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# Secondary and Post-secondary Guidelines 2020-21

Workplace Skills Assessment Program

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# **INTRODUCTION**

## **Mission Statement**

The mission of Business Professionals of America is to develop and empower student leaders to discover their passion and change the world by creating unmatched opportunities in learning, professional growth and service.

## **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 member 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.

# 2020-2021 WSAP

## What's Changed/What's New

### General WSAP Updates (applicable to multiple competitive events)

- The requirement for individual/team entry forms has been removed from all competitive events.
  - NOTE: Release forms are still required per the individual WSAP Competitive Event guidelines.
  - NOTE: Required information will be collected during the pre-submission process.
- All WSAP Competitive Event competencies/objectives have been reviewed and updated (refer to the individual WSAP contest pages in the September 1, 2020 WSAP Manual Release), please pay close attention to the competency/objective changes as you prepare for your events.
- All judged event rubrics have been updated to more closely align to the new competencies/objectives, please pay close attention to the rubric changes as you prepare for your events.
- Office 2019 will be used in the 2021-2022 membership year.
- Page 17 of the WSAP, the statement *“Events that utilize images (photographs, video or audio) require a Release Form for each individual represented in the project. In addition, even if the individual is a participating student in the event.”* has been changed to ***“Events that utilize images (photographs, video or audio) require a Release Form for each individual represented in the project. In addition, each student competing in the event must sign a Release Form as well.”***

### Competitive Event Release Form Updates:

- The statement *“A printed copy with signature(s) must be provided for the judges before you present.”* has been removed from the release form as release forms are due when pre-submitting the project and NOT due at the time of presentation (whether virtually or physically).
- The statement *“All individuals included in a project must sign a Release Form for him/herself for this event, including the official competitor.”* has been updated to read ***“All individuals included in a project, including the official competitor(s), must sign a Release Form for him/herself for this event.”***

### Updates to BPA Manuals

- Style & Reference Manual
  - Competitor(s) must use their BPA Member ID in the document header for the Report format, Works Cited and any other Style & Reference Manual formats. The “Specifications” section for each related competition additionally states that competitor(s) should use their Member ID.
  - Thirteenth (13<sup>th</sup>) bullet point on page one (1), *“Enumerations and bullets are formatted the same way in letters and memos. (See memo for example.)”* has been updated to read ***“Enumerations and bullets should be double spaced and formatted the same way in letters and memos. (See memo for example.)”***

## **WSAP Updates (Specific Assessment Area Changes)**

### **100's Finance**

- New Pilot Contest for 2020-2021: (170) Financial Audit (PS) – Pilot
- (100) Fundamental Accounting Eligibility statement updated to read – “***Limited to Secondary student members who have not completed their first-year of accounting. Member may not enter Fundamental Accounting and Advanced Accounting in the same year. This event may not be repeated.***”

### **200's Business Administration**

- Remove ICD 10 from the 200's, moved to the 600's Health Administration
- Remove Medical Office Procedures from the 200's, moved to the 600's Health Administration

### **300's Management Information System**

- New Pilot Contest for 2020-2021: (355) Python Programming (S | PS) – Pilot
- Remove Visual Basic from (330) Visual Basic/C# Programming. The new contest name will be (330) C# Programming (S | PS).
- (350) Linux Operating System Fundamentals (S | PS) is no longer a pilot and has been adopted as a full event.

### **400's Digital Communication and Design**

- (415) Digital Publishing renamed to (415) Advanced Desktop Publishing
- (445) Broadcast News Production Team (S) will also be offered at the Post-secondary level and will be renamed (445) Broadcast News Production Team (S | PS)
- New Pilot Contest for 2020-2021: (450) Podcast Production Team (S | PS) – Pilot

### **500's Management Marketing Human Resources**

- (540) Ethics & Professionalism (PS) will also be offered at the Secondary level and will be renamed (540) Ethics & Professionalism (S | PS)
- (592) Parliamentary Procedure Team (S) the rubric section “*General participation by members, including secretary*” has been modified to read “***General participation by members, excluding secretary***”.



### **600's Health Administration – Newly created for 2020-2021**

- (270) ICD-10-CM Diagnostic Coding (S | PS) has been renamed (600) ICD-10-CM Medical Diagnostic Coding (S | PS)
- New Pilot Contest for 2020-2021: (605) Health Insurance & Medical Billing (S | PS) – Pilot
- (250) Medical Office Procedures (S | PS) has been renamed to (610) Health Administration Procedures (S | PS)
- New Pilot Contest for 2020-2021: (615) Health Leadership - Special Topics (S | PS) – Pilot
- New Pilot Contest for 2020-2021: (620) Medical Terminology Concepts Open (S | PS) – Pilot

### **900's Middle Level**

- New Pilot Contest for 2020-2021: (990) Human Resource Exploration (ML) – Pilot
- (920) Digital Citizenship (ML) is no longer a pilot and has been adopted as a full event.

### **Virtual Events**

- New Pilot Contest for 2020-2021: (V10) - Virtual Branding Team (ML | S | PS) – Pilot
- (V09) - Financial Portfolio Management Team is no longer a pilot and has been adopted as a full event.

## **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 members 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.

*NOTE: These guidelines apply directly to the National Level; State Associations may impose different restrictions regarding the number of contests a member may compete in.*

### **Software**

Software to be used at the National Leadership Conference will be announced in the Fall Digital Member Guide, Fall issue of *The Source* and in the *Pre-Conference Booklet* published each winter (February 1, 2021). 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 member 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**

Members 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. 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](http://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. Members who violate this rule will be *disqualified*.

### **Admission to Event Testing Sites**

Only the registered member will be allowed into the event room. Only persons serving as administrators, proctors, or authorized personnel will be admitted into the event room. Members 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/Smart Devices**

The use of cellular phones and/or smart devices, including digital watches, that can be used to record, transmit, receive, or play back audio, photographic, text, or video content in testing, preparation and presentation rooms is strictly prohibited. In the event that a member/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 member'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, members will be permitted to bring Mac computers and equipment (see Guidelines for details).

### **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**

Members' name badges should be worn at all times; it is permissible for members 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.

### **Member-Provided Equipment**

Some events permit members to bring their own equipment for presentation or preparation of competition. In these cases, members 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. Members 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 (S | PS)
- (155) Economic Research Individual (S)
- (160) Economic Research Team (S)
- (170) Financial Audit (PS) – Pilot

### **Business Administration**

- (260) Administrative Support Research Project (S)

### **Management Information Systems**

- (325) Network Design Team (S | PS)

### **Digital Communication & Design**

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

### **Management, Marketing & Communications**

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

### **Health Administration**

- (615) – Health Administration Leadership/Special Topics (S | PS) – Pilot

### **WSAP Download Center**

All forms, manuals, and supporting documents are available in the Download Center at <https://members.bpa.org/download-center>.

### **Entry Form**

Entry forms are *no longer* required for any WSAP competition.

### **Release Form**

Events that utilize images (photographs, video or audio) require a Release Form for each individual represented in the project. In addition, each student competing in the event must sign a Release Form as well.

### **Works Cited**

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

Members/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, [Release Form\(s\)](#) (including signatures) will be required at the time of submission.

### **Pre-submitted Events**

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

### **Judges' Comments**

Judges' comments will be returned for those members providing a stamped envelope(s) addressed to the local advisor, with the Member 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 members 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.

## **2020-2021 Judged Event Topics**

### **(V01) Virtual Multimedia and Promotion Individual (ML | S | PS)**

**Topic:** Compare and contrast Virtual vs In-Person Learning Environments.

### **(V02) Virtual Multimedia and Promotion Team (ML | S | PS)**

**Topic:** Create a video unboxing a product and then using/reviewing the product.

### **(V03) Software Engineering Team (ML | S | PS)**

**Topic:** As a member of the startup game company, Cognitive Thought Media, you are tasked with creating a digital board/card game, examples include but are not limited to: Monopoly, Life, Magic or Uno. Your game will need to include at least one of the following capabilities:

- Single player (using AI)
- Multi Player (with or without AI)
- Network compatible

### **(V04) Web Application Team (ML | S | PS)**

**Topic:** High Thrills Entertainment, LLC is an up and coming company in the area of theme parks and entertainment venues. They have hired your group to develop a web application to serve as their online reservation system of newly acquired theme park. A table (table 1) of average ride times and restaurant wait times to aid in your project. Any ride reservations must be at least 30 minutes after last ride. Your team's primary objectives are to create an application to aid park visitors in their day of fun.

### **(V05) Mobile Applications (ML | S | PS)**

**Topic:** BPA Foodie - You are challenged with creating a digital "foodie" application. The application will be up to the developer's interpretation. As examples (but not limited to): It could list your favorite restaurants and/or a description of your favorite menu items; it could be collection of your favorite meals/recipes that you like to make at home; it could be nutritional app.

### **(V06) Promotional Photography (ML | S | PS)**

**Topic:** As part of your submission for a local Animal of the Year contest, you are tasked with submitting three (3) photographs of your pet or an animal of your choice. The pictures should highlight the animal's best features.

### **(V07) Cybersecurity/Digital Forensics (ML | S | PS)**

**Topic (Round Two Competitors Only):**

You have been asked to develop a presentation on recent breaches that used Bluetooth technology. Suggested topics to cover are, but are not limited to:

- How were the devices breached?
- Corporate responsibility during/after an attack
- Comparison different types of Bluetooth attacks
- Preventative measures for attacks
- Impact on individual lives and/or groups of people
- Security improvements made due to these attacks



### **(V10) Virtual Branding Team (ML | S | PS) - Pilot**

**Topic:** Your team has been contracted by Digital Solutions, LLC to build prototypes for future product launch campaigns. Your team needs to design and create a virtual cross-platform branding package for a new product consisting of the following:

- Social Media (30 product promo video)
- Promotional Product Flyer (product information, specifications, cost, ordering)
- 3D Product Mockup (Visual of the product)
- Mobile App Product Information (product information, specifications, cost, ordering)
- Product Launch Website (product information, specifications, cost, ordering)
- One (1) page overview document outlining the team decision making process
  - Include branding guidelines for fonts, color guide, and acceptable brand usage

NOTE: Products may be virtual, physical, real, or proof of concept. The key points of this contest are the actual virtual cross-platform branding components and not the product itself.

### **(150) Financial Analyst Team (S | PS)**

#### **Initial Case Study Topic:**

Scott, the Founder and CEO, began by selling paper products to local businesses with just three employees. Over the past twenty years, the company was so successful at selling paper products that they began selling all office products; by 2020, the Stock-Up Paper Co. was a leading distributor of all office products in the Ohio region.

Stock-Up first differentiated itself from big box competitors by the high level of customer service they provide. Each customer was assigned to their own personal salesperson who took the time to get to know their customers and their needs. Stock-Up now employs six sales people; all salespersons are paid a base salary plus a commission of 5% of their sales. The salespeople are authorized to make small concessions to larger customers in an effort to provide top-level customer service. Dan, the Sales Manager, believes that these concessions are immaterial and do not significantly impact the profitability of the company; although they do significantly impact the satisfaction of the customers.

In 2010 Stock-Up introduced a website with a sales portal where customers can place their orders directly through the website without going through a salesperson. The website has been very popular, and Stock-Up saw an increase in sales; however most of the long-time customers still prefer to place their orders through their personal salesperson. Despite the fact that sales have been steadily increasing, profit margins keep shrinking and in 2020, Stock-Up posted its first loss.

Selected Financial Data Fiscal Year End 2020	
Sales	16,359,417
Cost of Goods Sold	13,669,686
Warehouse Expenses (including personnel)	869,855
Freight-Out	504,191
Sales Personnel Expenses	540,993
Other Operating Expenses	769,855
Interest Expense	46,191

Stock-Up's accountant, Lynn, further analyzed sales from the past year and discovered that almost half of all sales were from Internet orders, while the other half were placed through the salespeople. However, when Scott looked at the number of orders, almost 85% of all orders were placed through salespeople. Internet customers tended to place fewer, larger orders while those ordering through their personal salesperson tended to place smaller orders more frequently. Each order is manually packed once it is placed by the warehouse personnel. Rob, the Warehouse Manager, is concerned because the

warehouse personnel are currently working at maximum capacity; and if sales continue to increase, they will need to hire more workers. The warehouse is already working overtime a couple of weekends a month just to keep up with the current demand. Stock-Up uses a commercial shipping company to ship all orders, and charges customers 2% of the total order for shipping.

Lynn also noticed that the majority of Internet customers paid for their orders at the time of sale, while the customers who placed their orders with their salesperson took advantage of Stock-Up's offer to be billed for their orders. The average level of Accounts Receivable for Internet orders was \$9,000 last year, but it was \$30,000 for those that placed their orders through the salespeople. In addition, Lynn noticed that the Internet customers tended to pay their bills within 30 days, while the other customers often took up to 90 days to pay. Stock-Up maintains a line of credit with their local bank that they use to help make ends meet if cash flows run short. Lately, Stock-Up has had to rely on this line of credit more. Considering that Stock-Up's line of credit charges 10% on the outstanding balance, Lynn thought this might be significant.

The Stock-Up Paper Co.'s CEO, Scott, has hired your firm to further analyze the company's business activities and make recommendations about how to reverse their recent profit slide. Your presentation should include, but is not limited to, Stock-Up's current financial position and your specific recommendations to improve profitability.

**(155) Economic Research Individual (S)**

**Topic:** Using traditional Keynesian economic models, research and analyze the effects of COVID-19 on unemployment in the US and the government's response.

**(160) Economic Research Team (S)**

**Topic:** A balance of trade is the difference between the United States' exports and imports in a given year. This balance of trade can be a surplus or a deficit depending on the time and market. Both a surplus and a deficit are favorable and unfavorable simultaneously depending on who you ask. Research the recent history of the United States' balance of trade and discuss who the "winners" are and who the "losers" are. What, if anything, should be done to "correct" the balance of trade?

**(260) Administrative Support Research Project (S)**

**Topic:** What are some specific issues or trends concerning the work-from-home environment? How does the remote workplace influence the role of the administrative professional? How can the administrative professional positively influence any of the change and/or transition required as they provide support for the remote workplace?

### **(325) Network Design Team (S | PS)**

**Topic:** Secure Medical Solutions is a contractor for several of the largest medical device and drug manufacturers throughout the United States. Being a reputable solution that provides services to high stake's medical companies with various trade secrets, security is high priority when it comes to data storage and retention and transmission. According to intellectual property rights, patent law, and the storage and transmission of personal medical information, Secure Medical Solutions' employees must follow strict guidelines at all times.

Due to the novel coronavirus (Covid-19), multiple new manufacturers have retained Secure Medical Solutions to protect the development of vaccines candidates. This rapid expansion has resulted in Secure Medical Solutions deciding to expand their network infrastructure. One of the reasons Secure Medical Solutions has decided to do a redesign of their current network infrastructure is that several locations are being added outside the region where they are currently headquartered. The firm's current headquarters is located in Minneapolis, Minnesota, a satellite office exists in San Antonio, Texas and new offices are being created in Atlanta, Georgia and Salt Lake City, Utah.

#### **Headquarters: Minneapolis, Minnesota**

Secure Medical Solutions headquarters is a four (4) floor building in the historic district of Minneapolis, Minnesota. The first floor contains the following departments: reception and human resources. The second floor has the following departments: business marketing, customer support, and accounting. The third floor houses the IT department and secure datacenter. The fourth floor contains the executive offices and several conference rooms, each equipped with video conferencing equipment.

The first floor contains seventeen (17) workstations: two (2) of the workstations are assigned to reception, fifteen (15) are assigned to human resources. The second floor contains fifty (50) workstations: ten (10) are assigned to marketing, thirty (30) are assigned to customer support, and six (6) are assigned to accounting. All workstations on the first and second floors are connected per floor to an intermediate distribution frame (IDF) that contains a patch panel and a 48 port 10/100/1000 Mbps switch with a 10 Gbps uplink. From this switch, a 10 gigabit multi-mode fiber line runs up to the master distribution frame (MDF) in the third-floor datacenter.

The datacenter on the third floor contains 40 low-density racks, a majority of which contain virtual server hosts. A large storage area network (SAN) provides storage for the virtual servers hosted on the virtual. Secure Medical Solutions is requesting an additional secure backup solution for redundancy.

The fourth floor contains eight (8) executive offices with workstations, two (2) and all are connected to a 10/100/1000 Mbps switch, along with the three video conference rooms, which is then routed down to the datacenter on the third floor.

#### **Satellite Office: San Antonio, Texas**

The San Antonio office contains the following departments: legal and efficacy data review. This office is located in the medical research district of San Antonio and all employees at this office will need secure access to virtual servers or storage located at the headquarters.

Forty (40) workstations reside in the office and are connected to an encrypted local file storage server. Secure Medical Solutions is requesting a fast and secure cloud-based solution that will be used for redundancy.

#### **New Satellite Offices: Atlanta, Georgia and Salt Lake City, Utah**

Each of the new offices will be rented from other established companies and will take up two floors of each of the respective buildings. The new satellite offices each will consist of forty (40) cubicles, twenty (20) per floor and will need high speed access to the secure storage servers at the headquarters.

Employees located at these offices will be assigned company laptop computers and no workstations will

be permanently located at the locations. Since, the office building is in a shared space, employees will need to work within a secure connection and company assets must be properly managed. Additionally, the company has requested IP security cameras and biometric security measures to be present at each satellite office.

**Customer's needs:**

- Provide a fast, secure, and efficient network design for the two new offices and a method for connection to the main office.
- Provide a solution for the segmentation of the network in the main office as all machines are currently connected to the same network.
- Provide a solution for maintaining secure network connections in the shared spaces of the satellite offices, including security cameras and biometric security measures.
- Recommend an effective design for the subnetting of the entire network.
- Devise a solution cloud-based redundancy for the San Antonio location.
- Provide a solution for company asset management.
- Suggest a strategy for improving the current security of the network as well as security in the new offices.
- Develop a network design that is modern, secure, reliable, and compliant to intellectual property and trademark storage guidelines.
- Design a strategy for effective and secure communication amongst remote employees.

**(410) Graphic Design Promotion (S | PS)**

**Topic:** Develop a logo, tagline, flyer and pin promoting the Business Professionals of America National Leadership Conference in Dallas, TX – May 4-8, 2022.

**(420) Digital Media Production (S | PS)**

**Topic:** Create a one to two (1:00 – 2:00) minute video explaining the requirements for attending a State, Private or Technical College of your choice.

**(425) Computer Modeling (S)**

**Topic:** You have been asked by a local movie company to create a new character for an upcoming animated feature film. (This character should include arms, legs, facial features, etc.)

**(430) Video Production Team (S | PS)**

**Topic:** Create a video demonstrating conflict resolution within a team. Some topics you should cover in your video: communication, delegation, responsibility, defining roles, compromising, what's best for the team - not the person talking, how to get along with team members, follow project through to completion, and/or response expectations (How can a team work together on internal conflict?)

**(435) Website Design Team (S | PS)**

**Topic:** Develop a website to assist BPA chapters in planning their attendance at NLC in Orlando, FL May 4-8, 2021. 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 local attractions & transportation, food, costs, local attractions, security restrictions and specific guidelines, attire/dress Code, etc.

