotted

No Internet access will be provided on-site at the NLC; however, contestants may provide their own access to be used only for their presentation to the judges

Contestant must bring all supporting devices (e.g., extension cords, power supply, etc.)

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge and understanding of entrepreneurship
- Communicate research in a clear and concise manner both orally and in writing
- Demonstrate effective persuasive and informative communication and presentation skills
- Identify and utilize internal and external resources
- Develop a written business plan for a start-up business
- Identify customer base including consumer and organizational markets and demographics
- Identify customer relations or markets
- Demonstrate successful price selection including the reasoning and methods used in determining the price
- Competitors will provide the reasoning and justification for the loan amount being requested to establish their business
- In addition, an analysis of the necessary financial data required to establish their business

Specifications

- This is a pre-submitted event. See instructions for submissions.
- The contestant will develop a business plan for a start-up (*not* existing or expanded) business in his/her community or local area.
- Information in the business plan must be authentic; however, contestants may choose to use a fictitious address and telephone number.
- The contestant will demonstrate oral communication skills.

- Entries outlining the purchase of a franchise or existing business do *not* satisfy the topic and are subject to *disqualification*.
- The business plan must *not* exceed fifteen (15) pages, single-sided (excluding the Title page, Table of Contents, Works Cited, and supporting documentation) and must follow the Business Plan format in the [Style & Reference Manual](#).
- Any business plan submitted beyond the maximum number of pages will be *disqualified*.

The completed plan must include, but is *not* limited to, the following:

- | | |
|---|--|
| <ul style="list-style-type: none"> • Title Page and Table of Contents
(excluded from 15 page maximum) • Executive Summary • Description of proposed business • Objectives of the business • Proposed business strategies • Product(s) and/or service(s) to be provided • Management and ownership of the business • Marketing analysis | <ul style="list-style-type: none"> • Financial analysis • Supporting documentation (excluded from 15 page maximum) <ul style="list-style-type: none"> ○ Financial analysis (include requested loan amount, income statement, balance sheet, cash flow statement, and other analyses) ○ Supporting documents (research, charts, brochures, résumés, etc.) |
|---|--|
-
- Only the completed plan (do *not* submit supporting documentation as listed above), Works Cited and [Individual Entry Form](#), as a PDF file, must be submitted at <http://www.bpa.org/submit> no later than 11:59 p.m. Eastern Time on April 1, 2019.
 - Contestants will receive an automated response confirmation at the time of submission.
 - Individual confirmation of receipt *cannot* be provided by the National Center.
 - Member ID will be required for all submissions.
 - No fax or mailed copies will be accepted.
 - No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
 - Multiple submissions *cannot* be accepted.
 - The limit for file size is five (5) MB.
 - Materials from non-registered contestants and/or those missing contestant numbers *cannot* be accepted.
 - No changes can be made to the project after the date of submission.
 - One (1) copy of the plan, Works Cited, and the [Individual Entry Form](#), including signatures, must be provided at the time of the presentation at NLC at both the Preliminary and Final Competition.
 - The length of the presentation will be no less than five (5) minutes and no more than seven (7) minutes, followed by no more than five (5) minutes of judges' questions.
 - No materials (props, displays, samples, gifts, etc.), other than the required submission, may be left with judges.
 - It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
 - National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.

Method of evaluation

Technical Scoring Rubric
Presentation Scoring Rubric

Length of event

No more than three (3) minutes set-up

No less than five (5) and no more than seven (7) minutes oral presentation, including the pitch to the investors

No more than five (5) minutes judges' questions

Finals may be included at state and national levels

Entries

Each state is allowed three (3) entries

Contestants in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging *cannot* be returned and will *not* be available at NLC.

(505) Entrepreneurship

Judge Number _____

Contestant Number _____

Technical Scoring Rubric

Contestant Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes <i>(Disqualification)</i>	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Contestant followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>

Written Business Plan Evaluation	Below Average	Average	Good	Excellent	Points Awarded
Contestant submitted the correct information and in the correct format. <ul style="list-style-type: none"> Individual Entry Form - PDF format (must be keyed but does <i>not</i> have to be signed for pre-submission) Business Plan - PDF format Works Cited <p style="text-align: center;"><i>All points or none are awarded by the technical judge.</i></p>				10	
Executive summary for business	1-5	6-10	11-15	16-20	
Description of proposed business	1-5	6-10	11-15	16-20	
Objectives of business	1-5	6-10	11-15	16-20	
Proposed business strategies	1-5	6-10	11-15	16-20	
Product(s) and/or service(s) description	1-5	6-10	11-15	16-20	
Management and ownership of the business	1-5	6-10	11-15	16-20	
Marketing analysis	1-5	6-10	11-15	16-20	
Financial Analysis Included requested loan amount, income statement, balance sheet, cash flow statement, and other analyses	1-5	6-10	11-15	16-20	
Overall appearance, conciseness, and completeness	1-5	6-10	11-15	16-20	
TOTAL TECHNICAL POINTS (190 points maximum)					

ANY BUSINESS PLAN SUBMITTED BEYOND THE MAXIMUM NUMBER OF PAGES (15) EXCLUDING TITLE PAGE, TABLE OF CONTENTS, SUPPORTING DOCUMENTATION, AND WORKS CITED, WILL BE DISQUALIFIED

Business Professionals of America Workplace Skills Assessment Program

Material contained in this publication may be reproduced for member and/or event use only.

(505) Entrepreneurship

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Oral Presentation Evaluation	Below Average	Average	Good	Excellent	Points Awarded
Opening and summary	1-5	6-10	11-15	16-20	
Content of presentation	1-5	6-10	11-15	16-20	
Effectiveness of presentation	1-5	6-10	11-15	16-20	
Supporting documentation	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (100 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.		Points Awarded
Set-up lasted no longer than three (3) minutes - 5 points Presentation lasted no less than five (5) minutes or no more than seven (7) minutes - 5 points	10	
Plan used the correct format for Title Page, Table of Contents, and Business Plan according to the Style & Reference Manual	10	
Documentation submitted at time of check-in: keyed and signed Individual Entry Form (1 copy), Works Cited and Business Plan including Title Page and Table of Contents (1 copy) <i>Must have copies for preliminaries and finals</i>	10	
TOTAL SPECIFICATION POINTS (30 points maximum)		

TOTAL MAXIMUM POINTS = 320

PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES

(510) Small Business Management Team

Description

The team will use strategic planning and problem-solving skills to provide solutions to the business case study provided. At state and national level, teams will be presented with an additional element to the scenario that requires revision of their final presentation.

Eligibility

Any student member may enter this event. A team will consist of 2-4 members. Teams must participate in both parts of the competition in order to be ranked.

Team must supply

- Pencils or pens
- Computer (optional)
- Portable printer w/paper (optional)
- Presentation device (optional)
- Projection equipment (optional)
- Product props (samples and promotional items) (optional)
- Prepared posters (optional)
- Graphs (optional)
- Easel (optional)
- Poster board and/or flipcharts and markers (optional)

Business Professionals of America assumes no responsibility for hardware/software provided by the team. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Analyze needs, prioritize, and delegate responsibilities needed to perform required tasks
- Demonstrate teamwork skills needed to function in a business setting
- Demonstrate self-esteem, self- and team-management, and integrity
- Demonstrate a working knowledge of business management concepts
- Apply critical thinking skills to make decisions and solve problems
- Demonstrate a working knowledge of entrepreneurial concepts
- Identify key issues
- Document assumptions as a foundation for recommendations
- Evaluate, prioritize, interpret, and communicate analysis of data
- Allocate time, money, materials, space, and staff
- Analyze short- and long-term financial impacts of recommendations
- Negotiate business solutions
- Develop and implement an action plan
- Perform a SWOT analysis
- Apply problem solving techniques
- Organize ideas and communicate orally in group presentation
- Apply understanding of managing equipment needs, merchandising, business ethics, personal image, market research, advertising, bankruptcy, legal issues, financial issues, expansion, international business, environmental issues, economic issues, and customer relations

Specifications

- All materials (props, displays, samples, gifts, etc.) other than the required submission, may *not* be left with judges.
- Team will present before a panel of judges and timekeeper. No audience will be allowed.
- One (1) copy of the [Team Entry Form](#), including signatures, must be presented at NLC at both the Preliminary and Final Competition.
- Cell phones may *not* be used in the preparation room.
- No advisor contact will be allowed between the time of the receiving the topic and the delivery.
- The length of the presentation will be no more than ten (10) minutes, followed by no more than ten (10) minutes of judges' questions.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.

