



CAREER CLUSTER
Business Management & Administration

INSTRUCTIONAL AREA
Economics

PRINCIPLES OF BUSINESS MANAGEMENT AND ADMINISTRATION EVENT

PARTICIPANT INSTRUCTIONS

- The event will be presented to you through your reading of the 21st Century Skills, Performance Indicators and Event Situation. You will have up to 10 minutes to review this information and prepare your presentation. You may make notes to use during your presentation.
- You will have up to 10 minutes to make your presentation to the judge (you may have more than one judge).
- You will be evaluated on how well you demonstrate the 21st Century Skills and meet the performance indicators of this event.
- Turn in all of your notes and event materials when you have completed the event.

21st CENTURY SKILLS

- Critical Thinking – Reason effectively and use systems thinking.
- Communication – Communicate clearly.
- Creativity and Innovation – Show evidence of creativity.

PERFORMANCE INDICATORS

- Distinguish between economic goods and services.
- Explain the principles of supply and demand.
- Describe factors that affect the business environment.
- Explain the concept of competition.

EVENT SITUATION

You are to assume the role of an employee at GREAT CITY CONSTRUCTION, a construction company in a small town. A new employee (judge) asked you to explain why rates on building materials fluctuate.

GREAT CITY CONSTRUCTION works with various vendors and contractors to secure the supplies and materials needed for construction projects. In March 2020, the price of copper was barely \$2.00/pound. The price of copper has now increased by 75% since that time. The new employee (judge) does not understand how the varying price of copper affects the price passed on to customers in construction projects.

You will explain to the new employee (judge) factors affecting the business environment that affect price, how supply and demand affects price and how competition affects price.

You will explain your ideas to the new employee (judge) in a role-play to take place at the office. The employee (judge) will begin the role-play by asking about prices. After you have explained and have answered the employee's (judge's) questions, the employee (judge) will conclude the role-play by thanking you for your work.

JUDGE INSTRUCTIONS

DIRECTIONS, PROCEDURES AND JUDGE ROLE

In preparation for this event, you should review the following information with your event manager and other judges:

1. Participant Instructions, 21st Century Skills and Performance Indicators
2. Event Situation
3. Judge Role-Play Characterization
Allow the participants to present their ideas without interruption, unless you are asked to respond. Participants may conduct a slightly different type of meeting and/or discussion with you each time; however, it is important that the information you provide and the questions you ask be uniform for every participant.
4. Judge Evaluation Instructions and Judge Evaluation Form
Please use a critical and consistent eye in rating each participant.

JUDGE ROLE-PLAY CHARACTERIZATION

You are to assume the role of a new employee at GREAT CITY CONSTRUCTION, a construction company in a small town. You have asked a co-worker (participant) to explain why rates on building materials fluctuate.

GREAT CITY CONSTRUCTION works with various vendors and contractors to secure the supplies and materials needed for construction projects. In March 2020, the price of copper was barely \$2.00/pound. The price of copper has now increased by 75% since that time. You do not understand how the varying price of copper affects the price passed on to customers in construction projects.

The co-worker (participant) will explain factors affecting the business environment that affect price, how supply and demand affects price and how competition affects price.

The participant will present information to you in a role-play to take place at the office. You will begin the role-play by asking about prices.

During the course of the role-play, you are to ask the following questions of each participant:

1. Why do construction companies offer quotes on projects that are only valid for a certain timeframe?
2. Why do you think the price of copper was so inexpensive in March 2020?

After the co-worker (participant) has presented information and has answered your questions, you will conclude the role-play by thanking co-worker (participant) for the work.

You are not to make any comments after the event is over except to thank the participant.

EVALUATION INSTRUCTIONS

The participants are to be evaluated on their ability to perform the specific performance indicators stated on the cover sheet of this event and restated on the Judge's Evaluation Form. Although you may see other performance indicators demonstrated by the participants, those listed in the Performance Indicators section are the critical ones you are measuring for this particular event.

Evaluation Form Interpretation

The evaluation levels listed below and the evaluation rating procedures should be discussed thoroughly with your event director and the other judges to ensure complete and common understanding for judging consistency.

Level of Evaluation	Interpretation Level
Exceeds Expectations	Participant demonstrated the performance indicator in an extremely professional manner; greatly exceeds business standards; would rank in the top 10% of business personnel performing this performance indicator.
Meets Expectations	Participant demonstrated the performance indicator in an acceptable and effective manner; meets at least minimal business standards; there would be no need for additional formalized training at this time; would rank in the 70-89 th percentile of business personnel performing this performance indicator.
Below Expectations	Participant demonstrated the performance indicator with limited effectiveness; performance generally fell below minimal business standards; additional training would be required to improve knowledge, attitude and/or skills; would rank in the 50-69 th percentile of business personnel performing this performance indicator.
Little/No Value	Participant demonstrated the performance indicator with little or no effectiveness; a great deal of formal training would be needed immediately; perhaps this person should seek other employment; would rank in the 0-49 th percentile of business personnel performing this performance indicator.



PRINCIPLES OF BUSINESS MANAGEMENT AND ADMINISTRATION 2024

JUDGE'S EVALUATION FORM ASSOCIATION EVENT 2

Participant: _____

ID Number: _____

INSTRUCTIONAL AREA: Economics

Did the participant:		Little/No Value	Below Expectations	Meets Expectations	Exceeds Expectations	Judged Score
PERFORMANCE INDICATORS						
1.	Distinguish between economic goods and services?	0-1-2-3-4-5	6-7-8-9-10	11-12-13-14	15-16-17-18	
2.	Explain the principles of supply and demand?	0-1-2-3-4-5	6-7-8-9-10	11-12-13-14	15-16-17-18	
3.	Describe factors that affect the business environment?	0-1-2-3-4-5	6-7-8-9-10	11-12-13-14	15-16-17-18	
4.	Explain the concept of competition?	0-1-2-3-4-5	6-7-8-9-10	11-12-13-14	15-16-17-18	
21st CENTURY SKILLS						
5.	Reason effectively and use systems thinking?	0-1	2-3	4-5	6-7	
6.	Communicate clearly?	0-1	2-3	4-5	6-7	
7.	Show evidence of creativity?	0-1	2-3	4-5	6-7	
8.	Overall impression and responses to the judge's questions	0-1	2-3	4-5	6-7	
TOTAL SCORE						