#### **(440) Computer Animation Team (S)**

**Topic:** A local amusement park in your area is looking to develop a new attraction to increase visitors to their amusement park. Your team has been tasked to create a virtual ride through for a new attraction to help the owners visualize what it would look like in the perspective of a rider. You may create any type of attraction your team decides (rollercoaster, water ride, etc.). Be prepared to explain your attraction choice.

#### **(445) Broadcast News Production Team (S/ PS)**

**Topic:** How has the pandemic affected a local business in your area? (Ideas: masks, employment, finances, what's Changed, safety measures, ordering online, social distancing, new normal for your business, how did they survive and stay in business?) The second story should be a live feature story highlighting BPA involvement in your community (Blood drive, peer tutoring, trash pickups, etc.).

#### **(450) Podcast Production Team (S | PS) – Pilot**

**Topic:** Create a three to five (3:00 – 5:00) minute podcast highlighting the impact of virtual learning on schools and universities today. Podcast should include: challenges and opportunities in virtual learning and potential long-term impact on learning. Your target audience is 14 to 25-year-old students.

#### **(500) Global Marketing Team (S)**

**Topic:** During the spring of 2020, Google searches for “smart garden” reached an all-time high. Not since the second World War have consumers faced empty supermarket shelves and fresh-food shortages common during the COVID-19 pandemic. Social distancing, sheltering in place, limiting grocery store visits, and being self-sufficient with fresh healthy greens that naturally strengthen immune systems resulted in an outpouring of new “green-thumb” enthusiasts in record numbers. To meet the growing needs of sustainable home-based gardens, Home Greens, a local company specializing in indoor hydroponic smart garden kits that fit comfortably inside small residential spaces, has hired your marketing firm to explore the feasibility of domestic expansion within one to three years and a vision for global expansion in five to seven years. Be prepared to defend your recommendations from a marketing standpoint.

#### **(510) Small Business Management Team (S | PS)**

##### **Initial Case Study Topic:**

A local business owner, Katie Jones, is looking for ways to improve her photography business. She has been taking professional photos for several years and has built clientele from the local area and surrounding cities. She takes photos for weddings, birthdays, family pictures, and other significant life events. The business keeps her extremely busy and takes away a significant amount of time from her family and other personal pursuits. She would like to spend less time working in order to spend more time with her family and pursue other types of photography but has to continue making the revenue she has been making in order to make her business worth her time and pay for equipment upgrades. She has hired your team to help her devise some business strategies that will help her continue her business and achieve her personal goals.

Currently, a client will book an appointment with Katie. She will prepare for the event, take the photos, and then spend time editing the photos and creating the products the client asks for. Most of the products Katie prints are outsourced and shipped to Katie, who then delivers the products. The majority of products are just normal photo prints of different sizes. She has thought about creating new products, but isn't sure what to create or if the cost will be worth it to her clients as they order what they specifically want. Her prices are all individually contracted without a pricing system because each event and its needs are uniquely different.

Katie has thought through some of the obvious factors. She knows she needs to generate more revenue. She could easily charge more money across all levels of her business, but since most of her clients are local, charging more money will break the personal connection and they will hire a different photographer for less money.

Another limiting factor is time. She has thought about hiring help. Having help with taking and editing photos would easily free up her time, but she is worried about quality control and still making enough money for herself after paying for the employees. Another position she has thought about hiring is an assistant who helps with scheduling, but again is afraid that her revenue stream is not large enough to cover the new expense.

Prepare a presentation for Katie with your suggestions for her company including, but not limited to, the questions below.

- How can Katie generate more revenue without spending more time working on the business?
- How can Katie alleviate her time spent on the business without generating less revenue/profit?
- What types of hired positions could Katie use to efficiently grow her business?
- Are there different products and services Katie can offer?
- How can all of the discussed elements help Katie feel confident that her business will grow and protect everything she has worked for (i.e., profit, reputation, etc.)?

### **(555) Presentation Management Individual (S | PS)**

**Topic:** The coronavirus pandemic has disrupted life for communities around the world and will continue to do so for the foreseeable future. For students setting their sights on a post-secondary education, the process of finding the right fit has become more challenging. Post-secondary institutions are grappling with the tasks of recruiting, admitting, and orienting students who may not be able to step foot on campus. And then there is the fact that the on-campus experience will have to change as well. As a student interested in pursuing continuing education, research and prepare a creative presentation outlining trends in the college admissions/new student arena.

Things to consider, but not limited to, include:

- What are strategies used by colleges to recruit students if the admissions counselors can't meet with high school students in person nor can they conduct in person campus visits?
- How will admissions testing (ACT/SAT) play a role in the recruitment process?
- What strategies can be used by campuses to orient students when they are not allowed on campus?
- How will living on campus change in the foreseeable future?
- One reason students want to attend a college and/or live on campus is to socialize and meet people. With social distancing in place, how will campuses develop socialization opportunities?
- Limit your presentation to the strategies only; not to specific companies that provide products
- Use data to support your presentation
- Follow Copyright Guidelines when using company logos and likenesses

### **(560) Presentation Management Team (S | PS)**

**Topic:** The majority of student internships were impacted this past year due to COVID-19. According to the National Association of Colleges and Employers, approximately 80 percent of employers nationwide made the decision to modify, rather than eliminate, their summer internship programs by making them virtual/remote, shortening them, or both. As students interested in pursuing internships this year, research and prepare a compelling presentation for a local company describing how they can successfully provide students with engaging, meaningful internship experiences in a remote setting.

Things to consider, but not limited to, include:

- Innovative virtual/remote strategies appropriate for a small business:
  - financial considerations
  - legal implications
  - technology factors
  - exposure to company culture
  - onboarding strategies
- Advantages and disadvantages of each strategy presented
- Limit the presentation to the strategies only; not to specific companies that provide products or services
- Use data to support the presentation recommendations
- Follow Copyright Guidelines when using company logos and likenesses

### **(615) Health Administration Leadership / Special Topics (S | PS) – Pilot**

**Topic:** You are charged with creating a community awareness presentation targeting warning signs of social, emotional, and physical dangers and their remedies during a global pandemic.

## **CLOUD 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 members as they choose the right settings for their submissions. The following is a nonexclusive list but includes the most popular file sharing sites. Members may choose any product or service to share submissions.

### **YouTube®**

<b>Setting</b>	<b>Description</b>	<b>Recommended</b>
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®**

<b>Setting</b>	<b>Description</b>	<b>Recommended</b>
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

<b>Setting</b>	<b>Description</b>	<b>Recommended</b>
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.

<b>Setting</b>	<b>Description</b>	<b>Recommended</b>
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.

<b>Setting</b>	<b>Description</b>	<b>Recommended</b>
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.





## RELEASE FORM

Release forms may be handwritten. Illegible forms will *not* be accepted.  
**All individuals included in a project, including the official competitor(s),  
must sign a Release Form for him/herself for this event.**

**(This form must be completed for all events as specified in the event guidelines.)**

**Event #** \_\_\_\_\_  
**Event Name** \_\_\_\_\_  
**Member ID** \_\_\_\_\_  
**Team ID (if applicable)** \_\_\_\_\_

**I hereby consent irrevocably to the use and reproduction (electronically or in print) of any and all photographs and other media 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, video, 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** \_\_\_\_\_

<div> <b>BUSINESS PROFESSIONALS of AMERICA</b> Giving Purpose to Potential</div> <div>EVENTS-AT-A-GLANCE</div>	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	Release Forms Required?
Virtual																
(V01) Virtual Multimedia and Promotion Individual (ML   S   PS)	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y		Y
(V02) Virtual Multimedia and Promotion Team (ML   S   PS)	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y		Y
(V03) Software Engineering Team (ML   S   PS)	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y		Y
(V04) Web Application Team (ML   S   PS)	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y		Y
(V05) Mobile Applications (ML   S   PS)	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y		Y
(V06) Promotional Photography (ML   S   PS)	3		7	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y		Y
(V07) Cybersecurity/Digital Forensics (ML   S   PS)	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y		N
(V08) Start-up Enterprise Team (ML   S   PS)	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y		N
(V09) Financial Portfolio Management Team (ML   S   PS)	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y		N
(V10) Virtual Branding Team (ML   S   PS)-Pilot	3		10	5	Y	Y	N	N	Y	Y	Y	U	S, PS	Y		Y
Finance																
(100) Fundamental Accounting (S)	10	10	90		N	N	Y	N				5	S	Y		N
(105) College Accounting (PS)	10	10	90		N	N	Y	N				5	PS			N
(110) Advanced Accounting (S)	10	10	90		Y	N	Y	N				5	S			N
(115) Advanced College Accounting (PS)	10	10	90		Y	N	Y	N				5	PS			N
(125) Payroll Accounting (S)	10	10	60		Y	N	Y	N				5	S			N
(130) College Payroll Accounting (PS)	10	10	60		Y	N	Y	N				5	PS			N
(135) Managerial Accounting (PS)	10	10	90		Y	N	Y	N				5	PS			N
(140) Federal Income Tax Accounting (PS)	10	10	90		Y	N	Y	N				5	PS			N
(145) Banking & Finance (S   PS)	10	10	60		Y	N	Y	N				5	S, PS			N
(150) Financial Analyst Team (S   PS)	8		30/10	10	Y	N	Y	N	Y	Y	2	2	S, PS			N
(155) Economic Research Individual (S)	3		7	5	Y	N	N	N			2	3	S			N
(160) Economic Research Team (S)	3		7	5	Y	N	N	N			2	2	S			N
(165) Personal Financial Management (S   PS)			60		Y	N	Y	N				5	S, PS			N
(170) Financial Audit (PS)-Pilot	20		3-5	3	Y	N	Y	N			2	3	PS			N
(190) Financial Math & Analysis Concepts - Open Event (S   PS)			60		Y	N	N	N				U	S, PS	Y		N

**\*Rating sheets are provided in the guidelines.**

Y = Yes

N = No

S = Secondary

PS = Post-secondary

U = Unlimited



## 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	Release Forms Required?
<b>Business Administration</b>																
(200) Fundamental Word Processing (S   PS)	10	10	60		N	Y	Y	Y				5	S, PS	Y		N
(205) Intermediate Word Processing (S   PS)	10	10	60		N	Y	Y	Y				5	S, PS	Y		N
(210) Advanced Word Processing (S   PS)	10	10	90		Y	Y	Y	Y				5	S, PS		Y	N
(215) Integrated Office Applications (S   PS)	10	10	90		Y	Y	Y	Y				5	S, PS		Y	N
(220) Basic Office Systems & Procedures (S   PS)	10	10	90		N	Y	Y	Y				5	S, PS			N
(225) Advanced Office Systems & Procedures (S   PS)	10	10	90		Y	Y	Y	Y				5	S, PS			N
(230) Fundamental Spreadsheet Applications (S   PS)	10	10	90		N	N	Y	Y				5	S, PS			N
(235) Advanced Spreadsheet Applications (S   PS)	10	10	90		Y	N	Y	Y				5	S, PS		Y	N
(240) Database Applications (S   PS)	10	10	90		Y	N	Y	Y				5	S, PS		Y	N
(245) Legal Office Procedures (S   PS)	10	10	60		Y	Y	Y	Y				5	S, PS			N
(255) Administrative Support Team (S   PS)	10	10	90		Y	Y	Y	Y				2	S, PS	Y		N
(260) Admin. Support Research Project (S)	3		7	5	Y	N	N	N			2	3	S	Y		N
(265) Business Law & Ethics (S   PS)	10	10	60		Y	N	Y	Y				5	S, PS			N
(290) Admin. Support Concepts - Open Event (S   PS)			60		Y	N	N	N				U	S, PS	Y		N
<b>Management Information Systems</b>																
(300) Computer Network Technology (S   PS)			60		Y	N	Y	N				5	S, PS	Y	Y	N
(305) PC Servicing & Troubleshooting (S   PS)	See guidelines for administration				Y	N	Y	N				5	S, PS		Y	N
(310) Server Administration Using Microsoft® (S   PS)			60		Y	N	Y	N				5	S, PS		Y	N
(315) Network Administration Using Cisco® (S   PS)			60		Y	N	Y	N				5	S, PS			N
(320) Computer Security (S   PS)	See guidelines for administration				Y	N	Y	N				5	S, PS	Y	Y	N
(325) Network Design Team (S   PS)	3		30/10	10	Y	Y	Y	N	Y	Y	2	2	S, PS			N
(330) C# Programming (S   PS)	10	10	90		Y	N	Y	N		Y		5	S, PS		Y	N
(335) C++ Programming (S   PS)	10	10	90		Y	N	Y	N		Y		5	S, PS			N
(340) Java Programming (S   PS)	10	10	90		Y	N	Y	N		Y		5	S, PS			N
(345) SQL Database Fundamentals (S   PS)	10	10	60		Y	N	Y	N				5	S, PS			N
(350) Linux Operating System Fundamentals (S   PS)	10	10	60		Y	N	Y	N				5	S, PS		Y	N
(355) Python Programming (S   PS)-Pilot	10	10	90		Y	N	Y	N		Y		5	S,PS			N
(390) Computer Programming Concepts – Open Event (S   PS)			60		Y	N	N	N				U	S, PS	Y		N
(391) Information Tech Concepts – Open Event (S   PS)			60		Y	N	N	N				U	S, PS	Y		N

**\*Rating sheets are provided in the guidelines.**

Y = Yes

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 <b>EVENTS-AT-A-GLANCE</b>	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	Release Forms Required?
<b>Digital Communication &amp; Design</b>																
(400) Fundamental Desktop Publishing (S   PS)	10	10	90		Y	Y	Y	Y	Y			5	S, PS	Y		N
(405) Fundamentals of Web Design (S   PS)	10	10	90		Y	N	Y	Y				5	S, PS		Y	N
(410) Graphic Design Promotion (S   PS)	3		6	5	Y	N	N	N	Y		2	3	S, PS	Y		Y
(415) Advanced Desktop Publishing (S   PS)	10	10	90		Y	Y	Y	Y	Y			5	S, PS	Y		N
(420) Digital Media Production (S   PS)	3		10	5	Y	N	N	N	Y	Y	2	3	S, PS	Y		Y
(425) Computer Modeling (S)	3		10	5	Y	N	N	N		Y	2	3	S			Y
(430) Video Production Team (S   PS)	3		10	5	Y	N	N	N	Y	Y	2	2	S, PS	Y		Y
(435) Website Design Team (S   PS)	3		10	5	Y	N	N	N	Y	Y	2	2	S, PS	Y		Y
(440) Computer Animation Team (S)	3		10	5	Y	N	N	N		Y	2	2	S			Y
(445) Broadcast News Production Team (S   PS)	3		10	5	Y	N	N	N		Y	2	2	S, PS			Y
(450) Podcast Production Team (S   PS)-Pilot	3		10	5	Y	N	N	N		Y	2	2	S, PS			Y
(490) Digital Communication & Design Concepts – Open Event (S   PS)			60		Y	N	N	N				U	S, PS	Y		N
<b>Management, Marketing &amp; Communication</b>																
(500) Global Marketing Team (S)	3		10	5	Y	N	N	N	Y	Y	2	2	S			N
(505) Entrepreneurship (S   PS)	3		5-7	5	Y	N	N	N	Y	Y	2	3	S, PS	Y		N
(510) Small Business Management Team (S   PS)	8		30/10	10	Y	N	N	N		Y	2	2	S, PS			N
(515) Interview Skills (S   PS)			15	0	N	N	N	N			2	3	S, PS	Y		N
(520) Advanced Interview Skills (S   PS)			15	0	Y	N	N	N			2	3	S, PS	Y		N
(525) Extemporaneous Speech (S)	10		2-4	0	Y	N	N	N			2	3	S	Y		N
(530) Contemporary Issues (PS)	10		3-5	0	Y	N	N	N			2	3	PS			N
(535) Human Resource Management (S   PS)	20		3-5	3	Y	N	Y	N			2	3	S, PS			N
(540) Ethics & Professionalism (S   PS)	20		5-7	3	Y	N	N	N			2	3	S, PS			N
(545) Prepared Speech (S   PS)	1		5-7	5	Y	N	Y	N			2	3	S, PS	Y		N
(550) Parliamentary Procedure Team (S)	15		15	5	Y	N	Y	N			3	2	S			N
(555) Presentation Management Individual (S   PS)	3		7-10	5	Y	N	N	N		Y	2	3	S, PS			Y
(560) Presentation Management Team (S   PS)	3		7-10	5	Y	N	N	N		Y	2	2	S, PS	Y		Y
(590) Business Meeting Management Concepts Open Event (S   PS)			60		Y	N	N	N				U	S, PS	Y		N
(591) Management, Marketing & Human Resources Concepts – Open Event (S   PS)			60		Y	N	N	N				U	S, PS	Y		N
(592) Parliamentary Procedure Concepts – Open Event (S   PS)			60		Y	N	N	N				U	S, PS	Y		N
(593) Project Management Concepts – Open Event (PS)			60		Y	N	N	N				U	PS	Y		N
(594) Digital Marketing Concepts – Open Event (S   PS)			60		Y	N	N	N				U	S, PS	Y		N

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 <b>BUSINESS PROFESSIONALS of AMERICA</b> Giving Purpose to Potential <b>EVENTS-AT-A-GLANCE</b>	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	Release Forms Required?
<b>Health Administration</b>																
(600) ICD-10-CM Medical Diagnostic Coding (Formerly ICD-10-CM Diagnostic Coding) (S   PS)	10	10	60		Y	N	Y	N				5	S, PS			N
(605) Health Insurance & Medical Billing (S   PS) – Pilot	10	10	60		Y	N	Y	Y				5	S, PS			N
(610) Health Administration Procedures (Formerly Medical Office Procedures) (S   PS)	10	10	60		Y	Y	Y	Y				5	S, PS	Y		N
(615) Health Leadership/Special Topics (S   PS) –Pilot	3		10	5	Y	N	Y	N		Y		3	S, PS			N
(620) Medical Terminology Concepts-Open Event (S   PS) – Pilot			60		Y	N	N	Y				U	S, PS			N

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## **NATIONAL BPA DEADLINES**

**All pre-submitted events must be submitted electronically.** Each site will contain instructions on uploading files. Members must be registered and have their Member 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.