Initial Case Study Topic:

You have been contacted by Mr. Steve Anderson, small business owner, to help him find some creative solutions to the problems he is facing in his business. Mr. Anderson owns a small retail business (Anderson's Retail) that sells items from toys to clothes to office supplies to hardware. His business is located in three small towns throughout the state. His business is well-received by the communities where they are located, but since retailers like Walmart and Amazon have become popular he has seen a significant drop in his profits.

The company runs under the same name, but each store acts independently of the other. Merchandise is ordered from the supplier separately by all three locations, based on need. Each store has different rules and policies. Each store has a manager who decided when to run sales and clearances when they feel the store could benefit. Mr. Anderson does visit each location at least weekly to check to see how things are being run and help where needed.

Mr. Anderson has had to increase prices due to the lack of profit. He has also had to cut back on employees and charitable donations to schools and community fundraisers. Mr. Anderson even tried to sell product online and ship products to customer homes, but he found that the online sales cost him more money because his online payment provider charges him and packaging his product cost him too much money (i.e. cardboard boxes, packaging material, etc.).

Mr. Anderson feels like he has tried everything possible and is becoming disheartened thinking his business is going to fail. What do you suggest Mr. Anderson do to help his struggling business become profitable again? Consider the following in your presentation.

1. Should Mr. Anderson close a location or even all three stores?
2. What can be done to generate new revenue streams or cut current costs?
3. Is there another model or type of business Mr. Anderson should consider that would not be costly to enter with his current assets?
4. The business locations are all in small towns. What can he do get the community members to want to support his business?
5. Should he relocate his business?

Teams who do *not* submit an entry that follows this topic will be *disqualified*.

Method of evaluation

Judge's Scoring Rubric

Length of event

No more than five (5) minutes orientation for state and national levels

No more than thirty (30) minutes preparation time for state and national levels

No more than three (3) minutes set-up in presentation room

No more than ten (10) minutes presentation time

No more than ten (10) minutes judges' questions

Finals may be required at state and national levels

Equipment/supplies provided

Case problem

Preparation room

If desired, team may bring one (1) laptop/notebook computer, portable printer with paper, projection equipment, software, poster board, and markers for use in the preparation room.

Contest presentation

Team may use one laptop/notebook computer, projection equipment, posters, flip charts, or graphs for presentation. Those who want to use computer/projection equipment for presentation *must* provide their own equipment.

Entries

Each state is allowed two (2) entries

Teams in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

(510) Small Business Management Team

Judge Number _____

Team Number _____

Presentation Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes <i>(Disqualification)</i>	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Team followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Oral presentation <i>Opening and summary</i>	1-5	6-10	11-15	16-20	
Organization of content <i>(Presentation flowed in a logical sequence)</i>	1-5	6-10	11-15	16-20	
Demonstrated knowledge of managerial and entrepreneurial concepts	1-5	6-10	11-15	16-20	
Implementation of plan	1-5	6-10	11-15	16-20	
Solution to problem	1-5	6-10	11-15	16-20	
Team addressed additional information that was given on-site	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (140 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

(510) Small Business Management Team

Judge Number _____

Team Number _____

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per team, <i>not</i> per judge.	Possible Points	Points Awarded
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than ten (10) minutes – 5 points	10	
All registered team members in attendance for entire event	10	
Documentation submitted at time of check-in: keyed and signed Team Entry Form (1 copy) <i>Must have copies for preliminaries and finals</i>	10	
TOTAL SPECIFICATION POINTS (30 points maximum)		

TOTAL MAXIMUM POINTS = 170

PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES

(515) Interview Skills

Description

Assess proficiency in job search and interview situations.

Eligibility

Contestant may *not* enter both Interview Skills and Advanced Interview Skills in the same year. This event may *not* be repeated. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Contestants *must* participate in both parts of the competition in order to be ranked.

Contestant must supply

One (1) copy of their résumé and cover letter at both the Preliminary and Final Competition.

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply technical writing skills to produce cover letter and résumé
- Demonstrate knowledge of employability search
- Apply research to determine qualifications for jobs
- Produce cover letter and résumé
- Demonstrate quality grooming through proper dress
- Describe knowledge of job advancement
- Demonstrate interpersonal skills

Specifications

- This is a pre-submitted event. See instructions for submissions.
- Contestant will indicate on his/her résumé the position for which he/she is applying. There are openings in all departments of Professional Business Associates shown on the Organizational Chart found in the [*Style & Reference Manual*](#).
- Contestant may interview for any position listed on the organizational chart for which he/she is qualified.
- Information in the cover letter and résumé must be authentic; however, contestants may choose to use a fictitious personal address and telephone number. The use of references on the résumé is optional.
- The [Individual Entry Form](#), résumé and cover letter must be uploaded as three (3) separate PDF files by 11:59 p.m. Eastern Time on April 1, 2019, at <http://www.bpa.org/submit>.
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt *cannot* be provided by the National Center.
- Member ID will be required for submissions.
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions *cannot* be accepted.
- Due to the nature of the pre-submitted materials, no late registrations/move-ups for Interview Skills can be accepted after April 1, 2019.
- Materials from non-registered contestants, those missing contestant number and/or projects received after the deadline *cannot* be accepted.
- No changes can be made after the date of submission.

- The cover letter must be addressed as follows:
Ms. Julie Smith, Manager
Human Resources Department
Professional Business Associates
5454 Cleveland Avenue
Columbus, OH 43231-4021
- One (1) copy of the résumé *may* be used for reference by the contestant during the interview.
- Materials previously submitted to the website will *not* be available at the time of interview.
- One (1) copy of the résumé, cover letter, and [Individual Entry Form](#), including signatures, must be submitted at the time of the interview at NLC at both the Preliminary and Final Competition.
- No other materials will be allowed (i.e., business cards, thank you notes, etc.) during the remainder of the Interview Skills contest.

Method of evaluation

Technical Scoring Rubric

Interview Scoring Rubric

Length of event

No more than fifteen (15) minutes for interview

Finals may be included at state and national levels

Entries

Each state is allowed three (3) entries

Contestants in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging *cannot* be returned and will *not* be available at NLC.

(515) Interview Skills

Judge Number _____

Contestant Number _____

Technical Scoring Rubric

	Below Average	Average	Good	Excellent	Points Awarded
Contestant submitted the correct information and in the correct format. <ul style="list-style-type: none"> • Individual Entry Form - PDF format (must be keyed but does <i>not</i> have to be signed for pre-submission) • Cover Letter - PDF format • Résumé - PDF format <p style="text-align: center;"><i>All points or none are awarded by the technical judge.</i></p>				10	
Cover Letter (Does <i>not</i> need to follow the Style & Reference Manual, but should be business letter format)					
Introduction and addressed correctly	1-5	6-10	11-15	16-20	
Skills relevant to position	1-5	6-10	11-15	16-20	
Closing	1-5	6-10	11-15	16-20	
Correct grammar and spelling	1-5	6-10	11-15	16-20	
Résumé					
Position applying for listed	1-5	6-10	11-15	16-20	
Layout	1-5	6-10	11-15	16-20	
Reverse chronological order of work history (all paid and unpaid work experiences)	1-5	6-10	11-15	16-20	
Correct grammar and spelling	1-5	6-10	11-15	16-20	
TOTAL TECHNICAL POINTS (170 points maximum)					

(515) Interview Skills

Judge Number _____

Contestant Number _____

Interview Scoring Rubric

	Below Average	Average	Good	Excellent	Points Awarded
Applicant's Greeting: Proper introduction Positive first impression	1-5	6-10	11-15	16-20	
Applicant's Appearance: Neat, well-groomed, and appropriately attired	1-5	6-10	11-15	16-20	
Personality and Poise: Positive, courteous, sincere, and confident Good posture, gestures, and eye contact	1-5	6-10	11-15	16-20	
Communication Skills: Proper grammar Good pronunciation and enunciation Pleasant voice and tone	1-5	6-10	11-15	16-20	
Responses: Responded with appropriate answers Showed knowledge of potential position Indicated knowledge of company Volunteered information Demonstrated initiative and enthusiasm Asked appropriate questions	1-5 1-5 1-5 1-5 1-5 1-5	6-10 6-10 6-10 6-10 6-10 6-10	11-15 11-15 11-15 11-15 11-15 11-15	16-20 16-20 16-20 16-20 16-20 16-20	
Showed evidence of the following skills: Required job skills Good work habits Problem-solving abilities	1-5	6-10	11-15	16-20	
Close of Interview: Expressed a thank you Concluded interview effectively	1-5	6-10	11-15	16-20	
TOTAL INTERVIEW POINTS (240 points maximum)					

(515) Interview Skills

Judge Number _____

Contestant Number _____

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.		Points Awarded
Documentation submitted at time of check-in: keyed and signed Individual Entry Form (1 copy), Cover Letter (1 copy) and Résumé (1 copy) <i>Must have copies for preliminaries and finals</i>	10	
TOTAL SPECIFICATION POINTS (10 points maximum)		

TOTAL MAXIMUM POINTS = 420

(520) Advanced Interview Skills

Description

Assess advanced proficiency in job search, interview situations, and portfolio development.