<b>Item</b>	<b>Deadline</b>	<b>Websites</b>
Administrative Support Research Project (S)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Advanced Interview Skills (S   PS)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Broadcast News Production Team (S   PS)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Computer Animation Team (S)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Computer Modeling (S)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Digital Media Production (S   PS)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Economic Research Individual (S)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Economic Research Team (S)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Entrepreneurship (S   PS)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Global Marketing Team (S)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Graphic Design Promotion (S   PS)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Interview Skills (S   PS)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Network Design Team (S   PS)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Podcast Production Team (S   PS) - Pilot	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Video Production Team (S   PS)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Website Design Team (S   PS)	Submitted by 11:59 p.m. Eastern Time, April 1, 2021	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
Virtual Events (ML   S   PS)	See individual event for specifications	<a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>
NLC Competitive Events Registration	Online registration by April 1, 2021	<a href="https://register.bpa.org">https://register.bpa.org</a>

<b>Item</b>	<b>Deadline</b>	<b>Websites</b>
NLC Registration	Early registration: 2/28/2021 - 4/1/2021 Late registration: 4/2/2021 - 4/8/2021	<a href="http://www.bpa.org/nlc/registration">http://www.bpa.org/nlc/registration</a>
NLC Hotel Reservations	Online by April 1, 2021	<a href="http://www.bpa.org/nlc/registration">http://www.bpa.org/nlc/registration</a>
NLC Registration Refund Requests	Submitted by April 23, 2021	<a href="http://www.bpa.org/nlc/registration">http://www.bpa.org/nlc/registration</a>
National Officer Candidate Application	Postmarked by March 25, 2021	Submit as outlined in the BPA National Officer Candidate Handbook
BPA Cares Awards	Submitted by March 25, 2021	Submit as outlined in BPA Cares Handbook
Torch Award—Ambassador	Submitted by March 25, 2021	<a href="http://bpa.org/torch-awards/">http://bpa.org/torch-awards/</a>

### **FUTURE NLC SITES**

<b>Year</b>	<b>Location</b>	<b>Date</b>
2022	Dallas, TX	May 4-8
2023	Anaheim, CA	April 26-30
2024	Chicago, IL	April 25-29
2025	Orlando, FL	May 7-11
2026	Nashville, TN	May 6-10

**National Leadership  
Conference  
2021**

**Orlando, FL  
May 5-9**

# **NATIONAL BPA PRE-SUBMISSION GUIDELINES**

## **2021 National Leadership Conference**

**Submission Deadline: April 1, 2021 by 11:59 p.m. Eastern Time**

**NOTE: PAY CLOSE ATTENTION TO THE SAVED FILE NAMING CONVENTIONS**

<b>Event</b>	<b>What to Submit at <a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a></b>	<b>Saved File Naming Conventions</b>	<b>Bring to Conference</b> * Copies below must be brought for BOTH preliminaries and finals
<b>Finance (100's)</b>			
(155) Economic Research Project - Individual (S)	Research Paper and Works Cited in one combined PDF file.	<b>ERPI-MemberID.pdf</b>	1 copy of Research Paper 1 copy of Works Cited
(160) Economic Research Project - Team (S)	Research Paper and Works Cited in one combined PDF file.	<b>ERPT-MemberID.pdf</b>	1 copy of Research Paper 1 copy of Works Cited
<b>Business Administration (200's)</b>			
(260) Administrative Support Research Project (S)	Research Paper and Works Cited in one combined PDF file.	<b>ARPI-MemberID.pdf</b>	1 copy of Research Paper 1 copy of Works Cited
<b>Management Information System (300's)</b>			
(325) Network Design Team (S   PS)	Written proposal (Report Format) and Works Cited in one combined PDF file.	<b>NDT-MemberID.pdf</b>	1 copy of Written Proposal 1 copy of Works Cited
<b>Digital Communication &amp; Design (400's)</b>			
(410) Graphic Design Promotion (S   PS)	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) Works Cited – PDF format 5) Release form	<b>GDP-MemberID-Flyer</b> <b>GDP-MemberID-Logo</b> <b>GDP-MemberID-Pin</b> <b>GDP-MemberID-WorksCited.pdf</b> <b>GDP-MemberID-Releaseform.pdf</b>	1 copy of Flyer 1 copy of 4x4 Logo 1 copy of 2x2 Logo 1 copy Works Cited 1 copy Release Forms
(420) Digital Media Production (S   PS)	<b>URL</b> to project, Works Cited, and Release Form(s) in one combined PDF file.	<b>DMP-MemberID.pdf</b>	1 copy of Works Cited



Event	What to Submit at <a href="https://presubmit.bpa.org">https://presubmit.bpa.org</a>	Saved File Name	Bring to Conference * Copies below must be brought for BOTH preliminaries and finals
<b>Digital Communication &amp; Design (400's) (continued)</b>			
(425) Computer Modeling (S)	URL to project, 1-page profile, Works Cited and Release Form(s) in one combined PDF file.	CM-MemberID.pdf	1 copy of concept art/prototypes 1-page profile 1 copy of Works Cited
(430) Video Production Team (S   PS)	URL to project, Works Cited and Release Form(s) in one combined PDF file.	VPT-MemberID.pdf	1 copy of Works Cited
(435) Website Design Team (S   PS)	URL to project (including any necessary login credentials, if necessary), Works Cited and Release Form(s) in one combined PDF file.	WDT-MemberID.pdf	1 copy of Works Cited
(440) Computer Animation Team (S)	URL to project files, Release Forms and Works Cited in one combined PDF file.	CAT-MemberID.pdf	1 copy of Storyboard 1 copy of Works Cited
(445) Broadcast News Production Team (S   PS)	URL to project, script, Release Forms and Works Cited in one combined PDF file.	BNPT-MemberID.pdf	1 copy of Works Cited
(450) Podcast Production Team (S   PS) - Pilot	URL to project, Release Forms and Works Cited in one combined PDF file.	PT-MemberID.pdf	1 copy of Works Cited
<b>Management, Marketing &amp; Communication (500's)</b>			
(500) Global Marketing Team (S)	Marketing Plan and Works Cited in one combined PDF file.	GMT-MemberID.pdf	1 copy of Marketing Plan 1 copy of Works Cited
(505) Entrepreneurship (S   PS)	Business Plan and Works Cited in one combined PDF file.	ENT-MemberID.pdf	1 copy of Business Plan 1 copy of Works Cited
(515) Interview Skills (S   PS)	Cover Letter and Résumé as separate PDF files.	IS-MemberID-coverletter.pdf	1 copy of Cover Letter 1 copy of Résumé
(520) Advanced Interview Skills (S   PS)	Cover Letter and Résumé as separate PDF files.	AIS-MemberID-resume.pdf	1 copy of Cover Letter 1 copy of Résumé 1 Portfolio ( <i>must not be left with judges</i> )

## **NLC 2021 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**

<b><i>Event</i></b>	<b><i>Software Packages</i></b>
Administrative Support Team (S   PS) (255)	MS Office 2016
Advanced Desktop Publishing (S   PS) (415)	Adobe InDesign® CC, Adobe Illustrator® CC, Adobe Photoshop® CC
Advanced Office Systems & Procedures (S   PS) (225)	MS Office 2016
Advanced Spreadsheet Applications (S   PS) (235)	MS Excel 2016
Advanced Word Processing (S   PS) (210)	MS Office 2016
Basic Office Systems & Procedures (S   PS) (220)	MS Office 2016
Database Applications (S   PS) (240)	MS Access 2016
Fundamental Desktop Publishing (S   PS) (400)	MS Office 2016, MS Publisher 2016, Adobe InDesign® CC, Adobe Photoshop® CC
Fundamental Spreadsheet Applications (S   PS) (230)	MS Excel 2016
Fundamental Word Processing (S   PS) (200)	MS Office 2016
Fundamentals of Web Design (S   PS) (405)	Notepad
Health Administration Procedures (S   PS) (250)	MS Office 2016
Integrated Office Applications (S   PS) (215)	MS Office 2016
Intermediate Word Processing (S   PS) (205)	MS Office 2016
Legal Office Procedures (S   PS) (245)	MS Office 2016

**Check individual event guidelines for information regarding the use of member's own computers. Members 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 member(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 member(s). Members who experience failure problems with their equipment will *not* be rescheduled. Members 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 members by the National Center.

### ***ANNOUNCEMENT:***

***Starting with the 2021-2022 membership year, National BPA will move to Office 2019.***

## **NLC 2020 REQUIRED Industry Certification Alignments**

*The following industry certifications are required and provided (free of charge) for all competitors competing at the national level in each competition listed below. The certification testing will count towards 100 points to the final score for each of the aligned BPA competitive events.*

- **Microsoft Office Specialist – MOS**

- **Microsoft Technology Associate - MTA**

<b>BPA Competitive Event Name</b>	<b>Industry Certification Offered by Certiport</b>
Advanced Spreadsheet Applications (S   PS) (235)	MOS Excel Exam 2016
Advanced Word Processing (S   PS) (210)	MOS Word Exam 2016
*Computer Network Technology (S   PS) (300)	MTA Networking Fundamentals
*Computer Security (S   PS) (320)	MTA Security Fundamentals
*C# Programming (S   PS) (330)	MTA Software Development Fundamentals C# Exam
Database Applications (S   PS) (240)	MOS Access 2016
*Fundamentals of Web Design (S   PS) (405)	MTA Introduction to Programming Using HTML and CSS
Integrated Office Applications (S   PS) (215)	MOS PowerPoint 2016
*PC Servicing & Troubleshooting (S   PS) (305)	MTA Windows OS Fundamentals
*Server Administration Using Microsoft® (S   PS) (310)	MTA Networking Fundamentals

<b>BPA Competitive Event Name</b>	<b>Industry Certification Offered by TestOut</b>
Linux Operating System Fundamentals (S   PS) (350)	TestOut Linux Pro

**\*Note:** Members who have certified in the aligned Microsoft Technology Associate (MTA) exam may choose from one of the following two options:

1. The member will be given the opportunity to take another certification exam within the event subject area in place of the previously passed exam. If the member passes their chosen exam, they will receive 100 points towards the final score of the BPA competitive event. If the member fails, their chosen exam they will receive zero (0) points towards the final score of the BPA competitive event.
2. The member may share their previously passed test scores with NLC staff. If this option is selected, the member will be required to login to their Certiport account and share the previously earned score at the time of sign in at NLC.

**All members 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](http://Certiport.com/BPA) or contact Certiport for additional details. [www.certiport.com](http://www.certiport.com) 1.888.999.9830

### **Learn, Practice, Certify**

Think you have what it takes to reach the podium? 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, 2021, BPA members may enjoy access to the industry's best certification test preparation materials for 25% OFF\*. Take advantage of amazing discount at <http://shop.certiport.com/> by using offer code "BPA25". To learn more 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 competitors (regardless of age) 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, 2021, member scores will *not* be released and students' overall scores will be drastically affected.

The [Parental Consent form](#) is located on the next page 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 members competing at the National Leadership Conference in one of the Certiport certification aligned events.



Certiport, A Pearson VUE Business  
1276 South 620 East, Suite 200  
American Fork, UT 84003 USA

Telephone: 1-888-999-9830  
International: (801) 847-3100  
[www.certiport.com](http://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](http://www.certiport.com) and in Certiport's test instructions and delivery system, 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 to the following:

- 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](http://www.certiport.com), including, but not limited to, the privacy policy, the terms and conditions, the collection, use, and disclosure of the Candidate's personal information and that I understand the Certiport Candidate will agree to abide by the terms and conditions and privacy policy; 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, Excel, and Access at the BPA 2021 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



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](http://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](http://www.certiport.com) and in Certiport's test registration and delivery system and that these terms and conditions are legally binding.

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- 2) That I have had an opportunity to review the Certiport terms and conditions and privacy policy available at [www.certiport.com](http://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
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\_\_\_\_\_  
Name of Parent/Legal Guardian

\_\_\_\_\_  
Signature of Parent/Legal Guardian

\_\_\_\_\_  
Date

## **NLC 2021 RECOMMENDED (NOT REQUIRED) Industry Certifications**

*The following certification exams ARE NOT REQUIRED as part of any WSAP Competitive Event. The table below highlights your opportunity to pass a RECOMMENDED Precision Exams Certification. These exams are NOT complimentary and require the purchase of a single one (1)-day or three (3)-day pass during the online National Conference Registration or on-site during the National Leadership Conference.*

<b>WSAP Competitive Event</b>	<b>Precision Exams Certification (Recommended)</b>
(100) Fundamental Accounting (S) (105) College Accounting (PS)	PE Accounting I (210)
(110) Advanced Accounting (S) (115) Advanced College Accounting (PS)	PE Accounting II (212)
(145) Banking & Finance (S   PS)	PE Banking & Finance (235)
(155) Economic Research Individual (S) (160) Economic Research Team (S)	PE Economics (450)
(165) Personal Financial Management (S   PS)	PE Business Mathematics and Personal Finance (236)
(205) Intermediate Word Processing (S   PS)	PE Word Processing (262)
(215) Integrated Office Applications (S   PS)	PE Business Office Specialist (252)
(265) Business Law & Ethics (S   PS)	PE Business Law (240)
(300) Computer Network Technology (S   PS)	PE Network Fundamentals (888)
(305) PC Servicing & Troubleshooting (S   PS)	PE Computer Maintenance and Repair (884)
(330) C# Programming (S   PS)	PE Computer Programming II (C#) (832)
(335) C++ Programming (S   PS)	PE Computer Programming II (C++) (830)
(340) Java Programming (S   PS)	PE Computer Programming II (Java) (835)
(400) Fundamental Desktop Publishing (S   PS)	PE Desktop Publishing I (248)
(410) Graphic Design Promotion (S   PS)	PE Design and Visual Communication (530)
(415) Advanced Desktop Publishing (S   PS)	PE Desktop Publishing II (249)
(420) Digital Media Production (S   PS)	PE Digital Media IB (811)
(425) Computer Modeling (S)	PE 3D Graphics (819)
(430) Video Production Team (S   PS)	PE Video Production I (592)
(435) Website Design Team (S   PS)	PE Business Web Page Design (254)
(440) Computer Animation Team (S)	PE Animation (819)
(445) Broadcast News Production Team (S   PS)	PE Television Production I (590)
(505) Entrepreneurship (S   PS)	PE Entrepreneurship (451)
(510) Small Business Management Team (S   PS)	PE Business Management (230)
(515) Interview Skills (S   PS) (520) Advanced Interview Skills (S   PS)	PE Preparing for College and Career (1003)
(525) Extemporaneous Speech (S) (530) Contemporary Issues (PS) (545) Prepared Speech (S   PS) (555) Presentation Management Individual (S   PS) (560) Presentation Management Team (S   PS)	PE Business Communication I (220)
(610) Health Administration Procedures (S   PS)	PE Medical Assistant: Medical Office Management (712)

## **ALPHABETICAL LISTING OF WORKPLACE SKILLS ASSESSMENTS**

Administrative Support Concepts-Open Event (S | PS) (290)  
Administrative Support Research Project (S) (260)  
Administrative Support Team (S | PS) (255)  
Advanced Accounting (S) (110)  
Advanced College Accounting (PS) (115)  
Advanced Desktop Publishing (S | PS) (415)  
Advanced Interview Skills (S | PS) (520)  
Advanced Office Systems & Procedures (S | PS) (225)  
Advanced Spreadsheet Applications (S | PS) (235)  
Advanced Word Processing (S | PS) (210)  
Banking & Finance (S | PS) (145)  
Basic Office Systems & Procedures (S | PS) (220)  
Broadcast News Production Team (S | PS) (445)  
Business Law & Ethics (S | PS) (265)  
Business Meeting Management Concepts –  
    Open Event (S | PS) (590)  
C++ Programming (S | PS) (335)  
C# Programming (S | PS) (330)  
College Accounting (PS) (105)  
College Payroll Accounting (PS) (130)  
Computer Animation Team (S) (440)  
Computer Modeling (S) (425)  
Computer Network Technology (S | PS) (300)  
Computer Programming Concepts-Open Event (S | PS) (390)  
Computer Security (S | PS) (320)  
Contemporary Issues (PS) (530)  
Cybersecurity/Digital Forensics (ML | S | PS) (V07)  
Database Applications (S | PS) (240)  
Digital Communication & Design Concepts –  
    Open Event (S | PS) (490)  
Digital Marketing Concepts-Open Event (S | PS) (594)  
Digital Media Production (S | PS) (420)  
Economic Research Individual (S) (155)  
Economic Research Team (S) (160)  
Entrepreneurship (S | PS) (505)  
Ethics & Professionalism (S | PS) (540)  
Extemporaneous Speech (S) (525)  
Federal Income Tax Accounting (PS) (140)  
Financial Analyst Team (S | PS) (150)  
Financial Audit (PS) (170) – Pilot  
Financial Math & Analysis Concepts-Open Event (S | PS) (190)  
Financial Portfolio Management Team (ML | S | PS) (V09)  
Fundamental Accounting (S) (100)  
Fundamental Desktop Publishing (S | PS) (400)  
Fundamental Spreadsheet Applications (S | PS) (230)  
Fundamental Word Processing (S | PS) (200)  
Fundamentals of Web Design (S | PS) (405)  
Global Marketing Team (S) (500)  
Graphic Design Promotion (S | PS) (410)  
Health Administration Procedures (S | PS) (610) – Pilot  
Health Insurance & Medical Billing (S | PS) (605) – Pilot  
Health Leadership/Special Topics (S | PS) (615) – Pilot  
Human Resource Management (S | PS) (535)  
ICD-10-CM Medical Diagnostic Coding (S | PS) (600)  
Information Technology Concepts-Open Event (S | PS) (391)  
Integrated Office Applications (S | PS) (215)  
Intermediate Word Processing (S | PS) (205)  
Interview Skills (S | PS) (515)  
Java Programming (S | PS) (340)  
Legal Office Procedures (S | PS) (245)  
Linux Operating System Fundamentals (S | PS) (350)  
Management, Marketing, & Human Resources Concepts  
    Open Event (S | PS) (591)  
Managerial Accounting (PS) (135)  
Medical Terminology Concepts Open Event (S | PS) (620) -  
    Pilot  
Mobile Applications (ML | S | PS) (V05)  
Network Administration Using Cisco® (S | PS) (315)  
Network Design Team (S | PS) (325)  
Parliamentary Procedure Concepts-Open Event (S | PS) (592)  
Parliamentary Procedure Team (S) (550)  
Payroll Accounting (S) (125)  
PC Servicing & Troubleshooting (S | PS) (305)  
Personal Financial Management (S | PS) (165)  
Podcast Production Team (S | PS) (450) – Pilot  
Prepared Speech (S | PS) (545)  
Presentation Management Individual (S | PS) (555)  
Presentation Management Team (S | PS) (560)  
Project Management Concepts – Open Event (PS) (593)  
Promotional Photography (ML | S | PS) (V06)  
Python Programming (S | PS) (355) – Pilot  
Server Administration Using Microsoft® (S | PS) (310)  
Small Business Management Team (S | PS) (510)  
Software Engineering Team (ML | S | PS) (V03)  
SQL Database Fundamentals (S | PS) (345)  
Start-up Enterprise Team (ML | S | PS) (V08)  
Video Production Team (S | PS) (430)  
Virtual Branding Team (ML | S | PS) (V10) – Pilot  
Virtual Multimedia and Promotion Ind. (ML | S | PS) (V01)  
Virtual Multimedia and Promotion Team (ML | S | PS) (V02)  
Web Application Team (ML | S | PS) (V04)  
Website Design Team (S | PS) (435)



## **WORKPLACE SKILLS ASSESSMENT STANDARDS**

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

Skills common to the six core assessment areas: Finance, Business Administration, Management Information Systems, Digital Communication & Design, and Management, Marketing & Communication, Health Administration 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.


### ***Health Administration Workplace Skills***

- HA1 Demonstrate an understanding of management in health administration and practices.
- HA2 Use correct terminology related to health administration.
- HA3 Demonstrate an understanding of integrity and ethics in work environments across domestic and international demographics.
- HA4 Demonstrate an understanding of how to operate under federal health guidelines.

## CAREER CLUSTER CROSSWALKS

For more information about the National Career Clusters® Framework, visit <a href="http://www.careertech.org/career-clusters">www.careertech.org/career-clusters</a> .								
 <b>BUSINESS PROFESSIONALS of AMERICA</b> <small>Giving Purpose to Potential</small>	Arts, A/V Technology & Communications	Business, Management & Administration	Finance	Government & Public Administration	Health Science	Information Technology	Law, Public Safety, Corrections & Security	Marketing, Sales & Service
<b>Virtual</b>								
(V01) Virtual Multimedia and Promotion Individual (ML   S   PS)	x					x		
(V02) Virtual Multimedia and Promotion Team (ML   S   PS)	x					x		
(V03) Software Engineering Team (ML   S   PS)	x					x		
(V04) Web Application Team (ML   S   PS)						x		x
(V05) Mobile Applications (ML   S   PS)						x		
(V06) Promotional Photography (ML   S   PS)	x					x		
(V07) Cybersecurity/Digital Forensics (ML   S   PS)		x				x	x	
(V08) Start-up Enterprise Team (ML   S   PS)		x	x			x		x
(V09) Financial Portfolio Management Team (ML   S   PS)		x	x					
(V10) Virtual Branding Team (ML   S   PS) - Pilot	x	x				x		x
<b>Finance</b>								
(100) Fundamental Accounting (S)		x	x					
(105) College Accounting (PS)		x	x					
(110) Advanced Accounting (S)		x	x					
(115) Advanced College Accounting (PS)		x	x					
(125) Payroll Accounting (S)		x	x					
(130) College Payroll Accounting (PS)		x	x					
(135) Managerial Accounting (PS)		x	x					
(140) Federal Income Tax Accounting (PS)		x	x	x				
(145) Banking & Finance (S   PS)		x	x					
(150) Financial Analyst Team (S   PS)		x	x			x		
(155) Economic Research Individual (S)		x	x					
(160) Economic Research Team (S)		x	x					
(165) Personal Financial Management (S   PS)		x	x					
(170) Financial Audit (PS) – Pilot		x	x					
(190) Financial Math & Analysis Concepts – Open Event (S   PS)			x					

 <b>BUSINESS PROFESSIONALS of AMERICA</b> Giving Purpose to Potential	Arts, A/V Technology & Communications	Business, Management & Administration	Finance	Government & Public Administration	Health Science	Information Technology	Law, Public Safety, Corrections & Security	Marketing, Sales & Service
	<b>Business Administration</b>							
(200) Fundamental Word Processing (S   PS)		X				X		
(205) Intermediate Word Processing (S   PS)		X				X		
(210) Advanced Word Processing (S   PS)		X				X		
(215) Integrated Office Applications (S   PS)		X				X		
(220) Basic Office Systems & Procedures (S   PS)		X				X		
(225) Advanced Office Systems & Procedures (S   PS)		X				X		
(230) Fundamental Spreadsheet Applications (S   PS)		X	X			X		
(235) Advanced Spreadsheet Applications (S   PS)		X	X			X		
(240) Database Applications (S   PS)		X				X		
(245) Legal Office Procedures (S   PS)		X				X	X	
(255) Administrative Support Team (S   PS)		X				X		
(260) Admin. Support Research Project (S)		X						
(265) Business Law & Ethics (S   PS)		X		X			X	
(290) Admin. Support Concepts – Open Event (S   PS)		X						
<b>Management Information Systems</b>								
(300) Computer Network Technology (S   PS)						X		
(305) PC Servicing & Troubleshooting (S   PS)		X				X		
(310) Server Administration Using Microsoft® (S   PS)						X		
(315) Network Administration Using Cisco® (S   PS)						X		
(320) Computer Security (S   PS)		X				X		
(325) Network Design Team (S   PS)		X				X		
(330) C# Programming (S   PS)						X		
(335) C++ Programming (S   PS)						X		
(340) Java Programming (S   PS)						X		
(345) SQL Database Fundamentals (S   PS)						X		
(350) Linux Operating System Fundamentals – Pilot (S   PS)						X		
(390) Computer Programming Concepts – Open Event (S   PS)						X		
(391) Information Tech Concepts – Open Event (S   PS)						X		

 <b>BUSINESS PROFESSIONALS of AMERICA</b> Giving Purpose to Potential	Arts, A/V Technology & Communications	Business, Management & Administration	Finance	Government & Public Administration	Health Science	Information Technology	Law, Public Safety, Corrections & Security	Marketing, Sales & Service
<b>Digital Communication &amp; Design</b>								
(400) Fundamental Desktop Publishing (S   PS)	x	x				x		x
(405) Fundamentals of Web Design (S   PS)						x		x
(410) Graphic Design Promotion (S   PS)	x	x	x			x		x
(415) Advanced Desktop Publishing (S   PS)	x	x				x		
(420) Digital Media Production (S   PS)	x					x		x
(425) Computer Modeling (S)						x		
(430) Video Production Team (S   PS)	x					x		x
(435) Website Design Team (S   PS)						x		x
(440) Computer Animation Team (S)	x					x		x
(445) Broadcast News Production Team (S   PS)	x					x		
(450) Podcast Production Team (S   PS) – Pilot	x					x		x
(490) Digital Communication & Design Concepts – Open Event (S   PS)	x					x		
<b>Management, Marketing &amp; Communication</b>								
(500) Global Marketing Team (S)		x	x	x		x		x
(505) Entrepreneurship (S   PS)		x	x					x
(510) Small Business Management Team (S   PS)		x	x					x
(515) Interview Skills (S   PS)		x						x
(520) Advanced Interview Skills (S   PS)		x						x
(525) Extemporaneous Speech (S)		x						x
(530) Contemporary Issues (PS)		x						x
(535) Human Resource Management (S   PS)		x						x
(540) Ethics & Professionalism (S   PS)		x						x
(545) Prepared Speech (S   PS)		x						
(550) Parliamentary Procedure Team (S)		x				x		x
(555) Presentation Management Individual (S   PS)		x				x		x
(560) Presentation Management Team (S   PS)		x						x
(590) Business Meeting Management Concepts – Open Event (S   PS)		x						
(591) Management, Marketing & Human Resources Concepts – Open Event (S   PS)		x						
(592) Parliamentary Procedure Concepts – Open Event (S   PS)		x				x		
(593) Project Management Concepts – Open Event (PS)	x					x		x
<b>Health Administration</b>								
(600) ICD-10-CM Medical Diagnostic Coding (S   PS)		x			x			
(605) Health Insurance & Medical Billing (S   PS) – Pilot		x	x		x			x
(610) Health Administration Procedures (S   PS)		x	x		x	x		x
(615) Health Leadership/Special Topics (S   PS) – Pilot		x			x			
(620) Medical Terminology Concepts – Open Event (S   PS) – Pilot		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) members 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 the [BPA National Showcase](#) for more information.

- (V01) [Virtual Multimedia and Promotion Individual \(ML | S | PS\)](#)
- (V02) [Virtual Multimedia and Promotion Team \(ML | S | PS\)](#)
- (V03) [Software Engineering Team \(ML | S | PS\)](#)
- (V04) [Web Application Team \(ML | S | PS\)](#)
- (V05) [Mobile Applications \(ML | S | PS\)](#)
- (V06) [Promotional Photography \(ML | S | PS\)](#)
- (V07) [Cybersecurity/Digital Forensics \(ML | S | PS\)](#)
- (V08) [Start-up Enterprise Team \(ML | S | PS\)](#)
- (V09) [Financial Portfolio Management Team \(ML | S | PS\)](#)
- (V10) [Virtual Branding Team \(M | S | PS\) – Pilot](#)

## **(V01) Virtual Multimedia and Promotion Individual (ML | S | PS)**

### **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 the number of entries per chapter or per state.

### **Event Registration**

- Advisors register members for the event using the Membership Registration System, accessible at <https://register.bpa.org>.
- 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 no later than 11:59 p.m. Eastern Time, on November 1, 2020.
- Members 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**

Compare and contrast Virtual vs In-Person Learning Environments.

### **Competencies**

- Apply knowledge of software, equipment, and skills related to video production
- Utilize video editing applications
- Develop a storyline using a storyboard and script
- 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 an understanding of developing a final product for a target audience

### **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 23 for settings recommendations.
- **Submit the URL to the final project files, Works Cited, and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on January 15, 2021.**
- Member ID will be required for all submissions.
- Participants must include the BPA logo, tagline, and colors in the video.

- The member is responsible for securing a signed [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](#).)
- Multiple submissions will *not* be accepted.
- Members will be assigned to sections prior to their preliminary presentation.
- For members who qualify, members' advisors will be contacted to reserve a time for a video conference presentation before a panel of judges. E-mail confirmation will be sent to those members eligible to reserve a presentation time. The dates and times for presentation reservations will be announced via e-mail notification.
- The top members 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 <https://bpa.org/nlc/virtual-competitions-and-nlc-national-showcase/> for more information.
- 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 members who wish to receive judges' comments must submit an e-mail address at the time of submission.**

**(V01) Virtual Multimedia and Promotion Individual (ML | S | PS)**

**Technical Scoring Rubric**

**Judge Number** \_\_\_\_\_

**Member ID** \_\_\_\_\_

Member 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
Member submitted the correct information and in the correct format. <ul style="list-style-type: none"><li>• URL to project, signed <a href="#">Release Form</a>(s), and Works Cited in a single combined PDF.</li></ul> <i>All points or none are awarded by the technical judge.</i>				10	
<b>Content</b> Aligns to topic, depth of research, influences audience	1-5	6-10	11-15	16-20	
<b>Technique</b> Aesthetic use of colors and fonts, consistent format, visually organized	1-5	6-10	11-15	16-20	
<b>Creativity/Originality</b> Grabs & holds viewer's attention, enhances topic	1-5	6-10	11-15	16-20	
<b>Sound</b> Volume levels, clarity, sound editing, sound design	1-5	6-10	11-15	16-20	
<b>Technology</b> Motion, animation, FX	1-5	6-10	11-15	16-20	
<b>Grammar</b> Spelling, punctuation, and usage	0 (3+ errors)	5 (2 errors)	10 (1 error)	20 (0 errors)	
<b>TECHNICAL SCORE (130 points maximum)</b>					



**(V01) Virtual Multimedia and Promotion Individual (ML | S | PS)**

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

**Presentation Scoring Rubric**

	Below Average	Average	Good	Excellent	Points Awarded
<b>PRESENTATION POINTS</b>					
Oral presentation/stage presence/delivery (Including: maintaining eye contact, voice inflection, well-spoken, etc.)	1-5	6-10	11-15	16-20	
<ul style="list-style-type: none"><li>• Ability to explain the development and design process</li><li>• (i.e. pre-production phase &amp; target audience)</li></ul>	1-5	6-10	11-15	16-20	
<ul style="list-style-type: none"><li>• Ability to explain the use of media elements (graphics, video, audio, special effects, lighting, etc.)</li></ul>	1-5	6-10	11-15	16-20	
Explanation of technology & software used	1-5	6-10	11-15	16-20	
Effectiveness of presentation	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-2	3-5	6-8	9-10	
<b>TOTAL PRESENTATION POINTS (110 points maximum)</b>					

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

**TOTAL MAXIMUM POINTS = 280**

## **(V02) Virtual Multimedia and Promotion Team (ML | S | PS)**

### **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 members for the event using the Membership Registration System, accessible at <https://register.bpa.org>.
- 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 no later than 11:59 p.m. Eastern Time, on November 1, 2020.
- Members 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 video unboxing a product and then using/reviewing the product.

### **Competencies**

- Apply knowledge of software, equipment, and skills related to video production
- Utilize video editing applications
- Develop a storyline using a storyboard and script
- 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 an understanding of developing a final product for a target audience

### **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 23 for settings recommendations.
- **Submit the URL to the final project files, Works Cited, and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on January 15, 2021.**
- 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 signed [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](#).)
- No exceptions can be made for missed deadlines due to an incorrect email address for submission or technical difficulties
- Multiple submissions will *not* be accepted.
- 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. Email 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 <https://bpa.org/nlc/virtual-competitions-and-nlc-national-showcase/> for more information.
- 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.**

**(V02) Virtual Multimedia and Promotion Team (ML | S | PS)**

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

**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"><li>Signed <a href="#">Release Form</a>(s) – PDF format</li><li>Works Cited – PDF format</li></ul> <i>All points or none are awarded by the technical judge.</i>				10	
<b>Content</b> Aligns to topic, depth of Research, influences audience	1-5	6-10	11-15	16-20	
<b>Technique</b> Aesthetic use of colors and fonts, consistent format, visually organized	1-5	6-10	11-15	16-20	
<b>Creativity/Originality</b> Grabs & holds viewer’s attention, enhances topic	1-5	6-10	11-15	16-20	
<b>Sound</b> Volume levels, clarity, sound editing, sound design	1-5	6-10	11-15	16-20	
<b>Technology</b> Motion, animation, FX	1-5	6-10	11-15	16-20	
<b>Grammar</b> Spelling, punctuation, and usage	0 (3+ errors)	5 (2 errors)	10 (1 error)	20 (0 errors)	
<b>TECHNICAL SCORE (130 points maximum)</b>					

**(V02) Virtual Multimedia and Promotion Team (ML | S | PS)**

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

**Presentation Scoring Rubric**

	Below Average	Average	Good	Excellent	Points Awarded
<b>PRESENTATION POINTS</b>					
Oral presentation/stage presence/delivery (Including: maintaining eye contact, voice inflection, well-spoken, etc.)	1-5	6-10	11-15	16-20	
<ul style="list-style-type: none"><li>• Ability to explain the development and design process</li><li>• (i.e. pre-production phase &amp; target audience)</li></ul>	1-5	6-10	11-15	16-20	
<ul style="list-style-type: none"><li>• Ability to explain the use of media elements (graphics, video, audio, special effects, lighting, etc.)</li></ul>	1-5	6-10	11-15	16-20	
Explanation of technology & software used	1-5	6-10	11-15	16-20	
Explanation of roles of various team members	1-5	6-10	11-15	16-20	
Effectiveness of presentation	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-2	3-5	6-8	9-10	
<b>TOTAL PRESENTATION POINTS (130 points maximum)</b>					

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

**TOTAL MAXIMUM POINTS = 280**

## **(V03) Software Engineering Team (ML | S | PS)**

### **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 members for the event using the Membership Registration System, accessible at <https://register.bpa.org>.
- 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 no later than 11:59 p.m. Eastern Time, on November 1, 2020.
- Members 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 registration*).

### **Topic**

As a member of the startup game company, Cognitive Thought Media, you are tasked with creating a digital board/card game: examples include, but are not limited to: Monopoly, Life, Magic or Uno. Your game will need to include at least one of the following capabilities:

- Single player (using AI)
- Multi Player (with or without AI)
- Network compatible

### **Competencies**

- 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 a database (see below) for saving and resumption of gameplay sessions.
- Values/stats of all game pieces/cards and related data must be stored on a database

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++
- Apple Swift
- Unity

Additional languages/frameworks/ may be approved by contacting the Director of Technology Integration, Patrick Schultz, at [pschultz@bpa.org](mailto:pschultz@bpa.org).

The following is a list of possible database systems available:

- Oracle Express 11g
- Microsoft SQL Server
- Oracle MySQL
- PostgreSQL
- SQLite
- JavaDB
- Google Firebase
- Amazon Web Services

Additional databases may be approved by contacting the Director of Technology Integration, Patrick Schultz, at [pschultz@bpa.org](mailto:pschultz@bpa.org).

The use of game development frameworks (e.g. Unity, 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, 2020 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 1, 2020 at 11:59 p.m. Eastern Time.
- The final project submission deadline will be January 15, 2021 at 11:59 p.m. Eastern Time.
- 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.).
- **Submit the URL to the final project files, Works Cited, and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on January 15, 2021.**
- The use integrated development environments (e.g. Microsoft Visual Studio, Eclipse, IntelliJ, Apple XCode, etc...) is highly recommended.
- A signed [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.
- The Top 20 teams with the highest technical scores will be contacted to reserve a time for a videoconference presentation before a panel of judges. 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.
- 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.
- Code must be original work of team.



## **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 project URL, Works Cited, and signed [Release Form](#)(s) (as a combined PDF file) are the only things that you will upload to <https://presubmit.bpa.org>. You must note the URL for your compressed project files, including any necessary login information, if applicable, in your combined PDF.

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 MEMBERS**

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 (ML | S | PS)**

**Judge Number** \_\_\_\_\_

**Team Number** \_\_\_\_\_

**Technical Scoring Rubric**

<b>Items To Evaluate</b>	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
<b>Object-Oriented Programming (140 points)</b>					
Proper class design and organization	1 – 3	4 – 15	16 – 27	28 – 40	
Code reuse (minimize code duplication)	1 – 2	3 – 10	11 – 18	19 – 30	
Use of encapsulation	1 – 2	3 – 10	11 – 18	19 – 30	
Use of inheritance	1 – 3	4 – 15	16 – 27	28 – 40	
<b>Design Analysis (50 points)</b>					
Data Flow Diagram(s)	1 – 4	5 – 20	21 – 36	37 – 50	
<b>Code Documentation (70 points)</b>					
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 (ML | S | PS)**

**Judge Number** \_\_\_\_\_

**Team Number** \_\_\_\_\_

<b>Items To Evaluate</b>	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
<b>Crash Reporting (50 points)</b>					
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	
<b>Data Driven Design (90 points)</b>					
Application makes use of data driven design for runtime settings via database	1 – 3	4 – 15	16 – 27	28 – 30	
Session data (saved games, high scores, etc.) are stored via database for later reuse	1 – 3	4 – 15	16 – 27	28 – 30	
Application makes use of data driven design for game content via database	1 – 3	4 – 15	16 – 27	28 – 30	
<b>Error Handling (65 points)</b>					
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	
<b>Logging (60 points)</b>					
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 (ML | S | PS)

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

#### TECHNICAL SPECIFICATIONS (125 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	100	
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 (ML | S | PS)

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
Technical Scoring Points	525	
Technical Specifications Points	125	
Gameplay Points	150	
Presentation Points	200	
TOTAL (1,000 points maximum)		

## **(V04) Web Application Team (ML | S | PS)**

### **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 members for the event using the Membership Registration System, accessible at <https://register.bpa.org>.
- 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 no later than 11:59 p.m. Eastern Time, on November 1, 2020.
- Members 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**

High Thrills Entertainment, LLC is an up and coming company in the area of theme parks and entertainment venues. They have hired your group to develop a web application to serve as their online reservation system of newly acquired them park. A table (table 1) of average ride times and restaurant wait times to aid in your project. Any ride reservations must be at least 30 minutes after last ride. Your team's primary objectives are to create an application to aid park visitors in their day of fun.