Eligibility

Contestant may *not* enter both Interview Skills and Advanced Interview Skills in the same year. Advanced Interview Skills may be repeated. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Contestants must participate in both parts of the competition in order to be ranked.

Contestant must supply

One (1) copy of résumé and cover letter for both Preliminary and Final judges.

One (1) copy of portfolio, hardcopy or digital.

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate interpersonal skills
- Demonstrate knowledge of employability search
- Apply technical writing skills to produce cover letter and résumé
- Demonstrate effective communication skills
- Create and effectively use an employment portfolio
- Apply research to determine qualifications for jobs
- Complete job application form
- Demonstrate quality grooming through proper dress
- Discuss understanding of work ethics and work environments
- Describe knowledge of job advancement
- Apply research to determine qualifications for jobs

Specifications

- This is a pre-submitted event. See instructions for submissions.
- Contestant will indicate on his/her résumé the position for which he/she is applying. There are openings in all departments of Professional Business Associates shown on the Organizational Chart found in the [Style & Reference Manual](#).
- Contestant may interview for any position listed on the organizational chart for which he/she is qualified.
- Information in the cover letter and résumé must be authentic; however, contestants may choose to use a fictitious personal address and telephone number. The use of references on the résumé is optional.
- The [Individual Entry Form](#), résumé and cover letter must be uploaded as three separate PDF files by 11:59 p.m. Eastern Time on April 1, 2019, at <http://www.bpa.org/submit>.
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt *cannot* be provided by the National Center.
- Member ID will be required for all submissions.
- No fax or mailed copies will be accepted.
- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions *cannot* be accepted.

Business Professionals of America Workplace Skills Assessment Program

Material contained in this publication may be reproduced for member and/or event use only.

- Due to the nature of the pre-submitted materials, no late registrations/move-ups for Advanced Interview Skills can be accepted after April 1, 2019.
- Materials from non-registered contestants, those missing contestant number and/or projects received after the deadline *cannot* be accepted.
- No changes can be made after the date of submission.
- The cover letter must be addressed as follows:
 - Ms. Julie Smith, Manager
 - Human Resources Department
 - Professional Business Associates
 - 5454 Cleveland Avenue
 - Columbus, OH 43231-4021
- Contestant *may* choose to use a paper portfolio or an electronic portfolio.
 - Paper portfolios may *not* be larger than 8 ½”x11”
 - Paper portfolio pages must be placed in plastic sheet protectors
 - Electronic portfolios may be displayed on a notebook/laptop computer or tablet.
- Portfolio will *not* be submitted; the contestant will take the portfolio into the interview to be used to demonstrate job competence. **Portfolios must not be left with judges.**
- No Internet access will be provided on-site at NLC; however, contestants may provide their own access to be used only for access to and their presentation of their portfolio.
- Contestants may access the Internet through a mobile hotspot or a hotspot on a cellular phone. If a contestant chooses to use their own device(s) to access the Internet, the device(s) must be set up prior to entering the presentation room. The cellular phone may *only* provide Internet access when used as a hotspot or be the sole source used to display the portfolio. Contestants may *not* use the device for any other purpose during their presentation.
- No time will be given for set-up of equipment. If notebook/laptop or tablet is used it can only be set up by contestant.
- Contestants may *not* use any type of projection device. (Table-top projection screens, TVs, or other types of displays will *not* be allowed.)
- One (1) copy of the résumé may be used for reference by the contestant during the interview.
- Materials previously submitted to the website will *not* be available at the time of interview.
- One (1) copy of the résumé, cover letter, and [Individual Entry Form](#), including signatures, must be submitted at the time of the interview at NLC at both the Preliminary and Final Competition.
- No other materials will be allowed (i.e., business cards, thank-you notes, etc.) during the remainder of the Advanced Interview Skills contest.

Method of evaluation

Technical Scoring Rubric

Interview Scoring Rubric

Length of event

No more than fifteen (15) minutes for interview

Finals may be required at state and national levels

Entries

Each state is allowed three (3) entries

Contestants in all judged events who wish to receive judges’ comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging *cannot* be returned and will *not* be available at NLC.

(520) Advanced Interview Skills

Judge Number _____

Contestant Number _____

Technical Scoring Rubric

	Below Average	Average	Good	Excellent	Points Awarded
Contestant submitted the correct information and in the correct format. <ul style="list-style-type: none"> • Individual Entry Form - PDF form (must be keyed but does <i>not</i> have to be signed for pre-submission) • Cover Letter - PDF format • Résumé - PDF format <p style="text-align: center;"><i>All points or none are awarded by the technical judge.</i></p>				10	
Cover Letter (Does <i>not</i> need to follow the Style & Reference Manual, but should be business letter format)					
Introduction and addressed correctly	1-5	6-10	11-15	16-20	
Skills relevant to position	1-5	6-10	11-15	16-20	
Closing	1-5	6-10	11-15	16-20	
Correct grammar and spelling	1-5	6-10	11-15	16-20	
Résumé					
Position applying for listed	1-5	6-10	11-15	16-20	
Layout	1-5	6-10	11-15	16-20	
Reverse chronological order of work history (all paid and unpaid work experiences)	1-5	6-10	11-15	16-20	
Correct grammar and spelling	1-5	6-10	11-15	16-20	
TOTAL TECHNICAL POINTS (170 points maximum)					

(520) Advanced Interview Skills

Judge Number _____

Contestant Number _____

Interview Scoring Rubric

	Below Average	Average	Good	Excellent	Points Awarded
Applicant's Greeting: Proper introduction Positive first impression	1-5	6-10	11-15	16-20	
Applicant's Appearance: Neat, well-groomed and appropriately attired	1-5	6-10	11-15	16-20	
Personality and Poise: Positive, courteous, sincere, and confident Good posture, gestures, and eye contact	1-5	6-10	11-15	16-20	
Communication Skills: Proper grammar Good pronunciation and enunciation Pleasant voice and tone	1-5	6-10	11-15	16-20	
Responses: Responded with appropriate answers Showed knowledge of potential position Indicated knowledge of company Volunteered information Demonstrated initiative and enthusiasm Asked appropriate questions	1-5 1-5 1-5 1-5 1-5 1-5	6-10 6-10 6-10 6-10 6-10 6-10	11-15 11-15 11-15 11-15 11-15 11-15	16-20 16-20 16-20 16-20 16-20 16-20	
Showed evidence of the following skills: Required job skills Good work habits Problem-solving abilities	1-5	6-10	11-15	16-20	
Portfolio: Information included relates to position Presentation demonstrates job competence Effective use of portfolio	1-5	6-10	11-15	16-20	
Close of Interview: Expressed a thank you Concluded interview effectively	1-5	6-10	11-15	16-20	
TOTAL INTERVIEW POINTS (260 points maximum)					

(520) Advanced Interview Skills

Judge Number _____

Contestant Number _____

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.		Points Awarded
Documentation submitted at time of check-in: keyed and signed Individual Entry Form (1 copy), Cover Letter (1 copy) and Résumé (1 copy) <i>Must have copies for preliminaries and finals</i>	10	
TOTAL SPECIFICATION POINTS (10 points maximum)		

TOTAL MAXIMUM POINTS = 440

(525) Extemporaneous Speech (S)

Description

Demonstrate communication skills in arranging, organizing, and effectively presenting information orally without prior knowledge of the topic.

Eligibility

Any secondary student member may enter this contest. The event may be repeated.