### **Required Features:**

- Ride Reservations
- Restaurant Reservation
- Show Reservation
- Itinerary Report
- Login/Registration
- Administration
  - Login Page
  - Park Stats Reports
  - Modify Data

### **Possible Features:**

- Customer Reviews
- Online Wallet
- Meal Plans
- Link to multiple social media channels
- Family Itinerary Planner
- Customer account page
- Weather Forecast
- Rate the Rides

## 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 23 for settings recommendations.
- **Submit the URL to the final project files, Works Cited, and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on January 15, 2021.**
- Members 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 15, 2021. 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 <https://bpa.org/nlc/virtual-competitions-and-nlc-national-showcase/> 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.**



<b>Ride Names</b>	<b>Average Ride Time</b>
Roller Coaster	4.5 Minutes
Ferris Wheel	19 Minutes
Swings	8 Minutes
Rocket Ship	7 Minutes
Sling Shot	10 Minutes
Haunted Castle Ride	12 Minutes
Parachute Drop	3 Minutes
Merry-Go-Round	6 Minutes
Antique Cars	22 Minutes
Cage Ride	6 Minutes
Train	25 Minutes
Boats	30 Minutes
<b>Restaurants</b>	<b>Average Wait Time</b>
Chuck Wagon	17 Minutes
Dogs to Go	4 Minutes
Chickens-R-Us	10 Minutes
Easy as Pie Diner	18 Minutes
Forever Cool Ice Cream	8 Minutes

(Exhibit: Table 1)

## (V04) Web Application Team (ML | S | PS)

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"><li>• Works Cited – PDF format</li><li>• <a href="#">Release Form</a>(s) – PDF format</li></ul> <i>All points or none are awarded by the technical judge.</i>				10	
<b>Page Design</b>					
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	
<b>Total Page Design Points (100 points maximum)</b>					
<b>Customer Functionality</b>					
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	
<b>Total Customer Functionality Points (80 points maximum)</b>					
<b>Database Development</b>					
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	
<b>Total Database Development Points (120 points maximum)</b>					

**(V04) Web Application Team (ML | S | PS)**

**Judge Number** \_\_\_\_\_

**Team Number** \_\_\_\_\_

**Technical Scoring Rubric (continued)**

<b>Items to Evaluate</b>	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
<b>Application Design</b>					
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	
<b>Total Application Design Points (120 points maximum)</b>					
<b>Administration</b>					
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	
<b>Total Administration Points (60 points maximum)</b>					
<b>Application functions as indicated (it works)</b>					
Reports generate accurate results	1-5	6-10	11-15	16-20	
Itinerary report returns 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	
<b>Total Application Points (80 points maximum)</b>					
<b>TOTAL TECHNICAL POINTS (570 points maximum)</b>					

**(V04) Web Application Team (ML | S | PS)**

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

**Presentation Scoring Rubric**

	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
<b>PRESENTATION POINTS</b>					
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	
<b>TOTAL PRESENTATION POINTS (140 points maximum)</b>					

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

**TOTAL MAXIMUM POINTS = 725**

## **(V05) Mobile Applications (ML | S | PS)**

### **Description**

Members 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. Members 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 members for the event using the Membership Registration System, accessible at <https://register.bpa.org>.
- 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 no later than 11:59 p.m. Eastern Time, on November 1, 2020.
- Members 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**

#### **BPA Foodie**

You are challenged with creating digital “foodie” application. The application will be up to the developer’s interpretation. As examples (but not limited to): It could list your favorite restaurants and/or a description of your favorite menu items; it could be collection of your favorite meals/recipes that you like to make at home; it could be nutritional app.

The application will use a back-end database to store information

### **Possible Features:**

- Camera/QR codes
- Log On / Sign up page
- Upload and post video/Image content
- Ratings system
- Share information to social media and/or friends
- Calorie/carb counting
- Recipe/restaurant search

## 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 member will research the topic, and then create a mobile application based upon the topic presented in this document. The member will create the application in a platform of the member's 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 member's mobile device.
- The member must demonstrate the application from the member'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 23 for settings recommendations.
- **Submit the URL to the final project files, Works Cited, and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on January 15, 2021.**
- Member 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 member 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](#).)
- Individuals will be assigned to sections prior to their preliminary presentation.
- For individuals who qualify, the individuals' 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 individuals eligible to reserve a presentation time. The dates and times for presentation reservations will be announced via e-mail notification.
- The top individuals 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 <https://bpa.org/nlc/virtual-competitions-and-nlc-national-showcase/> for more information.
- The top individuals 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 members who wish to receive judges' comments must submit an e-mail address at the time of submission.**

## (V05) Mobile Applications (ML | S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Technical Scoring Rubric

Member 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:		

Item to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Member submitted the correct information and in the correct format. <ul style="list-style-type: none"><li><a href="#">Release Form(s)</a> – PDF format and Works Cited – PDF format</li></ul> <i>All points or none are awarded by the technical judge.</i>				10	
<b>User Interface</b>					
Grammar, spelling, punctuation, and usage	5 (3+ errors)	10 (2 errors)	15 (1 error)	20 (0 errors)	
Content without errors/No copyright violations					
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	
<b>TOTAL USER INTERFACE (120 points maximum)</b>					
<b>Code and Data</b>					
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 utilized database to access stored information	1-5	6-10	11-15	16-20	
Code is well-documented	1-5	6-10	11-15	16-20	
<b>TOTAL CODE and DATA (100 points maximum)</b>					
<b>User Functionality</b>					
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 information from database	1-5	6-10	11-15	16-20	
<b>TOTAL USER FUNCTIONALITY (40 points maximum)</b>					
<b>Project Plan</b>					
Grammar, spelling, punctuation w/o errors.	1-5	6-10	11-15	16-20	
Plan adequately details the how member will meet project requirements within the time allotted	1-5	6-10	11-15	16-20	
<b>TOTAL PROJECT PLAN (40 points maximum)</b>					
<b>TOTAL TECHNICAL POINTS (310 points maximum)</b>					



**(V05) Mobile Applications (ML | S | PS)**

**Judge Number** \_\_\_\_\_

**Member ID** \_\_\_\_\_

**Presentation Scoring Rubric**

	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
<b>PRESENTATION POINTS</b>					
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	
<b>TOTAL PRESENTATION POINTS (160 points maximum)</b>					

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

**TOTAL MAXIMUM POINTS = 485**

## **(V06) Promotional Photography (ML | S | PS)**

### **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 the number of entries per chapter or per state.

### **Event Registration**

- Advisors register members for the event using the Membership Registration System, accessible at <https://register.bpa.org>.
- 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 no later than 11:59 p.m. Eastern Time, on November 1, 2020.
- Members 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**

As part of your submission for a local Animal of the Year contest, you are tasked with submitting three (3) photographs of your pet or an animal of your choice. The pictures should highlight the animal’s best features.

### **Competencies**

- 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
- Demonstrate an understanding of developing a final product for a target audience

## Specifications

- **Submit all three (3) final photos in JPEG or JPG format as individual files and submit the Works Cited and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on January 15, 2021.**
- 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 members, those missing Member ID 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 member is responsible for securing a signed [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".
- Members will be assigned to sections prior to their preliminary presentation.
- For members who qualify, members' advisors will be contacted to reserve a time for a video conference presentation before a panel of judges. Email confirmation will be sent to those members eligible to reserve a presentation time. The dates and times for presentation reservations will be announced via e-mail notification.
- The top members 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 <https://bpa.org/nlc/virtual-competitions-and-nlc-national-showcase/> for more information.
- 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 members 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 (ML | S | PS)**

**Judge Number** \_\_\_\_\_

**Member ID** \_\_\_\_\_

**Technical Scoring Rubric**

Member 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
Member submitted the correct information and in the correct format. <ul style="list-style-type: none"><li>Signed <a href="#">Release Form</a>(s) – PDF format</li><li>Works Cited – PDF format</li></ul> <i>All points or none are awarded by the technical judge.</i>				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 eye appeal, selection and arrangement of subjects within the frame (i.e. rule of thirds)	1-5	6-10	11-15	16-20	
Photos show proper image manipulation techniques (Only minor burning, dodging and/or color correction is acceptable, as are hand tinting and cropping.)	1-5	6-10	11-15	16-20	
Photos demonstrate a variety of composition techniques	1-5	6-10	11-15	16-20	
<b>TOTAL TECHNICAL POINTS (160 points maximum)</b>					

**(V06) Promotional Photography (ML | S | PS)**

**Judge Number** \_\_\_\_\_

**Member ID** \_\_\_\_\_

**Presentation Scoring Rubric**

<b>Items to Evaluate</b>	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
Oral presentation/stage presence/delivery (Including: maintaining eye contact, voice inflection, well-spoken, etc.)	1-5	6-10	11-15	16-20	
Explain the photo composition of your photos	1-5	6-10	11-15	16-20	
Explain the lighting selections choices (For Example: exposure, flash photography, studio lighting, natural lighting, etc)	1-5	6-10	11-15	16-20	
Explanation of camera setting choices	1-5	6-10	11-15	16-20	
Showcases a variety of compositions in photo submissions	1-5	6-10	11-15	16-20	
Effectiveness of presentation	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-2	3-5	6-8	9-10	
<b>TOTAL PRESENTATION POINTS (130 points maximum)</b>					

**Specification Scoring Rubric**

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

**TOTAL MAXIMUM POINTS = 240**

## **(V07) Cybersecurity/Digital Forensics (ML | S | PS)**

### **Description**

Demonstrate knowledge of computer security and cybersecurity management tasks in multiple computer and mobile platforms. This national event will be graded and require judged components on-site at the National Leadership Conference. 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.

### **Contest Overview**

**Round One:** All registered competitors will complete a fifty (50) question objective test virtually. The top twenty (20) competitors will be invited to participate in Round Two.

**Round Two:** The top twenty (20) competitors from Round One will be invited to create a presentation (no longer than ten (10) minutes) on the following topic:

### **Topic (Round Two Competitors Only)**

You have been asked to develop a presentation on recent breaches that used Bluetooth technology.

Suggested topics to cover are, but are not limited to:

- How were the devices breached?
- Corporate responsibility during/after an attack
- Comparison different types of Bluetooth attacks
- Preventative measures for attacks
- Impact on individual lives and/or groups of people
- Security improvements made due to these attacks

### **Event Registration**

- Advisors register members for the event using the Membership Registration System, accessible at <https://register.bpa.org>.
- 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 no later than 11:59 p.m. Eastern Time, on November 1, 2020.
- Members 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*).

### **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
- Demonstrate knowledge of wireless technologies (ie. WAN, PAN, and/or WPAN)
- 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

### **Information Technology Common Standards**

- Utilize digital tools to gather, evaluate, and use information
- Demonstrate a sound understanding of technology concepts, systems, and operations
- 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

### **Specifications**

- Compete in the objective portion of the event at proctored testing site determined by National BPA.
- The member shall design a computer-generated multimedia presentation on the assigned topic.
- The member is to make effective use of current multimedia technology in the presentation (e.g., sound, movement, digital video, etc.).
- 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 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](#).)
- Members will be assigned to sections prior to their preliminary presentation.
- For members who qualify, members' 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 members eligible to reserve a presentation time. The dates and times for presentation reservations will be announced via e-mail notification.
- The top members with the highest cumulative objective exam and presentation scores will be invited to attend the National Leadership Conference to be recognized for their outstanding efforts and to participate in a hands-on portion at the National Leadership Conference.
- 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**

Objective

Presentation Judges' Rating Sheet

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

Certification test taken per conference schedule at NLC.

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

**Length of event**

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

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

Presentation - No more than ten (10) minutes presentation time

Presentation - No more than five (5) minutes judges' questions

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

This event is sponsored by:

The logo for EC-Council, featuring the text "EC-Council" in a bold, red, sans-serif font.The logo for CERTIPORT, featuring the word "CERTIPORT" in a blue, sans-serif font with a stylized orange and yellow graphic above the "I". Below the word is a horizontal line, and underneath that, the text "A PEARSON VUE BUSINESS" in a smaller, black, sans-serif font.

**(V07) Cybersecurity/Digital Forensics (ML | S | PS)**

**Judge Number** \_\_\_\_\_

**Member ID** \_\_\_\_\_

**Presentation Scoring Rubric**

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

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	
Ability to use technical terms, along with appropriate explanations that achieve effective communication	1-5	6-10	11-15	16-20	
General content	1-5	6-10	11-15	16-20	
Typography (typeface, size, & color)	1-3	4-6	7-9	10-12	
Functional graphics contribute to the progression of the idea	1-3	4-6	7-9	10-12	
Charts and graphs used effectively	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	
Development of stated theme	1-10	11-20	21-30	31-40	
Answers to judges' questions	1-10	11-20	21-30	31-40	
TOTAL PRESENTATION POINTS (244 points maximum)					

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

**(V07) Cybersecurity/Digital Forensics (ML | S | PS)**

**Judge Number** \_\_\_\_\_

**Member ID** \_\_\_\_\_

**Specification Scoring Rubric**

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <i>not</i> per judge.		<b>Points Awarded</b>
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	
<b>TOTAL SPECIFICATION POINTS (10 points maximum)</b>		

**TOTAL MAXIMUM POINTS =254**

**PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES**

## **(V08) Start-up Enterprise Team (ML | S | PS)**

### **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 members for the event using the Membership Registration System, accessible at <https://register.bpa.org>.
- 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 no later than 11:59 p.m. Eastern Time, on November 1, 2020.
- Members 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 URL to the final project files, Works Cited, and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on January 15, 2021.**
- 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.)
- Members 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.
- 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 (ML | S | PS)

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

### Technical Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (Disqualification)	<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 (Disqualification)

Written Business Plan Evaluation	Below Average	Average	Good	Excellent	Points Awarde
Team submitted the correct information and in the correct format. <ul style="list-style-type: none"><li>Business Plan and supporting documentation, Works Cited in a combined PDF</li></ul> <i>All points or none are awarded by the technical judge.</i>				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 (ML | S | PS)**

**Judge Number** \_\_\_\_\_

**Team Number** \_\_\_\_\_

**Presentation Scoring Rubric**

<b>Oral Presentation Evaluation</b>	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
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	
<b>TOTAL PRESENTATION POINTS (100 points maximum)</b>					

**Specification Scoring Rubric**

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <i>not</i> per judge.		<b>Points Awarded</b>
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 <a href="#"><i>Style &amp; Reference Manual</i></a>	10	
<b>TOTAL SPECIFICATION POINTS (20 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 310**

## **(V09) Financial Portfolio Management Team (ML | S | PS)**

### **Description**

Teams (2-4 members) will enter an investment simulation using an online platform provided by a BPA partner. The simulation will provide the students \$100,000 initially, to be used to invest in stocks, mutual funds, and/or bonds. 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.

### **Contest Overview**

**Round One:** All registered teams will participate in a virtual stock market challenge.

Teams manage their portfolios throughout the contest with the following requirements:

- Teams can buy any investment allowed through the NYSE and NASDAQ markets, including stocks, mutual funds, ETF's, and bonds.
- Teams will be limited on any one investment to 20% of their portfolio, thus mandating a diversification strategy.
- Teams will be allowed to buy on margin up to 100% of their initial cash balance, at an interest rate to be determined by current market factors at the inception of the contest.
- Teams will receive interest on any cash balance maintained, at a rate to be determined by current market factors at the inception of the contest.
- Teams will buy and sell as they wish, with each transaction subject to a pre-determined fee subtracted from their cash balance (online platform will determine the fee).
- Teams must make a minimum of five transactions to be eligible for placement.

The top twenty (20) teams, in terms of portfolio value, will be invited to participate in Round Two.

**Additional information regarding Round One will be sent to all registered teams after the November 1, 2020 registration deadline.**

**Round Two:** The top twenty (20) teams from Round One will be invited to create and present a virtual presentation (no longer than ten (10) minutes) on their strategies for success and challenges faced.

Suggested strategies include, but not limited to:

- Analysis of day to day stock trends and historic performance
- Research on companies' past news releases
- Research on companies' development of products, patents, potential buyouts, etc...
- Research on historic and future quarterly earnings reports
- Research on market IPOs
- Analysis of financial statements, including financial ratios
- Industry research and analysis

### **Event Registration**

- Advisors register members for the event using the Membership Registration System, accessible at <https://register.bpa.org>.
- 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 no later than 11:59 p.m. Eastern Time, on November 1, 2020.
- Members 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 entry (*invoiced during event registration*).

### **Competencies**

- Calculate investment amounts given current prices and investment restrictions
- Research and analyze various investment options
- Manage an online fund
- Determine timing of buying and selling investments using various market and economic factors
- Calculate return on investments
- Analyze cash and investments to maximize return
- Prepare a presentation using a presentation software
- Prepare reports using Excel
- Present investment strategies

### **Specifications**

- Compete in the virtual stock market challenge, powered by StockTrak.
- The member shall design a computer-generated multimedia presentation on the assigned topic.
- The member is to make effective use of current multimedia technology in the presentation (e.g., sound, movement, digital video, etc.).
- 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 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](#).)
- Members will be assigned to sections prior to their preliminary presentation.
- For members who qualify, members' 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 members eligible to reserve a presentation time. The dates and times for presentation reservations will be announced via e-mail notification.
- The top members with the highest cumulative objective exam and presentation scores will be invited, no later than March 1, 2021, to attend the National Leadership Conference to be recognized for their outstanding efforts and to participate in the National Showcase.
- 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**

Virtual Stock Market Challenge (virtual hands-on)

Presentation Judges' Rating Sheet

**Length of event**

Virtual Stock Market Challenge (virtual hands-on) – November 16, 2020 – January 15, 2021

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

Presentation - No more than ten (10) minutes presentation time

Presentation - No more than five (5) minutes judges' questions

This event is sponsored by:



**(V09) Financial Portfolio Investment Team (ML | S | PS)**

**Judge Number** \_\_\_\_\_

**Team Number** \_\_\_\_\_

**Presentation Scoring Rubric**

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

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	
Ability to use technical terms, along with appropriate explanations that achieve effective communication	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	
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	
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.***

**(V09) Financial Portfolio Investment Team (ML | S | PS)**

**Judge Number** \_\_\_\_\_

**Team Number** \_\_\_\_\_

**Specification Scoring Rubric**

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per member, <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	
TOTAL SPECIFICATION POINTS (10 points maximum)		

**TOTAL MAXIMUM POINTS =230**

**PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES**

## **(V10) Virtual Branding Team (ML | S | PS) - Pilot**

### **Description**

Marketing in today's world focuses on the combination of digital design, social media, virtual mock-ups, and engaging multimedia experiences. This virtual event will evaluate knowledge and skills utilizing cross-medium branding in a team environment.

Teams are recommended to use Adobe Xd®, Adobe Illustrator®, Adobe Dimension®, Adobe Photoshop®, Adobe Premiere (Rush)® or other software that meets the contest specifications.

### **Event Registration**

- Advisors register members for the event using the Membership Registration System, accessible at <https://register.bpa.org>.
- 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 no later than 11:59 p.m. Eastern Time, on November 1, 2020.
- Members 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 of transitions and audio/video editing techniques
- Demonstrate proper use in placement of titles and visual effects
- Demonstrate teamwork skills needed to function in a virtual branding environment
- Develop promotional cross-medium strategy
- Demonstrate awareness of requirements of target audience (prospective customers)
- Demonstrate awareness of accessibility concerns
- Demonstrate teamwork skills needed to function in a business setting
- Demonstrate interconnected cross-medium design plan
- Apply principles of design and rules for proper layout in developing business publications for multiple screens and printing situations
- Use principles of design, layout, and typography in media and user experience design
- Demonstrate effective persuasive and informative communication and presentation skills

## Topic

Your team has been contracted by Digital Solutions, LLC to build prototypes for future product launch campaigns. Your team needs to design and create a virtual cross-platform branding package for a new product consisting of the following:

- Social Media (30 product promo video)
- Promotional Product Flyer (product information, specifications, cost, ordering)
- 3D Product Mockup (Visual of the product)
- Mobile App Product Information (product information, specifications, cost, ordering)
- Product Launch Website (product information, specifications, cost, ordering)
- One (1) page overview document outlining the team decision making process
  - Include branding guidelines for fonts, color guide, and acceptable brand usage

NOTE: Products may be virtual, physical, real, or proof of concept. The key points of this contest are the actual virtual cross-platform branding components and not the product itself.

## Specifications

- Completed projects (see topic for all project requirements) may be uploaded to a file sharing site (Google Drive or Dropbox, etc.) It is recommended that you set the access level of your project to one of BPA's recommended settings. See page 23 for settings recommendations.
- **Submit the URL to the final project files, Works Cited, and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on January 15, 2021.**
- Member ID will be required for all submissions.
- The team is responsible for securing a signed [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 <https://bpa.org/nlc/virtual-competitions-and-nlc-national-showcase/> for more information.
- 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:



## (V10) Virtual Branding Team (ML | S | PS) – Pilot

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"><li>Signed <a href="#">Release Form</a>(s) – PDF format</li><li>One-page team design process overview document</li><li>Works Cited – PDF format</li></ul> <i>All points or none are awarded by the technical judge.</i>				10	
<b>Content</b> Aligns to topic, depth of research	1-5	6-1	11-15	16-20	
<b>Technique</b> Aesthetic use of colors and fonts, Consistent Format, Visually Organized	1-5	6-10	11-15	16-20	
<b>Creativity/Originality</b>	1-5	6-10	11-15	16-20	
<b>Influence</b> Influences audience	1-5	6-1	11-15	16-20	
<b>Innovative Technology</b> Variety of software applications are used to demonstrate cross-platform branding	1-5	6-10	11-15	16-20	
<b>Grammar</b> Spelling, punctuation, and usage	0 (3+ errors)	5 (2 errors)	10 (1 error)	20 (0 errors)	



**(V10) Virtual Branding Team (ML | S | PS) – Pilot**

**Technical Scoring (Continued)**

<b>Social Media Product Promotion</b>					
Design gains attention and has eye appeal	1-5	6-10	11-15	16-20	
Product information is identifiable	1-5	6-10	11-15	16-20	
<b>Promotional Product Flyer</b>					
Design gains attention and has eye appeal	1-5	6-10	11-15	16-20	
Design demonstrates awareness of target audience	1-5	6-10	11-15	16-20	
Product flyer is informative and follows principles of typography	1-5	6-10	11-15	16-20	
<b>3D Product Prototype</b>					
Design gains attention and has eye appeal	1-5	6-10	11-15	16-20	
Product is accurately shown and features are identifiable	1-5	6-10	11-15	16-20	
<b>Product Mobile App Prototype</b>					
Design gains attention and has eye appeal	1-5	6-10	11-15	16-20	
User Experience workflow is evident	1-5	6-10	11-15	16-20	
<b>Product Webpage Prototype</b>					
Design gains attention and has eye appeal	1-5	6-10	11-15	16-20	
Product information is easily identifiable	1-5	6-10	11-15	16-20	
<b>One Page Overview – Team Design Process</b>					
Team involvement is evident	1-5	6-10	11-15	16-20	
Rationale for branding decisions is detailed	1-5	6-10	11-15	16-20	
Branding guidelines for color, fonts, and acceptable usage are outlined	1-5	6-10	11-15	16-20	
<b>TECHNICAL SCORE (410 points maximum)</b>					

**(V10) Virtual Branding Team (ML | S | PS) – Pilot**

**Judge Number** \_\_\_\_\_

**Team Number** \_\_\_\_\_

**Presentation Scoring Rubric**

<b>Items to Evaluate</b>	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
Oral presentation/stage presence/delivery	1-5	6-10	11-15	16-20	
Content of presentation (inspiration for the theme, concept development, software used, technology used, & specifications of design)	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	
<b>TOTAL PRESENTATION POINTS (80 points maximum)</b>					

**TOTAL MAXIMUM POINTS = 490**

# 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 \(S | PS\)](#)
- (150) [Financial Analyst Team \(S | PS\)](#)
- (155) [Economic Research Individual \(S\)](#)
- (160) [Economic Research Team \(S\)](#)
- (165) [Personal Financial Management \(S | PS\)](#)
- (170) [Financial Audit \(PS\) – Pilot](#)
- (190) [Financial Math & Analysis Concepts — Open Event \(S | PS\)](#)

## **(100) Fundamental Accounting (S)**

### **Description**

Assessment of entry-level accounting principles. Members analyze, journalize, post transactions and prepare financial reports/statements.

### **Eligibility**

Limited to Secondary student members who have not completed their first year of accounting. Member may not enter Fundamental Accounting and Advanced Accounting in the same year. This event may *not* be repeated.

### **Member must supply**

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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 transactions affecting assets, liabilities, owner's equity, revenues, and expenses
- Analyze a chart of accounts using proper numerical sequencing
- Record transactions in general journals
- Describe forms used to open and use a checking account
- Reconcile a bank statement
- Journalize and post entries relating to bank service charges
- Open and replenish a petty cash fund and journalize transactions
- Analyze accruals and deferrals
- Prepare a trial balance
- Prepare and analyze financial statements and reports
- Update accounts through adjusting and closing entries
- Differentiate between forms of business ownership
- Differentiate between a service and a merchandising business
- Analyze transactions relating to the purchase and sale of merchandise
- Analyze uncollectible accounts
- Depreciate plant assets
- Record transactions in special journals
- Post from journals to general and subsidiary ledgers
- Prepare schedules for subsidiary ledgers
- Prepare a post-closing trial balance
- Find and correct errors
- Demonstrate periodic inventory and cost of goods sold calculations

### **Method of evaluation**

Application and Objective Test

### **Entries**

Each state is allowed five (5) entries

### **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

## **(105) College Accounting (PS)**

### **Description**

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

### **Eligibility**

Member may *not* enter College Accounting and Advanced College Accounting in the same year. This event may *not* be repeated.

### **Member must supply**

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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 forms of business ownership
- 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
- Define accounting terms and concepts, and explain the purpose of the accounting system
- Demonstrate an understanding of the accounting equation
- Analyze transactions affecting assets, liabilities, owner's equity, revenues, expenses and dividends
- Record transactions in general journals
- Post from journals to general and subsidiary ledgers
- Prepare a trial balance
- Calculate depreciation using straight-line, units-of-production, and double-declining balance methods
- Calculate and record end-of-period adjustments
- Prepare inventory records using perpetual FIFO, LIFO, and Weighted-Average methods
- Analyze transactions relating to the purchase and sale of merchandise
- Determine and record uncollectible accounts receivable
- Determine interest and maturity value of a promissory note
- Prepare, interpret, and analyze financial statements and reports for service and merchandising businesses
- Journalize closing entries
- Prepare a post-closing trial balance
- Calculate and interpret financial ratios

### **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. Members 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. Member may *not* enter Fundamental Accounting and Advanced Accounting in the same year.

### **Member must supply**

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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 accounting cycle
- Apply generally accepted accounting principles (GAAP) to determine the value of assets, liabilities, and owner's equity
- Apply accounting concepts for service and merchandising organizations
- Apply accounting concepts for sole proprietorships, partnerships and corporations
- Classify assets and liabilities
- Analyze and record business transactions
- Determine and record uncollectible accounts receivable, using income statement and balance sheet methods
- Determine interest and maturity value of promissory notes and bonds
- Determine inventory valuations using FIFO, LIFO, and weighted-average methods
- Record adjusting and closing entries
- Analyze and record equity transactions for various forms of business ownership
- Prepare, interpret, and analyze financial statements for service and merchandising businesses

### **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.

### **Eligibility**

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

### **Member must supply**

Sharpened No. 2 pencils, pens, ruler

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

[Calculator Guidelines](#). Members 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 for service and merchandising businesses
- Determine and record uncollectible accounts receivable
- Calculate periodic and perpetual inventories using common methods
- Record adjusting entries for accruals, depreciation, and pre-pays (deferrals)
- Disposal of fixed assets and the systematic depreciation, depletion, and amortization of long-term assets.
- Analyze and record equity transactions for various forms of business ownership and record
- Generate interim and end-of-period financial statements, reports and schedules
- Analyze financial statements through ratio and other measurement procedures
- Apply accounting concepts for sole proprietorships, partnerships and corporations
- Determine interest and maturity value of long-term liabilities
- Record purchases and sales of merchandise under the gross and net 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

## **(125) Payroll Accounting (S)**

### **Description**

Process payroll data using manual payroll procedures. Members 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.

### **Member must supply**

Sharpened No. 2 pencils, pens, ruler

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

[Calculator Guidelines](#). Members 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)
- 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
- Create and maintain employee earnings records
- Calculate hourly, piece rate, salaried, commission, and salary/commission earnings
- Calculate employer's payroll taxes as well as other employee benefits paid by the employer
- Prepare federal payroll reports
- Identify laws and regulations relating to payroll procedures
- Record in a journal and post transactions associated with payroll activities
- Create and maintain employee earnings records
- Generate payroll checks, prepare payroll tax deposits and complete a payroll register
- Analyze 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. Members 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.

### **Member must supply**

Sharpened No. 2 pencils, pens, ruler

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

[Calculator Guidelines](#). Members 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)
- 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 sixty (60) 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.

### **Member must supply**

Sharpened No. 2 pencils, pens, ruler

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

[Calculator Guidelines](#). Members 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 and Process Costing Systems
- Calculate partially completed units under the FIFO or Weighted Average method
- Understand and apply lean manufacturing concepts
- Calculate product cost using activity-based costing
- Prepare a Production Cost Report
- Classify costs by behavior
- Calculate break-even and target profit
- Prepare a variable costing Income Statement
- Prepare an absorption costing Income Statement
- Describe and prepare the basic types of budgets
- Describe standard costing and variances
- Calculate price, labor and overhead variances
- Describe responsibility accounting
- Use differential analysis for making decisions
- Determine selling price, total cost, and product cost using variable cost concepts
- Explain capital investment analysis
- Apply methods for allocating overhead

### **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**

Members will demonstrate knowledge of the Internal Revenue Code as presented by the Department of the Treasury. Students should refer to the 2019 tax code for this event.

The ability to interpret the material available at the [www.irs.gov](http://www.irs.gov) website for specific treatment of tax issues would be advised.

### **Eligibility**

Any post-secondary student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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
- Calculate Adjusted Gross Income (AGI) as determined by all taxable and non-taxable items and associated IRS Schedules and allowable deductions
- Calculate standard deduction including additional amounts and itemization as allowed by IRS regulations
- Determine eligible credit usage and most advantageous tax usage of credits within the guidelines of IRS regulations
- Calculate tax refund or liability by use of the IRS regulations
- Perform calculation and allowable entries on any individual or sole proprietorship tax return as allowed by IRS regulations
- Determine EIC amounts
- Determine taxable income
- Fixed asset depreciation

### **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 (S | PS)**

### **Description**

Demonstrate and apply fundamental knowledge of the banking industry. This entry-level event tests the member's knowledge of bank operations, bank services, loans, credit administration, and customer service.

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens, ruler

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

[Calculator Guidelines](#). Members 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
- 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

## **(150) Financial Analyst Team (S | PS)**

### **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. Members 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 service, merchandising, and manufacturing businesses
- Use planning and control principles to evaluate the performance of an organization and apply differential analysis and present-value concepts to make decisions.
- Analyze factors that affect the choice of credit, the cost of credit, and the legal aspects of using credit
- Communicate in a clear, courteous, concise, and correct manner on personal and professional levels
- Complete and analyze comparative financial statements using ratio analysis
- Prepare and analyze budgets
- Perform short and long-term forecasting
- Identify risks that affect business decisions
- Analyze and interpret financial data using common statistical procedures
- Enter and edit data using spreadsheet software
- 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.
- 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:

The Stock-Up Paper Co. was started as a small, private corporation in 2000 in the Scranton, Ohio area. Scott, the Founder and CEO, began by selling paper products to local businesses with just three employees. Over the past twenty years, the company was so successful at selling paper products that they began selling all office products; by 2020, the Stock-Up Paper Co. was a leading distributor of all office products in the Ohio region.

Stock-Up first differentiated itself from big box competitors by the high level of customer service they provide. Each customer was assigned to their own personal salesperson who took the time to get to know their customers and their needs. Stock-Up now employs six sales people; all salespersons are paid a base salary plus a commission of 5% of their sales. The salespeople are authorized to make small concessions to larger customers in an effort to provide top-level customer service. Dan, the Sales Manager, believes that these concessions are immaterial and do not significantly impact the profitability of the company; although they do significantly impact the satisfaction of the customers.

In 2010 Stock-Up introduced a website with a sales portal where customers can place their orders directly through the website without going through a salesperson. The website has been very popular, and Stock-Up saw an increase in sales; however most of the long-time customers still prefer to place their orders through their personal salesperson. Despite the fact that sales have been steadily increasing, profit margins keep shrinking and in 2020, Stock-Up posted its first loss.

Selected Financial Data Fiscal Year End 2020	
Sales	16,359,417
Cost of Goods Sold	13,669,686
Warehouse Expenses (including personnel)	869,855
Freight-Out	504,191
Sales Personnel Expenses	540,993
Other Operating Expenses	769,855
Interest Expense	46,191

Stock-Up's accountant, Lynn, further analyzed sales from the past year and discovered that almost half of all sales were from Internet orders, while the other half were placed through the salespeople. However, when Scott looked at the number of orders, almost 85% of all orders were placed through salespeople. Internet customers tended to place fewer, larger orders while those ordering through their personal salesperson tended to place smaller orders more frequently. Each order is manually packed once it is placed by the warehouse personnel. Rob, the Warehouse Manager, is concerned because the warehouse personnel are currently working at maximum capacity; and if sales continue to increase, they will need to hire more workers. The warehouse is already working overtime a couple of weekends a month just to keep up with the current demand. Stock-Up uses a commercial shipping company to ship all orders, and charges customers 2% of the total order for shipping.

Lynn also noticed that the majority of Internet customers paid for their orders at the time of sale, while the customers who placed their orders with their salesperson took advantage of Stock-Up's offer to be billed for their orders. The average level of Accounts Receivable for Internet orders was \$9,000 last year, but it was \$30,000 for those that placed their orders through the salespeople. In addition, Lynn noticed that the Internet customers tended to pay their bills within 30 days, while the other customers often took up to 90 days to pay. Stock-Up maintains a line of credit with their local bank that they use to help make ends meet if cash flows run short. Lately, Stock-Up has had to rely on this line of credit more. Considering that Stock-Up's line of credit charges 10% on the outstanding balance, Lynn thought this might be significant.

## **Initial Case Study Topic (continued)**

The Stock-Up Paper Co.'s CEO, Scott, has hired your firm to further analyze the company's business activities and make recommendations about how to reverse their recent profit slide. Your presentation should include, but is not limited to, Stock-Up's current financial position and your specific recommendations to improve profitability.

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 (S | PS)

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

### Presentation Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (Disqualification)	<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 (Disqualification)

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 (S | PS)**

**Judge Number** \_\_\_\_\_

**Team Number** \_\_\_\_\_

**Specification Scoring Rubric**

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per team, <i>not</i> per judge.	<b>Possible Points</b>	<b>Points Awarded</b>
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 participated in the presentation	10	
<b>TOTAL SPECIFICATION POINTS (20 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 160**

**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 member 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 member may submit only one (1) research paper. Members participating in national level competition must be registered for the event prior to submission deadline for technical judging. Members must participate in both parts of the competition in order to be ranked.

### **Topic**

Using traditional Keynesian economic models, research and analyze the effects of COVID-19 on unemployment in the US and the government's response.

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

### **Member 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, members may provide their own access to be used only for their presentation to the judges

Members 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 member 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.
- **Submit the research paper and Works Cited in a combined PDF file to:**  
<https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.
- Members 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 exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions *cannot* be accepted.
- Materials from non-registered members, those missing Member ID 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: Member ID Number (Sender's ID Number – XXXXXXXX), 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 member's own research, writing, and original thinking.
- Member 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 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 and Works Cited 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

**Members 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 \_\_\_\_\_

Member ID \_\_\_\_\_

### Technical Scoring Rubric

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

Items to Evaluate RESEARCH PAPER	Below Average	Average	Good	Excellent	Points Awarded
Member submitted the correct information and in the correct format. <ul style="list-style-type: none"><li>Research Paper – PDF format</li></ul> <i>All points or none are awarded by the technical judge.</i>				10	
<b>Comprehension of Topic</b> Demonstrates understanding of subject matter	1-5	6-10	11-15	16-20	
<b>Organization and Expansion of Ideas</b> Analysis follows logical progression	1-5	6-10	11-15	16-20	
<b>Introduction/Summary</b> Logical analysis, evidence to support conclusions, compelling summary	1-5	6-10	11-15	16-20	
<b>Creativity</b> Diverse resources, creative angle on the issue, originality	1-5	6-10	11-15	16-20	
<b>Writing Skills</b> Correct grammar, spelling, punctuation, concise language, sentence structure	1-5	6-10	11-15	16-20	
<b>Overall Effectiveness of Analysis</b>	1-5	6-10	11-15	16-20	
<b>TOTAL TECHNICAL POINTS (130 points maximum)</b>					

## (155) Economic Research Individual (S)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### 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 member, <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: Research Paper (1 copy) and Works Cited (1 copy) <i>Must have copies for both preliminaries and finals</i>	10	
Word-processed research paper and Works Cited page(s) followed the <a href="#">Style &amp; Reference Manual</a>	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. *All Economic Research Team members competing at the National Leadership Conference will receive a complimentary certification voucher for the Precision Exams Economics Certification (<https://www.precisionexams.com/exams/finance/>).* Vouchers will be awarded at the time of check-in during the preliminary round presentation. This certification will be optional and not required as part of the competitive event final score.

### **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. Members 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**

A balance of trade is the difference between the United States' exports and imports in a given year. This balance of trade can be a surplus or a deficit depending on the time and market. Both a surplus and a deficit are favorable and unfavorable simultaneously depending on who you ask. Research the recent history of the United States' balance of trade and discuss who the "winners" are and who the "losers" are. What, if anything, should be done to "correct" the balance of trade?