Contestant must supply

Sharpened No. 2 pencils, pens

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate effective communication skills
- Demonstrate skills in developing a speech using the three basic elements (introduction, body, conclusion)
- Apply speaking techniques using appropriate tempo and pitch
- Utilize nonverbal gestures as needed

Specifications

- The contestant will draw two (2) different business topics and will select either one. The topics may deal with Business Professionals of America, office situations, the business world, etc.
- The contestant will be provided ten (10) minutes to develop the topic. Three (3) note cards will be provided by the event proctor. Notes can only be made on the note cards provided.
- No advisor contact will be allowed between the time of receiving the topic and the delivery.
- No materials or previously prepared notes will be allowed into the preparation or presentation room with the contestant.
- Cell phones may *not* be used in the preparation room.
- The contestant will speak before a panel of judges and a timekeeper. No audience will be allowed.
- The length of the speech will be no less than two (2) minutes and no more than four (4) minutes.
- The contestant will be given warnings via flash cards when there are two (2) minutes remaining and when there is one (1) minute remaining during the speaking time.
- **The speech will be stopped at four (4) minutes.**

Method of evaluation

Judge's Scoring Rubric

Length of event

No more than ten (10) minutes preparation

No less than two (2) and no more than four (4) minutes oral presentation

No time is allotted for judges' questions

Finals may be included at state and national levels

Equipment/Supplies provided

Three (3) note cards for preparation of presentation

Entries

Each state is allowed three (3) entries

Contestants in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

(525) Extemporaneous Speech (S)

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Evaluation of Speech	Below Average	Average	Good	Excellent	Points Awarded
Introduction	1-5	6-10	11-15	16-20	
Voice: Pitch, tempo, volume, enthusiasm	1-5	6-10	11-15	16-20	
Platform Deportment: Gestures, poise, eye contact, mannerisms, Appearance	1-5	6-10	11-15	16-20	
Organization: Logical, clearly understood, suitable to topic, coherent	1-5	6-10	11-15	16-20	
Mechanics: Diction, grammar, word pictures, pronunciation	1-5	6-10	11-15	16-20	
Closing: Summary and conclusion	1-5	6-10	11-15	16-20	
Effectiveness: Was purpose achieved? (to decide, to impress, to inform, to persuade)	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (140 points maximum)					

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.		Points Awarded
Presentation lasted no less than two (2) and no more than four (4) minutes	10	
Did <i>not</i> use any materials other than those specified for the event	10	
TOTAL SPECIFICATION POINTS (20 points maximum)		

TOTAL MAXIMUM POINTS = 160

SPEECH WILL BE STOPPED AT FOUR (4) MINUTES

(530) Contemporary Issues (PS)

Description

Demonstrate communication skills in arranging, organizing, and effectively presenting information orally without prior knowledge of the topic.

Eligibility

Any post-secondary student member may enter this contest. The event may be repeated.

Contestant must supply

Sharpened No. 2 pencils, pens

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate effective communication skills
- Demonstrate skills in developing a speech using the three basic elements (introduction, body, conclusion)
- Apply speaking techniques using appropriate tempo and pitch
- Utilize nonverbal gestures as needed

Specifications

- The contestant will draw two (2) different business topics and will select either one. The topics may deal with Business Professionals of America, office situations, the business world, etc.
- The contestant will be provided ten (10) minutes to develop the topic. Three (3) note cards will be provided by the event proctor. Notes can only be made on the note cards provided.
- No advisor contact will be allowed between the time of receiving the topic and the delivery.
- No materials or previously prepared notes will be allowed into the preparation or presentation room with the contestant.
- Cell phones may *not* be used in the preparation room.
- The contestant will speak before a panel of judges and a timekeeper. No audience will be allowed.
- The length of the speech will be no less than three (3) minutes and no more than five (5) minutes.
- The contestant will be given warnings via flash cards when there are two (2) minutes remaining and when there is (1) minute remaining during the speaking time.
- **The speech will be stopped at five (5) minutes.**

Method of evaluation

Judge's Scoring Rubric

Length of event

No more than ten (10) minutes preparation

No less than three (3) and no more than five (5) minutes oral presentation

No time is allotted for judges' questions

Finals may be included at state and national levels

Equipment/supplies provided

Three (3) note cards for preparation of presentation

Entries

Each state is allowed three (3) entries

Contestants in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

(530) Contemporary Issues (PS)

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Evaluation of Speech	Below Average	Average	Good	Excellent	Points Awarded
Introduction	1-5	6-10	11-15	16-20	
Voice: Pitch, tempo, volume, enthusiasm	1-5	6-10	11-15	16-20	
Platform Deportment: Gestures, poise, eye contact, mannerisms, Appearance	1-5	6-10	11-15	16-20	
Organization: Logical, clearly understood, suitable to topic, coherent	1-5	6-10	11-15	16-20	
Mechanics: Diction, grammar, word pictures, pronunciation	1-5	6-10	11-15	16-20	
Closing: Summary and conclusion	1-5	6-10	11-15	16-20	
Effectiveness: Was purpose achieved? (to decide, to impress, to inform, to persuade)	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (140 points maximum)					

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.		Points Awarded
Presentation lasted no less than three (3) and no more than five (5) minutes	10	
Did <i>not</i> use any materials other than those specified for the event	10	
TOTAL SPECIFICATION POINTS (20 points maximum)		

TOTAL MAXIMUM POINTS = 160

SPEECH WILL BE STOPPED AT FIVE (5) MINUTES

(535) Human Resource Management

Description

Assess interpretation of personnel policies and knowledge of human resource management.

Eligibility

Any student member may enter this contest. The event may be repeated.

Contestant must supply

[*Human Resources Manual*](#)—The HR Manual is a *guideline* and should be used as the ultimate authority when the manual contains specific related information.

Sharpened No. 2 pencils, pens

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate effective communication skills
- Demonstrate skills in developing a speech using the three basic elements (introduction, body, conclusion)
- Apply speaking techniques using appropriate tempo and pitch
- Utilize nonverbal gestures as needed
- Model behaviors that demonstrate support for the organization's mission and ensure quality service in order to provide quality human services to clients
- Describe, assess, and demonstrate rules and laws which should be followed in a human services setting to promote occupational safety and health
- Model ethical and legal conduct while working in the human services industry
- Demonstrate actions that comply with legal requirements for personal liability to guide personal conduct in the human services setting
- Describe and apply technical knowledge and skills required in the human services area
- Select and employ available human resources to accomplish team objectives in the human services setting

Specifications

- The contestant will be given a human resource management scenario. The scenario may deal with office situations, workplace issues, legal matters, etc.
- The contestant will be provided twenty (20) minutes to develop the presentation. Three (3) note cards will be provided by the event proctor. Notes can only be made on the note cards provided.
- No advisor contact will be allowed between the time of receiving the topic and the delivery of the presentation.
- Only the [*Human Resources Manual*](#), along with three (3) note cards for note taking, may be used in the preparation room.
- Cell phones may *not* be used in the preparation room.
- Only the three (3) note cards may be used in the presentation room. The [*Human Resources Manual*](#) may *not* be used during the presentation.
- The contestant will speak before a panel of judges and a timekeeper.
- The contestant will be given warnings via flash cards when there are two (2) minutes remaining and when there is one (1) minute remaining during the speaking time.
- **The presentation will be stopped at five (5) minutes.**

Method of evaluation

Judge's Scoring Rubric

Length of event

No more than twenty (20) minutes preparation time

No less than three (3) and no more than five (5) minutes for oral presentation

No more than three (3) minutes judges' questions

Finals may be included at state and national levels

Equipment/supplies provided

Case scenario

Three (3) note cards

Entries

Each state is allowed three (3) entries

Contestants are encouraged to bring the [Human Resources Manual](#) with them for reference in the preparation room.

Contestants are expected to familiarize themselves with the manual prior to competition. It is permissible to write notes in the manual prior to preparation time.

Contestants in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

535) Human Resource Management

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Opening: Introduction of case study	1-5	6-10	11-15	16-20	
Effectiveness of presentation: Purpose achieved, logically organized, clearly understood	1-5	6-10	11-15	16-20	
Mechanics: Diction, grammar, pronunciation, gestures, poise, eye contact	1-5	6-10	11-15	16-20	
Closing: Summary and conclusion	1-5	6-10	11-15	16-20	
Solution to case study: Quality of solution Development of subject matter Depth of research	1-5	6-10	11-15	16-20	
Problem solving skills	1-5	6-10	11-15	16-20	
Response to Judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (140 points maximum)					

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.	Points Awarded
Presentation lasted no less than three (3) and no more than five (5) minutes.	10
Did <i>not</i> use any materials other than those specified for the event.	10
TOTAL SPECIFICATION POINTS (20 points maximum)	

TOTAL MAXIMUM POINTS = 160

PRESENTATION WILL BE STOPPED AT FIVE (5) MINUTES

(540) Ethics & Professionalism (PS)

Description

Explore the application of ethical frameworks to various aspects used in business today.