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.
- **Submit the research paper and Works Cited in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.**
- Members 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 members, 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: Member ID Number (Only one Sender's ID – XXXXXXXXX), 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 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 and Works Cited 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 (Disqualification)	<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 (Disqualification)

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"><li>Research Paper – PDF format</li></ul> <i>All points or none are awarded by the technical judge.</i>				10	
<b>Comprehension of Topic</b> Demonstrates understanding of subject matter	1-5	6-10	11-15	16-20	
<b>Organization and Expansion of Ideas</b> Analysis follows logical progression	1-5	6-10	11-15	16-20	
<b>Introduction/Summary</b> Logical analysis, evidence to support conclusions, compelling summary	1-5	6-10	11-15	16-20	
<b>Creativity</b> Diverse resources, creative angle on the issue, originality	1-5	6-10	11-15	16-20	
<b>Writing Skills</b> Correct grammar, spelling, punctuation, concise language, sentence structure	1-5	6-10	11-15	16-20	
<b>Overall Effectiveness of Analysis</b>	1-5	6-10	11-15	16-20	
<b>TOTAL TECHNICAL POINTS (130 points maximum)</b>					

## (160) Economic Research Team (S)

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

### **Presentation Scoring Rubric**

<b>Evaluation of Oral Presentation</b>	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
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	
<b>TOTAL PRESENTATION POINTS (80 points maximum)</b>					

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

### **Specification Points Rubric**

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <i>not</i> per judge.		<b>Points Awarded</b>
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: Research Paper (1 copy) and Works Cited (1 copy) <i>Must have copies for both preliminaries and finals</i>	10	
All registered team members participated in the presentation	10	
Word-processed research paper and Works Cited page(s) followed the <a href="#"><i>Style &amp; Reference Manual</i></a>	10	
<b>TOTAL SPECIFICATION POINTS (40 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 250**

**PRESENTATION WILL BE STOPPED AT SEVEN MINUTES**

## **(165) Personal Financial Management (S | PS)**

### **Description**

In this contest members 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. Members 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.

### **Member must supply**

Sharpened No. 2 pencils, pens, ruler

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

**STUKENT**

## **(170) Financial Audit (PS) – Pilot**

### **Description**

Competitors will conduct analysis of a case study that highlights an issue discovered during a financial audit and prepare a recommendation based on Generally Accepted Audit Standards (GAAS).

### **Eligibility**

Any student member may enter this contest. The event may be repeated.

### **Member must supply**

Sharpened No. 2 pencils, pens, calculator

Generally Accepted Auditing Standards (GAAS)

**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 standards and procedures which should be followed in an audit
- Model ethical and legal conduct while working in the assurance industry
- Demonstrate actions that comply with Generally Accepted Auditing Standards (GAAS)
- Describe and apply technical knowledge and skills required in the assurance area

### **Specifications**

- The member will be given a scenario related to an issue discovered during an audit.
- The member 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 Generally Accepted Auditing Standards (GAAS), 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 GAAS may not be used during the presentation.
- The member will speak before a panel of judges and a timekeeper.
- The member 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

**Members are encouraged to bring GAAS with them for reference in the preparation room.**

**Members are expected to familiarize themselves with GAAS prior to competition. It is permissible to write notes in the manual prior to preparation time.**

**Members 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.**

**This event is sponsored by**



## (170) Financial Audit (PS) – Pilot

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### **Presentation Scoring Rubric**

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
<b>Opening:</b> Introduction of case study	1–5	6–10	11–15	16–20	
<b>Effectiveness of presentation:</b> Purpose achieved, logically organized, clearly understood	1–5	6–10	11–15	16–20	
<b>Mechanics:</b> Diction, grammar, pronunciation, gestures, poise, eye contact	1–5	6–10	11–15	16–20	
<b>Closing:</b> Summary and conclusion	1–5	6–10	11–15	16–20	
<b>Solution to case study:</b> Quality of overall solution Outcomes are based on appropriate evidence	1–5	6–10	11–15	16–20	
<b>Problem solving skills</b>	1–5	6–10	11–15	16–20	
<b>Response to Judges' questions</b>	1–5	6–10	11–15	16–20	
<b>TOTAL PRESENTATION POINTS (140 points maximum)</b>					

### **Specification Scoring Rubric**

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <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	
<b>TOTAL SPECIFICATION POINTS (20 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 160**

**PRESENTATION WILL BE STOPPED AT FIVE (5) MINUTES**

## **(190) Financial Math & Analysis Concepts – Open Event**

### **Description**

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

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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, and solve related problems
- Apply mathematical reasoning skills to consumer and work-related problems
- Read and interpret graphs and charts to solve problems
- Perform financial computations related to payroll, interest, and invoicing
- 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 \(S | PS\)](#)
- (205) [Intermediate Word Processing \(S | PS\)](#)
- (210) [Advanced Word Processing \(S | PS\)](#)
- (215) [Integrated Office Applications \(S | PS\)](#)
- (220) [Basic Office Systems & Procedures \(S | PS\)](#)
- (225) [Advanced Office Systems & Procedures \(S | PS\)](#)
- (230) [Fundamental Spreadsheet Applications \(S | PS\)](#)
- (235) [Advanced Spreadsheet Applications \(S | PS\)](#)
- (240) [Database Applications \(S | PS\)](#)
- (245) [Legal Office Procedures \(S | PS\)](#)
- (255) [Administrative Support Team \(S | PS\)](#)
- (260) [Administrative Support Research Project \(S\)](#)
- (265) [Business Law & Ethics \(S | PS\)](#)
- (290) [Administrative Support Concepts — Open \(S | PS\)](#)



## **(200) Fundamental Word Processing (S | PS)**

### **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. Members may compete in only one of the following events each year: Fundamental Word Processing, Intermediate Word Processing, or Advanced Word Processing.

### **Member must supply**

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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 member. 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 (S | PS)**

### **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. Members may compete in only one of the following events each year: Fundamental Word Processing, Intermediate Word Processing, or Advanced Word Processing.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

[Calculator Guidelines](#). Members 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 member. 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, speeches, 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 (S | PS)**

### **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 members 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, members will be awarded 100 points to their final score. All persons planning to take a certification test **MUST** register with Certiport ([www.certiport.com](http://www.certiport.com)) before attending NLC to create their Certiport profile. Members 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>

### **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.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

### **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

### **Equipment/supplies provided**

Computer, printer, and paper

Software as designated for this event

**Required**[Click Here](#) to download**(215) Integrated Office Applications (S | PS)****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 members 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, members will be awarded 100 points to their final score. All persons planning to take a certification test MUST register with Certiport ([www.certiport.com](http://www.certiport.com)) before attending NLC to create their Certiport profile. Members 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>

**Eligibility**

Any student member may enter this event.

**Member must supply**

Sharpened No. 2 pencils, pens

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

Published and/or unpublished non-electronic written reference materials

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**Competencies**

- Demonstrate knowledge of advanced word processing software functions
- Demonstrate proficiency in the integration of various software applications to produce business documents
- 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

**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 (S | PS)**

### **Description**

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

### **Eligibility**

Members 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.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

[Calculator Guidelines](#). Members 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 member. 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
- Monitor and respond to electronic mail
- 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 (S | PS)**

### **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. Members may *not* compete in Basic Office Systems & Procedures after competing in the Advanced Office Systems & Procedures event. This event may be repeated.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

[Calculator Guidelines](#). Members 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 member. 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
- Demonstrate ability to organize and prioritize
- Compose business correspondence
- Create advanced level office documents that can include mail merge; tables; database items and professional quality PowerPoint presentations.
- Proofread using edited copy
- 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 (S | PS)**

### **Description**

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

### **Eligibility**

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

### **Member must supply**

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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 member. 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 worksheets and workbooks
- Analyze, format, enter and edit data in cells, worksheets and workbooks
- Utilize cell references including Mixed, Absolute, and Relative, as well as references to other sheets in the same workbook
- 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



## Required

[Click Here](#) to download

### **(235) Advanced Spreadsheet Applications (S | PS)**

#### **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 members 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, members will be awarded 100 points to their final score. All persons planning to take a certification test **MUST** register with Certiport ([www.certiport.com](http://www.certiport.com)) before attending NLC to create their Certiport profile. Members 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>

#### **Eligibility**

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

#### **Member must supply**

Sharpened No. 2 pencils, pens, ruler

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

Published and/or unpublished non-electronic written reference materials

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#### **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
- Develop Pivot Tables to organize data

#### **Equipment/supplies provided**

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

#### **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

#### **Method of evaluation**

Application  
Certification test taken per conference schedule at NLC

#### **Entries**

Each state is allowed five (5) entries



## **(240) Database Applications (S | PS)**

### **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 members 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, members will be awarded 100 points to their final score. All persons planning to take a certification test **MUST** register with Certiport ([www.certiport.com](http://www.certiport.com)) before attending NLC to create their Certiport profile. Members 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>

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

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

Published and/or unpublished non-electronic written reference materials

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### **Competencies**

- 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
- Demonstrate the ability to import and export data in various formats
- 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

### **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

### **Method of evaluation**

Application  
Certification test taken per conference schedule  
at NLC

### **Entries**

Each state is allowed five (5) entries

## **(245) Legal Office Procedures (S | PS)**

### **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.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

[Calculator Guidelines](#). Members 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 member. 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/legal documents
- 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 affidavits, interrogatories, final judgement, and power of attorney
- 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

## **(255) Administrative Support Team (S | PS)**

*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](#). Members who violate this rule will be *disqualified*.

Published and/or unpublished non-electronic written reference materials

Props and/or electronic presentations are *not* allowed

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### **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
- Use word processing software to key and compose business correspondence
- Use database management software
- Use spreadsheet software
- Use presentation software
- Use desktop publishing software to create promotional materials
- 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. Members 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 member may submit only one (1) research paper. Members participating in national level competition must be registered for the event prior to submission deadline for technical judging. Members must participate in both parts of the competition in order to be ranked.

### **Topic**

What are some specific issues or trends concerning the work-from-home environment? How does the remote workplace influence the role of the administrative professional? How can the administrative professional positively influence any of the change and/or transition required as they provide support for the remote workplace?

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

### **Member 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, members may provide their own access to be used only for their presentation to the judges

Members 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 member and must take place within the time allotted

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### **Competencies**

- Demonstrate knowledge and understanding of basic administrative support concepts by exploring and analyzing related issues
- Conduct research using various resources and methods
- 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
- 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.
- **Submit the research paper and Works Cited in a combined PDF file to:**  
<https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.
- Members 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 members, those missing Member ID 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: Member ID Number (Sender's ID Number – XXXXXXXXX), 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 member's own research, writing, and original thinking.
- Member 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 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 and Works Cited 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

**Members 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 \_\_\_\_\_

Member ID \_\_\_\_\_

### Technical Scoring Rubric

Member 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:		
Member 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
Member submitted the correct information and in the correct format. <ul style="list-style-type: none"> <li>Research Paper – PDF format</li> </ul> <i>All points or none are awarded by the technical judge.</i>				10	
<b>Document Formatting</b> Word-processed research paper followed the <a href="#">Style &amp; Reference Manual</a>				20	
Word-processed Works Cited page followed the <a href="#">Style &amp; Reference Manual</a>				20	
<b>Comprehension of topic</b> Demonstrates understanding of subject matter	1-5	6-10	11-15	16-20	
<b>Organization and expansion of ideas</b> Argument follows logical progression	1-5	6-10	11-15	16-20	
<b>Introduction/Summary</b> Logical argument, evidence to support conclusions, compelling summary	1-5	6-10	11-15	16-20	
<b>Creativity</b> Diverse resources, creative angle on the issue, originality, inventiveness	1-5	6-10	11-15	16-20	
<b>Writing Skills</b> Correct grammar, spelling, and punctuation, concise language, sentence structure	1-5	6-10	11-15	16-20	
<b>TOTAL TECHNICAL POINTS (150 points maximum)</b>					

## (260) Administrative Support Research Project (S)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Presentation Scoring Rubric

Evaluation of Oral Presentation	Below Average	Average	Good	Excellent	Points Awarded
Opening: Gain attention, states purpose, preview main ideas	1-2	3-5	6-8	9-10	
Content of presentation: material included is relevant and supports main ideas, content is logically presented	1-5	6-10	11-15	16-20	
Effectiveness of presentation: Voice projection, transitions, flow, stage presence, eye contact etc.	1-5	6-10	11-15	16-20	
Quality of problem solution: accuracy of information, creativity of solution	1-5	6-10	11-15	16-20	
Summary: restatement of purpose and review of main points	1-2	3-5	6-8	9-10	
Answers to judges' questions: answers are accurate and complete	1-5	6-10	11-15	16-20	
<b>TOTAL PRESENTATION POINTS (100 points maximum)</b>					

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

### Specification Points Rubric

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <i>not</i> per judge.	<b>Points Awarded</b>	
Set-up lasted no longer than three (3) minutes	10	
Presentation lasted no longer than seven (7) minutes	10	
<b>TOTAL SPECIFICATION POINTS (20 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 270**

**PRESENTATION WILL BE STOPPED AT SEVEN MINUTES**



## **(265) Business Law & Ethics (S | PS)**

### **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.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

[Calculator Guidelines](#). Members 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
- Deal effectively with a diverse workforce
- Understand yourself and the implications of 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

## **(290) Administrative Support Concepts – Open Event (S | PS)**

### **Description**

Evaluate knowledge of basic administrative support concepts.

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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 \(S | PS\)](#)
- (305) [PC Servicing & Troubleshooting \(S | PS\)](#)
- (310) [Server Administration Using Microsoft® \(S | PS\)](#)
- (315) [Network Administration Using Cisco® \(S | PS\)](#)
- (320) [Computer Security \(S | PS\)](#)
- (325) [Network Design Team \(S | PS\)](#)
- (330) [C# Programming \(S | PS\)](#)
- (335) [C++ Programming \(S | PS\)](#)
- (340) [Java Programming \(S | PS\)](#)
- (345) [SQL Database Fundamentals \(S | PS\)](#)
- (350) [Linux Operating System Fundamentals \(S | PS\)](#)
- (355) [Python Programming \(S | PS\) – Pilot](#)
- (390) [Computer Programming Concepts – Open \(S | PS\)](#)
- (391) [Information Technology Concepts – Open \(S | PS\)](#)

## **(300) Computer Network Technology (S | PS)**

### **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 members 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, members will be awarded 100 points to their final score. All persons planning to take a certification test **MUST** register with Certiport ([www.certiport.com](http://www.certiport.com)) before attending NLC to create their Certiport profile. Members 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>

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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 and TCP/IP models
- Demonstrate knowledge of IPv4
- Demonstrate knowledge of network adapters
- Demonstrate knowledge of network cabling
- Demonstrate knowledge of switches 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
- Demonstrate knowledge of home wireless technologies

### **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 (S | PS)**

### **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 members 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, members will be awarded 100 points to their final score. All persons planning to take a certification test MUST register with Certiport ([www.certiport.com](http://www.certiport.com)) before attending NLC to create their Certiport profile. Members 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>

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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® and Linux installations
- 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 members 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 member 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) Server Administration Using Microsoft® (S | PS)**

### **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 members 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, members will be awarded 100 points to their final score. All persons planning to take a certification test **MUST** register with Certiport ([www.certiport.com](http://www.certiport.com)) before attending NLC to create their Certiport profile. Members 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>

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

[Calculator Guidelines](#). Members 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® 8, Windows® 10, Windows® Server 2012 and Windows® Server 2016 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) Network Administration Using Cisco® (S | PS)**

### **Description**

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

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

[Calculator Guidelines](#). Members 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 OSI and TCP/IP models
- Demonstrate knowledge of IPv4
- Demonstrate knowledge of switch and 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
- Demonstrate knowledge of VLANs

### **Method of evaluation**

Objective Test

Application: Top 10 members at national level only (Packet Tracer Simulation software provided by Cisco® will 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 member 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 (S | PS)**

### **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 members 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, members will be awarded 100 points to their final score. All persons planning to take a certification test **MUST** register with Certiport ([www.certiport.com](http://www.certiport.com)) before attending NLC to create their Certiport profile. Members 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>

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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
- 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
- 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 members 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 member 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 (S | PS)**

### **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. Members 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 member. 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.
- **Submit the written proposal and Works Cited in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.**
- The written proposal must follow the Report Format located in the [Style & Reference Manual](#).
- Members 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 member should complete the submission.
- Members must be registered for national level competition prior to submission of materials. The Member ID must be included as indicated.
- Use each member's full membership ID number in the header.
- Materials from non-registered members and those missing Member ID 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 Works Cited 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:

Secure Medical Solutions is a contractor for several of the largest medical device and drug manufacturers throughout the United States. Being a reputable solution that provides services to high stake's medical companies with various trade secrets, security is high priority when it comes to data storage and retention and transmission. According to intellectual property rights, patent law, and the storage and transmission of personal medical information, Secure Medical Solutions' employees must follow strict guidelines at all times. Due to the novel coronavirus (Covid-19), multiple new manufacturers have retained Secure Medical Solutions to protect the development of vaccines candidates. This rapid expansion has resulted in Secure Medical Solutions deciding to expand their network infrastructure.

One of the reasons Secure Medical Solutions has decided to do a redesign of their current network infrastructure is that several locations are being added outside the region where they are currently headquartered. The firm's current headquarters is located in Minneapolis, Minnesota, a satellite office exists in San Antonio, Texas and new offices are being created in Atlanta, Georgia and Salt Lake City, Utah.

## Headquarters: Minneapolis, Minnesota

Secure Medical Solutions headquarters is a four (4) floor building in the historic district of Minneapolis, Minnesota. The first floor contains the following departments: reception and human resources. The second floor has the following departments: business marketing, customer support, and accounting. The third floor houses the IT department and secure datacenter. The fourth floor contains the executive offices and several conference rooms, each equipped with video conferencing equipment.

The first floor contains seventeen (17) workstations: two (2) of the workstations are assigned to reception, fifteen (15) are assigned to human resources. The second floor contains fifty (50) workstations: ten (10) are assigned to marketing, thirty (30) are assigned to customer support, and six (6) are assigned to accounting. All workstations on the first and second floors are connected per floor to an intermediate distribution frame (IDF) that contains a patch panel and a 48 port 10/100/1000 Mbps switch with a 10 Gbps uplink. From this switch, a 10 gigabit multi-mode fiber line runs up to the master distribution frame (MDF) in the third-floor datacenter.

The datacenter on the third floor contains 40 low-density racks, a majority of which contain virtual server hosts. A large storage area network (SAN) provides storage for the virtual servers hosted on the virtual. Secure Medical Solutions is requesting an additional secure backup solution for redundancy. The fourth floor contains eight (8) executive offices with workstations, two (2) and all are connected to a 10/100/1000 Mbps switch, along with the three video conference rooms, which is then routed down to the datacenter on the third floor.

### **Satellite Office: San Antonio, Texas**

The San Antonio office contains the following departments: legal and efficacy data review. This office is located in the medical research district of San Antonio and all employees at this office will need secure access to virtual servers or storage located at the headquarters.

Forty (40) workstations reside in the office and are connected to an encrypted local file storage server. Secure Medical Solutions is requesting a fast and secure cloud-based solution that will be used for redundancy.