Eligibility

Any post-secondary student member may enter this contest.

Contestant must supply

Sharpened No. 2 pencils, pens

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate effective communication skills
- Demonstrate skills in developing a speech using the three basic elements (introduction, body, conclusion)
- Apply speaking techniques using appropriate tempo and pitch
- Utilize nonverbal gestures as needed
- Demonstrate problem solving abilities

Specifications

- The contestant will be given a scenario dealing with ethics or professionalism. Please refer to the [*Ethics & Professionalism Resources Manual*](#) as a guide when preparing for the event.
- The contestant will be provided twenty (20) minutes to develop the presentation. Three (3) note cards will be provided by the event proctor. Notes can only be made on the note cards provided.
- No advisor contact will be allowed between the time of receiving the topic and the delivery.
- Only the [*Ethics & Professionalism Resources Manual*](#), along with three (3) note cards for note taking, may be used in the preparation room.
- Cell phones may *not* be used in the preparation room.
- Only the three (3) note cards may be used in the presentation room. The [*Ethics & Professionalism Resources Manual*](#) may *not* be used during the presentation.
- The contestant will speak before a panel of judges and a timekeeper.
- The contestant will be given warnings via flash cards when there are two (2) minutes remaining and when there is one (1) minute remaining during the speaking time.
- **The presentation will be stopped at seven (7) minutes.**

Method of evaluation

Judge's Scoring Rubric

Length of event

No more than twenty (20) minutes preparation time

No less than five (5) and no more than seven (7) minutes for oral presentation

No more than three (3) minutes judges' questions

Finals may be included at state and national levels

Equipment/supplies provided

Case scenario
Three (3) note cards

Entries

Each state is allowed three (3) entries

Contestants are expected to familiarize themselves with the *Ethics and Professionalism Resources Manual* prior to competition.

Contestants in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

(540) Ethics & Professionalism (PS)

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Opening: Introduction of case study	1–5	6–10	11–15	16–20	
Effectiveness of presentation: Purpose achieved, logically organized, clearly understood	1–5	6–10	11–15	16–20	
Mechanics: Diction, grammar, pronunciation, gestures, poise, eye contact	1–5	6–10	11–15	16–20	
Closing: Summary and conclusion	1–5	6–10	11–15	16–20	
Solution to case study: Quality of solution Development of subject matter Depth of research	1–5	6–10	11–15	16–20	
Problem solving skills	1–5	6–10	11–15	16–20	
Response to judges' questions	1–5	6–10	11–15	16–20	
TOTAL PRESENTATION POINTS (140 points maximum)					

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.	Points Awarded
Presentation lasted no less than five (5) and no more than seven (7) minutes	10
Did <i>not</i> use any materials other than those specified for the event.	10
TOTAL SPECIFICATION POINTS (20 points maximum)	

TOTAL MAXIMUM POINTS = 160

PRESENTATION WILL BE STOPPED AT SEVEN (7) MINUTES

(545) Prepared Speech

Description

Demonstrate communication skills in securing, arranging, organizing, and presenting information orally.

Eligibility

The event may be repeated, but the topic may *not*. A contestant may *not* participate in Prepared Speech and either Presentation Management Individual or Presentation Management Team in the same year.

Contestant must supply

Easel (optional)

Props (optional)

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate effective communication skills
- Demonstrate skills in developing a speech using the three basic elements (introduction, body, conclusion)
- Utilize nonverbal gestures as needed
- Apply speaking techniques using appropriate tempo and pitch
- Secure facts and data from multiple sources, emphasizing research skills

Specifications

- Each contestant is to select a topic related to business, entrepreneurship, or Business Professionals of America, and develop an oral presentation of no less than five (5) and no more than seven (7) minutes.
- The length of set-up will be no more than one (1) minute.
- Set-up will be stopped at one (1) minute to begin the speech.
- **The speech will be stopped at seven (7) minutes.**
- Facts and working data may be secured from any source. This event emphasizes a scholarly approach to securing information and places emphasis on content and research. Each contestant's speech, however, must be the result of his/her own efforts.
- Contestant must provide
 - At the time of check-in contestants must submit one (1) copy of the following documentation: keyed and signed [Individual Entry Form](#), including signatures, Works Cited, and speech outline. Use guidelines in the [Style & Reference Manual](#).
 - Contestants must place their Contestant ID in the top-right corner of the header on the Works Cited and speech outline. (This addition is *not* noted in the [Style & Reference Manual](#).)
 - For Finals, at the time of check-in contestants must submit one (1) copy of the following documentation: keyed and signed [Individual Entry Form](#), including signatures, Works Cited, and speech outline. Use the guidelines in the [Style & Reference Manual](#).
 - All copies should be on 8½"x11" plain, white non-glossy paper. Copies of the required materials should be collated and stapled as separate sets. No binders will be accepted.

- No time warnings will be given.
- The contestant may use notes or note cards. A flip chart, posters, and/or props may be used.
- All materials (props, displays, samples, gifts, etc.), other than the required submission, may *not* be left with judges.
- No electric/electronic equipment may be used.
- A topic may *not* be repeated.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The *Style & Reference Manual* contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.

Method of evaluation

Judge's Scoring Rubric

Length of event:

No more than one (1) minute set-up

No less than five (5) and no more than seven (7) minutes for oral presentation

No time is allotted for judges' questions

Finals may be included at state and national levels

Entries

Each state is allowed three (3) entries

Contestants in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for competition will *not* be returned.

(545) Prepared Speech

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Contestant Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (<i>Disqualification</i>)	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Introduction	1-5	6-10	11-15	16-20	
Voice: Pitch, tempo, volume, enthusiasm	1-5	6-10	11-15	16-20	
Platform Deportment: Gestures, poise, eye contact, mannerisms, appearance	1-5	6-10	11-15	16-20	
Organization: Logical, clearly understood, suitable to topic, coherent	1-5	6-10	11-15	16-20	
Content: Development of subject matter, depth of research	1-5	6-10	11-15	16-20	
Mechanics: Diction, grammar, pronunciation	1-5	6-10	11-15	16-20	
Closing: Summary and conclusion	1-5	6-10	11-15	16-20	
Effectiveness: Was purpose achieved? (to make decision, to impress, to inform, to persuade)	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (160 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

(545) Prepared Speech

Judge Number _____

Contestant Number _____

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.		Points Awarded
Set-up lasted no more than one (1) minute – 5 points Presentation was no less than five (5) minutes and lasted no more than seven (7) minutes – 5 points	10	
Documentation submitted at time of check-in: keyed and signed Individual Entry Form (1 copy), Works Cited (1 copy), and Speech Outline (1 copy). <i>Must have copies for preliminaries and finals</i>	10	
Speech Outline and Works Cited were formatted according to the Style & Reference Manual .	10	
TOTAL SPECIFICATION POINTS (30 points maximum)		

TOTAL MAXIMUM POINTS = 190

SPEECH WILL BE STOPPED AT SEVEN MINUTES

(550) Parliamentary Procedure Team (S)

Description

Demonstrate the use of correct parliamentary procedure through a chairperson's ability to conduct a business meeting in a democratic manner that allows the members of the team to effectively participate. Examine the team's knowledge of parliamentary procedure through oral questions and the objective test.

Eligibility

Any secondary student member may enter this team event. A team consists of 4-8 members.

Team must supply

Robert's Rules of Order Newly Revised (current edition)

Sharpened No. 2 pencil or pen for secretary's minutes

Gavel

Hard copy published and/or unpublished reference materials in the **preparation room only**

Open & Closing a Meeting scripts in the preparation room only

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate understanding of parliamentary procedure
- Apply understanding of a democratic process of making a decision
- Apply effective practices for conducting a business meeting
- Demonstrate understanding of time management
- Evaluate and delegate responsibilities needed to perform required tasks
- Demonstrate teamwork skills needed to function in a business setting
- Demonstrate effective communication and presentation skills
- Demonstrate ability to process specified motions

Specifications

- Each team will be given a test/agenda containing three (3) subjects related to Business Professionals of America; each subject is to be used to demonstrate one or more abilities in parliamentary procedure. This becomes the order of new business for each team.
- Each team will be allowed a preparation period of fifteen (15) minutes immediately preceding its appearance for the event. Only team members will be allowed in the preparation room.
- A blank 3"x5" index card will be provided for each team member.
- No advisor contact from time of preparation to completion of presentation is allowed.
- The team will be expected to conduct the meeting according to correct parliamentary procedure beginning with the opening ceremony.
- Suggested Procedure – officers should be seated at the head table; the Secretary should be seated to the right of the Chairperson and parliamentarian to the left.
- After the opening ceremony, the chairperson must acknowledge a quorum and then ask for general consent to dispense with the reading of minutes, officer reports, and committee reports; the secretary will read the first item of new business from the test/agenda. Proceed directly with the skills asked to demonstrate and conclude with the official closing ceremony.
- The Secretary will record the proceedings of the meeting in English, long hand, on a blank sheet of paper, and submit his/her handwritten notes to the judges immediately after the presentation.

Business Professionals of America Workplace Skills Assessment Program

Material contained in this publication may be reproduced for member and/or event use only.

- The Secretary will be permitted to take the contest agenda into the presentation room. This is to be submitted with the Secretary's notes. Secretary's Notes will be verified for content only.
- Each team will be limited to a maximum of fifteen (15) minutes for parliamentary demonstration. A warning card will be shown five (5) minutes before the maximum time and one (1) minute before the maximum time.
- **The parliamentary presentation will be stopped at fifteen (15) minutes.**
- Up to five (5) minutes will be allowed each team for questions by the judges. These questions will be directed to the chairperson for any team member to answer. Questions from the judges will have reference to the abilities demonstrated during the event.
- All team members must take an objective parliamentary procedure test. All team members must test at the same time. The average score of the team members will be added to the team score.
- Contestants may choose their own attire in accordance with the BPA Dress Code. Uniforms are *not* required.
- *Robert's Rules of Order Newly Revised (current edition)* will be the authority for this event. Any parliamentary procedure reference materials (published or unpublished) will be allowed in the **preparation room only**. Each team member may have one 3" x 5" note card during the presentation, but may *not* refer to the authority during the presentation.
- All written materials, as well as spoken presentations, must follow the organization's [Graphic Standards](#) and make proper use of the logo and/or organization's name. (Refer to [Graphic Standards](#) in the [Style & Reference Manual](#).)
- A [Team Entry Form](#), including signatures, must be presented at NLC at both the Preliminary and Final presentation.

Method of evaluation

Judge's Scoring Rubric

Objective Test: Parliamentary Procedure Concepts–Open (Team Average); all team members must test at the same time.

Length of event

Objective test taken per conference schedule

No more than fifteen (15) minutes preparation time

No more than fifteen (15) minutes parliamentary demonstration

No more than five (5) minutes judges' questions

Finals may be included at state and national levels

Equipment/supplies provided

Test/Agenda

Blank sheet of paper for Secretary's minutes

One 3"x5" index card for each team member

American flag

Entries

Each state is allowed two (2) entries

Teams in all judged events who wish to receive judge's comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.



This event is sponsored by:

**NATIONAL ASSOCIATION OF
PARLIAMENTARIANS®**

Opening a Meeting

The opening ceremony sets the stage for a chapter meeting. The ceremony, done in a proper and professional manner, will demonstrate to the members a well-planned and organized meeting. This will make meetings more orderly and effective.

The Opening Ceremony

President

(Stands and raps the gavel once for attention.) The meeting will come to order. We are now holding a meeting of Business Professionals of America. Mr. /Madam Vice President, what are the major purposes of our professional organization?

Vice President

We recognize the importance and understand the contributions that have been made to our country by business professionals. We are preparing to take our place in these challenging positions. We work together in Business Professionals of America to develop essential competencies in leadership, scholarship, character, and citizenship so that we may share in the improvement of our economy and the advancement of our nation.

President

May we accomplish these objectives? Mr. /Madam Vice President, will you please present the other officers?

Vice President

With pleasure, I introduce:

(Introduce in order the President, Historian, Secretary, Treasurer, Parliamentarian, and Vice Presidents. Pronounce the name of each individual and the office held. As each officer is introduced, he or she should stand and remain standing until seated by the President.)

Mr. /Madam President, the officers are at their stations.

President

Will the members and friends please rise and join me in reciting the Pledge of Allegiance to the Flag? *(Raps the gavel three times to call the members and guests to stand. The audience should rise on the third rap of the gavel. All members face the flag with their hands over their hearts to repeat the Pledge of Allegiance to the Flag.)*

Everyone

I pledge allegiance to the flag of the United States of America and to the Republic for which it stands, one nation under God, indivisible, with liberty and justice for all.

President

Fellow members and guests, join me in stating why we are here.

Everyone

We are met in a spirit of friendship and goodwill as we prepare for careers in a world-class workforce. We work together to develop professionalism and leadership through Business Professionals of America and pledge our loyalty to our nation.

President

Please be seated.

Closing a Meeting

The closing ceremony, when properly presented, will bring a dignified closing to a session or meeting. It is an indication to the members or guests present that all business has been transacted.

Equipment and Supplies

Gavel

The Ceremony

President

Mr. /Madam Secretary, do you know of any further business which should be transacted at this time?

Secretary

(Rises, replies, and sits down.) I have none, Mr. /Madam President.

President

We are about to adjourn this meeting of the Business Professionals of America. As we associate together, let us be supportive of each other as we strive to attain the goals of this organization. *(Pause)* If there is no further business and no objection, the meeting will be adjourned. *(Pause)* I now declare this meeting adjourned. *(Rap gavel once.)*

(550) Parliamentary Procedure Team

Judge Number _____

Team Number _____

Presentation Scoring Rubric/Criteria

Judge 1 Only

Evaluation Criteria	Non Participation in Subject	Below Average	Average	Good	Excellent	Points Awarded
Chairperson’s presiding ability						
Subject #1	0	1-5	6-10	11-15	16-20	
Subject #2	0	1-5	6-10	11-15	16-20	
Subject #3	0	1-5	6-10	11-15	16-20	
Clarity and correctness of business transactions						
Subject #1	0	1-5	6-10	11-15	16-20	
Subject #2	0	1-5	6-10	11-15	16-20	
Subject #3	0	1-5	6-10	11-15	16-20	
Total Points Awarded by Judge 1 Only (120 points maximum)						

Judge 2 Only

Evaluation Criteria	Non Participation in Subject	Below Average	Average	Good	Excellent	Points Awarded
Followed voting procedures						
Subject #1	0	1-5	6-10	11-15	16-20	
Subject #2	0	1-5	6-10	11-15	16-20	
Subject #3	0	1-5	6-10	11-15	16-20	
Judges’ questions						
Question #1	0	1-3	4-6	7-9	10	
Question #2	0	1-3	4-6	7-9	10	
Question #3	0	1-3	4-6	7-9	10	
Total Points Awarded by Judge 2 Only (90 points maximum)						

(550) Parliamentary Procedure Team

Judge Number _____

Team Number _____

Presentation Scoring Rubric/Criteria

Judge 3 Only

Evaluation Criteria	Non Participation in Subject	Below Average	Average	Good	Excellent	Points Awarded
General participation by members, including secretary.						
Subject #1	0	1-5	6-10	11-15	16-20	
Subject #2	0	1-5	6-10	11-15	16-20	
Subject #3	0	1-5	6-10	11-15	16-20	
Quality of discussion and power of expression, communication skills, and poise.						
Subject #1	0	1-5	6-10	11-15	16-20	
Subject #2	0	1-5	6-10	11-15	16-20	
Subject #3	0	1-5	6-10	11-15	16-20	
Total Points Awarded by Judge 3 Only (120 points maximum)						

Total Parliamentary Presentation Points = 330 points maximum

Specification Scoring Rubric

Specification Points: All points or none per item are awarded by Judge 3 only per team.		Points Awarded
Documentation submitted at time of check-in: keyed and signed Team Entry Form (1 copy) <i>Must have copies for preliminaries and finals</i>	10	
Included Opening and Closing ceremonies	10	
Followed designated order of business	10	
Secretary's handwritten notes of the meeting prepared in a legible manner	10	
All registered team members in attendance for entire event	10	
TOTAL SPECIFICATION POINTS (50 points maximum)		

TOTAL MAXIMUM POINTS = 380 + the average of the team members' scores from the Objective Test

(555) Presentation Management Individual

Description

Assess use of current desktop technologies and software to prepare and deliver an effective multimedia presentation.

Eligibility

A contestant may *not* participate in more than one of the following events in the same year: Presentation Management Individual and Prepared Speech. A previously used presentation may *not* be used.

Topic

You have been hired to present at an *Emerging Executives Conference*. Your presentation is to target how executives demonstrate professionalism in the workplace and how it effects company branding.

Things to consider, but *not* limited to:

- Identify appropriate dress for business men and women including casual Fridays, company social events, and social media.
- How does demonstration of professionalism effect verbal and nonverbal communication?
- What other etiquette procedures for meetings and meal functions need to be addressed?
- Use data to support your presentation.
- Follow copyright when using company logos and likenesses.

Contestants who do *not* submit an entry that follows this topic will be *disqualified*.

Contestant must supply

Presentation device

Presentation software

Sound cards (optional)

External speakers (optional)

Projection system (optional)

Props (optional)

No Internet access will be provided on-site at NLC; however, contestants may provide their own access to be used only for their presentation to the judges

Contestants must bring all supporting devices (e.g., extension cords, power supply, etc.)

Carry-in and set-up of equipment must be done solely by the contestant and must take place within the time allotted

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of multimedia software and components
- Demonstrate effective oral communication skills
- Apply technical skills to create a multimedia presentation which will enhance the oral presentation

Specifications

- The contestant shall design a computer-generated multimedia presentation on the assigned topic.
- The contestant is to make effective use of current multimedia technology in the presentation (e.g., sound, movement, digital video, etc.).
- Contestant should use space, color, and text as design factors.
- Use of graphics, including charts, is to be a part of the presentation.
- The length of set-up will be no more than three (3) minutes.
- The length of the presentation will be no less than seven (7) minutes and no more than ten (10) minutes, followed by no more than five (5) minutes of judges' questions.
- One (1) copy of the [Individual Entry Form](#), including signatures, and Works Cited must be submitted at the time of the presentation at NLC at both the Preliminary and Final Competition.
- Format of Works Cited must be according to [Style & Reference Manual](#).
- If the Business Professional of America logo is used, graphic materials must follow the organization's [Graphic Standards](#) and make proper use of the logo and/or organization's name. (Refer to the [Graphic Standards](#) in the [Style & Reference Manual](#).)
- The contestant is responsible for securing a [Release Form](#)(s) from any individual whose name, photograph, and/or other information is included in the presentation.
- The presentation content must be on the contestant's computer hard drive, a CD-ROM or a DVD.
- All materials (props, displays, samples, gifts, etc.), other than the required submission, may *not* be left with judges.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.

Method of evaluation

Judge's Scoring Rubric

Length of event

No more than three (3) minutes for set-up

No less than seven (7) and no more than ten (10) minutes for oral presentation

No more than five (5) minutes judges' questions

Finals may be included at state and national levels

Entries

Each state is allowed three (3) entries

Ideas presented become the property of Business Professionals of America.

Teams in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for competition *cannot* be returned.

(555) Presentation Management Individual

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Contestant Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes <i>(Disqualification)</i>	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Contestant followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Opening and summary	1-5	6-10	11-15	16-20	
Objectives to be achieved are stated	1-5	6-10	11-15	16-20	
Stage presence and delivery	1-5	6-10	11-15	16-20	
General content	1-5	6-10	11-15	16-20	
Typography (typeface, size, & color)	1-5	6-10	11-15	16-20	
Functional graphics contribute to the progression of the idea	1-5	6-10	11-15	16-20	
Charts and graphs used effectively	1-5	6-10	11-15	16-20	
Effective use of color and space	1-5	6-10	11-15	16-20	
Effective use of multimedia technology	1-5	6-10	11-15	16-20	
Development of stated theme	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (220 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

(555) Presentation Management Individual

Judge Number _____

Contestant Number _____

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.		Points Awarded
Set-up lasted no more than three (3) minutes – 5 points Presentation was no less than seven (7) minutes and lasted no more than ten (10) minutes – 5 points	10	
Documentation submitted at time of check-in: keyed and signed Individual Entry Form (1 copy), Works Cited (1 copy), and Release Form (s) (1 copy) at time of presentation <i>Must have copies for preliminaries and finals</i>	10	
Works Cited formatted according to the Style & Reference Manual	10	
TOTAL SPECIFICATION POINTS (30 points maximum)		

TOTAL MAXIMUM POINTS =250

PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES

(560) Presentation Management Team

Description

Assess use of current desktop technologies and software to prepare and deliver an effective multimedia presentation.

Eligibility

A team will consist of 2-4 members. A contestant may *not* participate in more than one of the following events in the same year: Presentation Management Team and Prepared Speech. A previously used presentation may *not* be used.

Topic

You are a conference event planning team. You are proposing a new venue location for a national conference. The conference will:

- Have approximately 6,000 attendees ages 14 – 25 with chaperones.
- Need approximately 1,500 sleeping rooms.
- There will be whole group meetings and breakout sessions.
- Provide a social event opportunity for all attendees.
- Create a stage layout with a theme.

Things to consider, but *not* limited to:

- Identify location and capacity minimums.
- What services and amenities are provided?
- Address accessibility and flow of facility.
- Identify costs.
- Do attendees get a conference gift with their registration?
- Use data to support your presentation.
- Follow copyright when using company logos and likenesses.

You may *not* use any BPA NLC locations from 2014 – 2024.

Teams who do *not* submit an entry that follows this topic will be *disqualified*.

Team must supply

Presentation device

Presentation software

Sound cards (optional)

External speakers (optional)

Projection system (optional)

Props (optional)

No Internet access will be provided on-site at NLC; however, teams may provide their own access to be used only for their presentation to the judges.

Teams must bring all supporting devices (e.g., extension cords, power supply, etc.)

Carry-in and set-up of equipment must be done solely by the team and must take place within the time allotted

Business Professionals of America assumes no responsibility for hardware/software provided by the team. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Evaluate and delegate responsibilities needed to perform required tasks
- Demonstrate effective teamwork skills needed to function in a business setting
- Demonstrate knowledge of multimedia software and components
- Demonstrate effective oral communication skills
- Apply technical skills to create a multimedia presentation which will enhance the oral presentation

Specifications

- The team shall design a computer-generated multimedia presentation on the assigned topic.
- The team is to make effective use of current multimedia technology in the presentation (e.g., sound, movement, digital video, etc.).
- The presentation should use space, color, and text as design factors.
- Use of graphics, including charts, is to be a part of the presentation.
- The length of set-up will be no more than three (3) minutes.
- The length of the presentation will be no less than seven (7) minutes and no more than ten (10) minutes, followed by no more than five (5) minutes of judges' questions.
- All members of the team must participate in the "live" presentation.
- All team members must participate in order to be ranked.
- All team members may confer on the questions and are encouraged to share in the responses.
- One (1) copy of the [Team Entry Form](#), including signatures, and Works Cited must be submitted at the time of the presentation at NLC at both the Preliminary and Final Competition.
- Format of Works Cited must be according to [Style & Reference Manual](#).
- If the Business Professional of America logo is used, graphic materials must follow the organization's [Graphic Standards](#) and make proper use of the logo and/or organization's name. (Refer to the [Graphic Standards](#) in the [Style & Reference Manual](#).)
- The team is responsible for securing a [Release Form](#) from any individual whose name, photograph, and/or other information is included in the presentation.
- It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <https://www.copyright.gov/title17/title17.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
- National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.
- All materials (props, displays, samples, gifts, etc.), other than the required submission, may *not* be left with judges.

Method of evaluation

Judge's Scoring Rubric

Length of event:

No more than three (3) minutes set-up

No less than seven (7) and no more than ten (10) minutes oral presentation

No more than five (5) minutes judges' questions

Finals may be included at state and national levels

Entries

Each state is allowed two (2) entries

Ideas presented become the property of Business Professionals of America.

Teams in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for competition *cannot* be returned.

(560) Presentation Management Team

Judge Number _____

Team Number _____

Presentation Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes <i>(Disqualification)</i>	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Team followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Opening and summary	1-5	6-10	11-15	16-20	
Objectives to be achieved are stated	1-5	6-10	11-15	16-20	
Stage presence and delivery	1-5	6-10	11-15	16-20	
General content	1-5	6-10	11-15	16-20	
Participation by all team members	1-5	6-10	11-15	16-20	
Typography (typeface, size, & color)	1-5	6-10	11-15	16-20	
Functional graphics contribute to the progression of the idea	1-5	6-10	11-15	16-20	
Charts and graphs used effectively	1-5	6-10	11-15	16-20	
Effective use of color and space	1-5	6-10	11-15	16-20	
Effective use of multimedia technology	1-5	6-10	11-15	16-20	
Development of stated theme	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (240 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

(560) Presentation Management Team

Judge Number _____

Team Number _____

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.		Points Awarded
Set-up lasted no more than three (3) minutes – 5 points Presentation was no less than seven (7) minutes and lasted no more than ten (10) minutes – 5 points	10	
Documentation submitted at time of check-in: keyed and signed Team Entry Form (1 copy), Works Cited (1 copy), and Release Form (s) at time of presentation <i>Must have copies for preliminaries and finals</i>	10	
Works Cited formatted according to the Style & Reference Manual	10	
All registered team members in attendance for entire event	10	
TOTAL SPECIFICATION POINTS (40 points maximum)		

TOTAL MAXIMUM POINTS = 280

PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES

(590) Business Meeting Management Concepts – Open Event

Description

To provide a general competitive event addressing business meeting management which incorporates fundamental concepts accepted as good practices in any business unit including business planning and strategy, organization and execution, trust and transparency.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

The competencies assessed relate to the *Meeting and Business Event Competency Standards* produced by Meeting Professionals International.

- **Manage all aspects of project for success of event**
 - Plan meeting or event project
 - Manage event finances and budget
 - Manage monetary transactions
 - Perform administrative tasks
 - Acquire staff and volunteers
 - Train staff and volunteers
 - Create meeting or event design
 - Engage speakers and performers
 - Coordinate food and beverage services
- **Develop plan for managing movement of attendees**
 - Manage site
 - Select site and design site layout
- **Manage on-site communications**
 - Manage marketing materials
 - Manage meeting or event merchandise
- **Exhibit professional behavior**
- **Conduct business communications**

Method of evaluation

Objective Test

Length of event

No more than sixty (60) minutes testing time

Entries

Unlimited

Reference materials may *not* be used for any Open Event

(591) Management, Marketing & Human Resources Concepts – Open Event

Description

Assess knowledge of management, marketing, and human resources concepts.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of general management, marketing, and human resources concepts
- Demonstrate knowledge of basic employability skills
- Demonstrate knowledge of human relations skills
- Demonstrate knowledge of business finances
- Demonstrate knowledge of the stock market
- Demonstrate knowledge of entrepreneurship and start-up businesses
- Demonstrate knowledge of international business
- Demonstrate knowledge of economic challenges
- Demonstrate knowledge of economic awareness
- Demonstrate knowledge of management concepts

Method of evaluation

Objective Test

Length of event

No more than sixty (60) minutes testing time

Entries

Unlimited

Reference materials may *not* be used for any Open Event

(592) Parliamentary Procedure Concepts – Open Event

Description

Assess knowledge of parliamentary procedure. Test questions are based on the *Dunbar's Manual of Parliamentary Procedure Test Questions I*.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of parliamentary principles
- Demonstrate knowledge of parliamentary terminology
- Identify the various kinds of motions (main, subsidiary, privileged, incidental)
- Identify the characteristics of various motions
- Describe voting methods, techniques, and rules
- Identify debatable and non-debatable motions
- Identify techniques for conducting a meeting

Method of evaluation

Objective Test

Length of event

No more than sixty (60) minutes testing time

Entries

Unlimited

Reference materials may *not* be used for any Open Event

This event is sponsored by:



(593) Project Management Concepts – Open Event (PS)

Description

To provide a general competitive event addressing contestant's knowledge of basic project management practices and terminology that is used independent of a specific methodology.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate understanding of basic project phases (initiating, planning, executing, controlling, and closing)
- Demonstrate the use of work breakdown structures and how they are used
- Demonstrate the difference between project management and portfolio management
- Demonstrate the understanding and importance of risk management and levels of risk
- Demonstrate the understanding of break-even costs and calculations

Method of evaluation

Objective Test

Length of event

No more than sixty (60) minutes testing time

Entries

Unlimited

Reference materials may *not* be used for any Open Event

(594) Digital Marketing Concepts – Open Event-Pilot

Description

Assess knowledge of digital marketing concepts.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Contestants who violate this rule will be *disqualified*.

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Identify the use of social media in marketing communications to obtain customer attention and/or to gain customer insight.
- Demonstrate effective marketing research procedures and findings to assess credibility.
- Describe types of digital advertising strategies that can be used to achieve promotional goals.
- Understand design principles to communicate needs to designers.
- Assess advertisements to ensure achievement of marketing communications goals/objectives.
- Demonstrate the ability to develop an advertising campaign to achieve marketing communications objectives.

Method of evaluation

Objective Test

Length of event

No more than sixty (60) minutes testing time

Entries

Unlimited

Reference materials may *not* be used for any Open Event

This event is sponsored by:



WORKPLACE SKILLS ASSESSMENT PROGRAM RECOMMENDATION PROCEDURES

How to Submit a Recommendation:

1. Input from local advisors and/or students for changes in workplace skills assessments shall be submitted on the Workplace Skills Assessment Program Recommendation Form located online at: www.registermychapter.com/bpamem by June 15.
2. Recommendations for all changes in events and specifications must describe suggested wording change in the Secondary/Post-secondary Guidelines for the Workplace Skills Assessment Program.
3. Recommendations for all changes in the administration of workplace skills assessments must describe the suggested procedure to be followed by event administrators.
4. Recommendations, including a clearly stated rationale for all changes, must be completed and keyed with no abbreviations. Please attach all supporting documentation, if applicable. For example: if the recommendation concerns a form, refer to and attach the specific form; if it concerns a pilot test, refer to and attach the specific test.
5. Submitted recommendations must include:
 - a) specific recommendation
 - b) clearly stated rationale
6. Recommendations received after June 15, but prior to the summer CEAC meeting, must be distributed directly to each state advisor, CEAC representative, and the National Center.

How Recommendations are Answered:

1. CEAC will bring the state priority recommendations to the summer meeting for CEAC action as:
 - a) approved as presented
 - b) approved with changes
 - c) rejected
 - d) point of information
 - e) tabled
2. If the recommendation is approved, and it is a major change, it will be taken to the Programs Committee of the Board of Trustees. Other changes will be presented as a “point of information.”
3. Recommendations rejected will be returned to the originating state with an explanation.
4. The Programs Committee will review the CEAC recommendations and submit to the full Board of Trustees for final approval and implementation.

WORKPLACE SKILLS ASSESSMENT PROGRAM

PILOT PROCEDURE

- Step 1 A PROPOSAL FOR WORKPLACE SKILLS NEW EVENT** be completed by the person proposing the event in coordination with their State Advisor and their CEAC representative(s). This form will be located on the Business Professionals of America website and in the Workplace Skills Assessment Guidelines.
- Step 2 Summer:** At the summer meeting, a need for a new event is presented and supported by a majority of members of SAAC and CEAC. A minimum of two states must agree to pilot the proposed event at either/or both regional and state levels. The proposed event is recommended for Board approval.
- Step 3 Summer:** The proposed event is presented to the Board of Trustees for review and action. If approved, authors will be contracted by the National Center to write all levels of the pilot event and evaluation instruments for pilot states to complete.
- Step 4 Fall:** The regional and state levels of the pilot event are distributed to all state organizations. Other states, in addition to the two initial states that agreed, may decide to pilot the event and must inform the National Center by the designated deadline. Any state who agrees to pilot the new event understands it has *not* been through the CEAC auditing procedure and, thus, agrees to accept and administer the event as received.
- Step 5 Spring:** Proposed event is piloted in at least two states at their spring conference. Event may also be piloted at the regional level, if desired. Each piloting state will conduct an evaluation to be administered immediately upon completion of the contest. Evaluations should be completed by:
- a. All participants
 - b. Administrators, proctors, graders, judges
 - c. State CEAC representatives
 - d. State Advisors
- Step 6 Spring:** Proposed event is piloted at NLC.
- a. Only students who competed in the pilot event at the state conference may compete in the pilot event at NLC.
 - b. The number of entries per state in the pilot event will be the same as any other event in the same category.
- Step 7 NLC:** Participants in the pilot event at NLC will be recognized in the same way as participants in other events in the same category.
- Step 8 NLC:** At the conclusion of the pilot, the following groups will evaluate the event:
- a. All participants
 - b. Administrators, proctors, graders, judges
 - c. CEAC members present
 - d. SAAC members present
- Step 9 Summer:** At the summer meeting, the proposed new event will be audited by CEAC and submitted for Board review. Joint CEAC and SAAC recommendations will also be submitted for review. If approved by the BOT, authorship will be assigned by the Director of Education and an addendum to the Guidelines will be sent to all states.