### **New Satellite Offices: Atlanta, Georgia and Salt Lake City, Utah**

Each of the new offices will be rented from other established companies and will take up two floors of each of the respective buildings. The new satellite offices each will consist of forty (40) cubicles, twenty (20) per floor and will need high speed access to the secure storage servers at the headquarters.

Employees located at these offices will be assigned company laptop computers and no workstations will be permanently located at the locations. Since, the office building is in a shared space, employees will need to work within a secure connection and company assets must be properly managed. Additionally, the company has requested IP security cameras and biometric security measures to be present at each satellite office.

### **Customer's needs:**

- Provide a fast, secure, and efficient network design for the two new offices and a method for connection to the main office.
- Provide a solution for the segmentation of the network in the main office as all machines are currently connected to the same network.
- Provide a solution for maintaining secure network connections in the shared spaces of the satellite offices, including security cameras and biometric security measures.
- Recommend an effective design for the subnetting of the entire network.
- Devise a solution cloud-based redundancy for the San Antonio location.
- Provide a solution for company asset management.
- Suggest a strategy for improving the current security of the network as well as security in the new offices.
- Develop a network design that is modern, secure, reliable, and compliant to intellectual property and trademark storage guidelines.
- Design a strategy for effective and secure communication amongst remote employees.

**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 (S | PS)

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"> <li>Written proposal in Report Format - PDF format</li> <li>Works Cited – PDF format. <i>All points or none are awarded by the technical judge.</i></li> </ul>				10	
<b>TECHNICAL POINTS</b>					
<b>Written Proposal</b>					
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"> <li>Message is attention-grabbing, compelling and concise</li> <li>Message was developed according to topic</li> </ul>	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"> <li>Content without errors/No copyright violations</li> </ul>	5 (3+ errors)	10 (2 errors)	15 (1 error)	20 (0 errors)	
<b>Total Written Proposal Points (180 points maximum)</b>					
<b>Creativity</b>					
Solution is innovative <ul style="list-style-type: none"> <li>Fresh ideas, unique</li> </ul>	1-5	6-10	11-15	16-20	
<b>Total Creativity Points (20 points maximum)</b>					
<b>Specific Technical Recommendations</b>					
Provided reasonable network design	1-5	6-10	11-15	16-20	
Provide scalable network design for the growing company	1-5	6-10	11-15	16-20	
Provide a reasonable plan for satellite office laptop computers	1-5	6-10	11-15	16-20	
Implemented an asset management solution	1-5	6-10	11-15	16-20	
The design took into consideration the amount of bandwidth needed	1-5	6-10	11-15	16-20	
Provides a centrally managed network The design provides an efficient and streamlined means of maintaining and securing the network	1-5	6-10	11-15	16-20	
Follows guidelines for storing intellectual property, medical data	1-5	6-10	11-15	16-20	
Provided a solution to have high-speed network to the satellite offices	1-5	6-10	11-15	16-20	
Added cloud storage solution for data redundancy	1-5	6-10	11-15	16-20	
<b>Total Specific Technical Recommendation Points (180 points maximum)</b>					
<b>TOTAL TECHNICAL POINTS (390 points maximum)</b>					



## (325) Network Design Team (S | PS)

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	
<b>Total Presentation Points (140 points maximum)</b>					

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

### Specification Scoring Rubric

<b>SPECIFICATION POINTS:</b> 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	10	
Presentation lasted no longer than ten (10) minutes – 5 points		
All registered team members in attendance for entire event	10	
Documentation submitted at time of check-in: Written Proposal in Report Format (1 copy) and Works Cited (1 copy) <i>Must have copies for both preliminaries and finals</i>	10	
<b>TOTAL SPECIFICATION POINTS (30 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 560**

**PRESENTATION WILL BE STOPPED AT TEN MINUTES**

## **(330) C# Programming (S | PS)**

### **Description**

Evaluate knowledge of working with 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 members passing this component will receive an industry certification regardless of their overall event placement.* The certification offered will be MTA Software Development Fundamentals - C# Exam and upon passing the exam, members will be awarded 100 points to their final score. All persons planning to take a certification test **MUST** register with Certiport ([www.certiport.com](http://www.certiport.com)) before attending NLC to create their Certiport profile. Members 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>

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

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

Visual Studio 2015 or higher

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

Member 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

Only pre-written code that is hard copied is allowed.

**Business Professionals of America assumes no responsibility for hardware/software provided by the member. 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
- Understand and implement UML diagrams
- Create a program/GUI using variables, looping, controls, logical operations, calculations, classes, totals, file access, data structures, sorting, selection statements, 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 (S | PS)**

### **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 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.

### **Member 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 member

Member 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

Only pre-written code that is hard copied is allowed.

**Business Professionals of America assumes no responsibility for hardware/software provided by the member. 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
- Understand and implement UML diagrams
- Create a C++ program using calculations, totals, selection statements, 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 (S | PS)**

### **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.

### **Member 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 member

Member 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

Only pre-written code that is hard copied is allowed.

**Business Professionals of America assumes no responsibility for hardware/software provided by the member. 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 (S | PS)**

### **Description**

Demonstrate knowledge of fundamental database development and administrative concepts including SQL scripting. Competencies addressed in this event will mandate the member 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.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

### **Length of event**

No more than sixty (60) minutes testing time

### **Entries**

Each state is allowed five (5) entries

## **(350) Linux Operating System Fundamentals (S | PS)**

### **Description**

Demonstrate your ability in hardware & system configuration, system operation & maintenance, security, automation & scripting, and troubleshooting & diagnostics within the Linux Operating System. *This event includes a separate certification component which will be offered in conjunction with the BPA event at NLC; all members passing this component will receive an industry certification regardless of their overall event placement.* The certification offered will be the TestOut Linux Pro exam and upon passing the exam, members will be awarded 100 points (pass or fail) to their final score. For more information on the exam, visit: <http://www.testout.com/certification/pro-exams/linux-pro>

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

- Using Linux command line utilities
- Configure and use Linux shell environments
- Manage Linux system startup/shutdown, system processes
- Use Linux package management
- Manage and storage devices in Linux formats
- Manage the Linux file system, configure networking and printing
- Manage users and groups in Linux
- Configure, monitor, and manage system access in Linux

### **Method of evaluation**

Objective

Certification test taken per conference schedule at NLC

Application: Top 10 members 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 member 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

**Certification Test** - No more than two hours (120) minutes

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

### **Entries**

Each state is allowed five (5) entries

This event is sponsored by:



## **(355) Python Programming (S | PS) – Pilot**

### **Description**

Evaluate knowledge of working with structured (procedural), object-oriented, and functional programming using the Python programming language.

### **Eligibility**

Any student member may enter this event.

### **Member 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 member

Member 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

Only pre-written code that is hard copied is allowed.

**Business Professionals of America assumes no responsibility for hardware/software provided by the member. 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 Python computer language
- Use programming skills for proper development of a Python computer program
- Demonstrate knowledge of Python computer language
- Implement program logic (algorithms, structured design)
- Use structural design techniques and object-oriented concepts
- Create a Python 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

## **(390) Computer Programming Concepts – Open Event (S | PS)**

### **Description**

Demonstrate general knowledge of the computer programming industry.

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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 statements, 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 (S | PS)**

### **Description**

Demonstrate general knowledge of the information technology industry.

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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
- 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 \(S | PS\)](#)
- (405) [Fundamentals of Web Design \(S | PS\)](#)
- (410) [Graphic Design Promotion \(S | PS\)](#)
- (415) [Advanced Desktop Publishing \(S | PS\)](#)
- (420) [Digital Media Production \(S | PS\)](#)
- (425) [Computer Modeling \(S\)](#)
- (430) [Video Production Team \(S | PS\)](#)
- (435) [Website Design Team \(S | PS\)](#)
- (440) [Computer Animation Team \(S\)](#)
- (445) [Broadcast New Production Team \(S | PS\)](#)
- (450) [Podcast Production Team \(S | PS\) – Pilot](#)
- (490) [Digital Communication & Design— Open Event \(S | PS\)](#)

## **(400) Fundamental Desktop Publishing (S | PS)**

### **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.

### **Member may supply**

Sharpened No. 2 pencils, pens

Members may bring a Mac computer, if desired. Those members 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 member 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 member. 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 which may include 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:** *Members 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 (S | PS)**

### **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 members passing this component will receive an industry certification regardless of their overall event placement.* The certification offered will be MTA Introduction to Programming Using HTML and CSS and upon passing the exam, members will be awarded 100 points to their final score. All persons planning to take a certification test **MUST** register with Certiport ([www.certiport.com](http://www.certiport.com)) before attending NLC to create their Certiport profile. Members 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>

### **Eligibility**

Any student member may enter this event.

### **Member 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 member. 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 HTML and CSS
- 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 (*Members 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 (S | PS)**

### **Description**

Develop a theme with a 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 2022.

### **Eligibility**

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

### **Topic**

Develop a logo, tagline, flyer and pin promoting the Business Professionals of America National Leadership Conference in Dallas, TX – May 4-8 2022.

### **Member must supply**

Four (4) documents—one flyer (8.5"x11"), one member-generated logo (4"x4"), one pin-sized logo (2"x2"), Works Cited

Additional copies of flyer, logo, pin-sized logo, and Works Cited for final rounds

Digital presentation tools may be used

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

Member must supply 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
- Demonstrate an understanding of developing for a target audience

### **Specifications**

- This is a pre-submitted event. See instructions for submissions.
- Member may select any theme promoting the Business Professionals of America National Leadership Conference in Dallas, TX, May 4-8, 2022.
- Theme needs to be 25 characters or less, including spaces.
- Dimensions of flyer must be 8½"x11" either landscape or portrait. It is recommended you use at least 300 dpi.
- Dimensions of the member-generated logo must *not* exceed 4"x4". It is recommended you use at least 300 dpi. Member-generated logo must be submitted on a separate 8½"x11" paper.

- Dimensions of the member-generated logo in pin-size print must *not* exceed 2"x2". It is recommended you use at least 300 dpi. Member-generated pin-sized logo must be submitted on a separate 8½"x11" paper.
- One (1) 8½"x11" original flyer, one (1) member-generated 4"x4" logo, one (1) member-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, signed [Release Form\(s\)](#), Works Cited must be submitted in JPG, PNG, or PDF formats at <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Standard Time on April 1, 2021.**
- The member is responsible for securing a signed [Release Form](#) from any person whose image is used in the project.
- Confirmation of receipt will be provided, when the project is submitted.
- 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.
- Materials from non-registered members and/or those missing Member ID *cannot* be accepted.
- No changes can be made to the project after the date of submission.
- One flyer (8.5"x11"), one member-generated logo (4"x4"), one pin-sized logo (2"x2") and Works Cited form *must* be submitted at the time of the presentation at NLC, at both the preliminary and final competition.
- The member 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.
- Member-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 member-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](#).)
- Member'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

**Members 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 (S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Technical Scoring Rubric

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

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Member submitted the correct information and in the correct format. <ul style="list-style-type: none"> <li><a href="#">Signed Released Form(s)</a></li> <li>Flyer – PDF, JPG or PNG Format</li> <li>Logo (4” x 4”) – PDF, JPG or PNG Format</li> <li>Logo (2” x 2” pin size) – PDF, JPG or PNG Format</li> <li>Works Cited formatted according to the BPA Style &amp; Reference Guide</li> </ul> <p style="text-align: center;"><b><i>All points or none are awarded by the Technical Judge.</i></b></p>				10	
Design demonstrates awareness of target audience	1-5	6-10	11-15	16-20	
Member-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	
Design is effective and consistent in graphic and theme for logo, pin, and poster	1-5	6-10	11-15	16-20	
Followed Basic Principles of Typography	1-5	6-10	11-15	16-20	
Color selection was appropriate for theme	1-5	6-10	11-15	16-20	
BPA logo and tagline appear on flyer – 10 points ( <b>all or nothing</b> )				10	
Member-generated logo is effective when reduced to trading pin size – 10 points ( <b>all or nothing</b> )				10	
BPA logo and tagline meet the <a href="#">Graphic Standards</a> as outlined in the <a href="#">Style &amp; Reference Manual</a> – 10 points ( <b>all or nothing</b> )				10	
<b>TOTAL TECHNICAL POINTS (200 points maximum)</b>					



## (410) Graphic Design Promotion (S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Oral presentation/stage presence/delivery Maintain eye contact, voice inflection, well-spoken, etc.	1-5	6-10	11-15	16-20	
Covers inspiration for the theme chosen & concept development	1-5	6-10	11-15	16-20	
Demonstrates clear connection between design and BPA NLC location	1-5	6-10	11-15	16-20	
Covers selection of design elements typography, color scheme, layout, etc.	1-5	6-10	11-15	16-20	
Explanation of technology & software used	1-2	3-5	6-8	9-10	
Effectiveness of presentation	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-2	3-5	6-8	9-10	
<b>TOTAL PRESENTATION POINTS (120 points maximum)</b>					

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

### Specification Scoring Rubric

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <i>not</i> per judge.		Points Awarded
Set-up lasted no longer than three (3) minutes – 10 points	10	
Presentation met presentation time requirements (maximum 6 minutes) – 10 points	10	
Documentation submitted at time of check-in: flyer (1 copy), logo (1 copy), pin-size logo (1 copy), and (1 copy) Works Cited. <i>Must have for preliminaries and finals</i>	10	
Member name does <i>not</i> appear on submitted output (pin, logo, & flyer)	10	
Appropriate use of grammar, spelling and punctuation	10	
Dimensions of member-generated logo do <i>not</i> exceed 4"x4" and 2"x2"	20	
<b>TOTAL SPECIFICATION POINTS (70 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 390**

**PRESENTATION WILL BE STOPPED AT SIX (6) MINUTES**

## **(415) Advanced Desktop Publishing (S | PS)**

### **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.

### **Member may supply**

Members may bring a Mac computer, if desired. Those members 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 member 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 member. 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, and layers
- 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 (S | PS)**

### **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. Members participating in national level competition must be registered for the event prior to submission deadline for technical judging. Members must participate in both parts of the competition in order to be ranked.

### **Topic**

Create a one to two (1:00-2:00) minute video explaining the requirements for attending a State, Private or Technical College of your choice.

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

### **Member must supply**

Digital presentation equipment

Video projector (optional)

Props (optional)

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

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

Member 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 member. 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 member will develop a visual communication tool utilizing various software applications related to digital production.
- The member 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 23 for settings recommendations.
- **Submit the URL to the final project files, Works Cited, and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.**
- Individual confirmation of receipt *cannot* be provided by the National Center.
- Member ID will be required for all submissions.

- Members 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 members and/or those missing Member ID *cannot* be accepted.
- No changes can be made to the project after the date of submission.
- One (1) copy of the Works Cited must be submitted at the time of the presentation at NLC at both the Preliminary and Final Competition.
- The member may utilize audio, text, video, graphics, and animation.
- Use of transitions and continuity must exist in the production.
- The member is responsible for securing a signed [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.
- 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

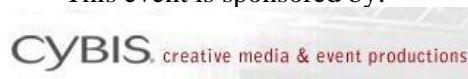
### **Entries**

Each state is allowed three (3) entries

**Members 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.

Business Professionals of America Workplace Skills Assessment Program

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## (420) Digital Media Production (S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Technical Scoring Rubric

Member 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:		
Member followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No ( <i>Disqualification</i> )

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Member submitted the correct information and in the correct format. <ul style="list-style-type: none"><li>Works Cited and signed <a href="#">Release Form</a>(s) in one combined PDF file</li></ul> <i>All points or none are awarded by the technical judge.</i>				10	
<b>Production Layout</b>					
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	
<b>Total Production Layout (60 points maximum)</b>					
<b>Graphics/Media Use</b>					
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	
<b>Total Graphics/Media Use (100 points maximum)</b>					
<b>Content</b>					
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	
<b>Total Content (40 points maximum)</b>					
<b>TECHNICAL POINTS (210 points maximum)</b>					

## (420) Digital Media Production (S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
<b>Presentation</b>					
Oral presentation/stage presence/delivery (Including: Maintaining eye contact, voice inflection, well-spoken, etc.)	1-5	6-10	11-15	16-20	
Ability to explain the development and design process (i.e. pre-production phase & target audience)	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	
Explanation of technology & software used	1-5	6-10	11-15	16-20	
Effectiveness of presentation	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-2	3-5	6-8	9-10	
<b>TOTAL PRESENTATION POINTS (110 points maximum)</b>					

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

### Specification Scoring Rubric

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <i>not</i> per judge.		Points Awarded
Set-up/wrap-up lasted no longer than three (3) minutes	10	
Presentation lasted at least no longer than ten (10) minutes	10	
Documentation submitted at time of check-in: Works Cited (1 copy). <i>Must have copies for both preliminaries and finals</i>	10	
<b>TOTAL SPECIFICATION POINTS (30 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 450**

**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. Members participating in the national level competition must be registered for the event prior to submission deadline for technical judging. Members must participate in both parts of the competition in order to be ranked.

### **Topic**

You have been asked by a local movie company to create a new character for an upcoming animated feature film. (This character should include Arms, Legs, Facial Features, etc...)

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

Pay Particular attention to the Copyright & Fair Use Guidelines.

### **Member must supply**

Digital presentation tools

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, members may provide their own access to be used only for their presentation to the judges

Member 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 member. 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 a 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.
- Demonstrate an understanding of developing for a target audience

## 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 one (1) page 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 23 for settings recommendations.
- **Submit the URL to the final project files, one (1) page profile, Works Cited, and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.**
- Member ID will be required for all submissions.
- Members 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 members and/or those missing Member IDs *cannot* be accepted.
- No changes can be made to the project after the date of submission.
- One (1) copy of the Works Cited, one (1) page profile, 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

**Members 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.**

## (425) Computer Modeling (S)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Technical Scoring Rubric

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

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Member submitted the correct information and in the correct format. <ul style="list-style-type: none"><li>Works Cited, one (1) page profile and signed <a href="#">Release Form</a>(s) in one combined PDF file</li></ul> <i>All points or none are awarded by the technical judge.</i>				10	
<b>Complexity/Craftsmanship</b>					
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	
Model/Scene is realistic and/or supports goals, contains original content.	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	
<b>Total Complexity/Craftsmanship (160 points maximum)</b>					
<b>Composition</b>					
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	
<b>Total Composition Points (40 points maximum)</b>					
<b>Creativity</b>					
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	
Utilizes original work for concept/model and 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	
<b>Total Creativity Points (80 points maximum)</b>					
<b>TOTAL TECHNICAL POINTS (310 points maximum)</b>					

## (425) Computer Modeling (S)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### **Presentation Scoring Rubric**

Items to Evaluate	Below Average	Average	Good	Excellent	Points Earned
Ability to explain the initial development process	1-5	6-10	11-15	16-20	
Ability to explain the creative/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 development of model, concept art and prototypes	1-5	6-10	11-15	16-20	
Ability to explain use and development of original media elements	1-5	6-10	11-15	16-20	
Presentation quality/style	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-2	3-5	6-8	9-10	
<b>TOTAL PRESENTATION POINTS (130 points maximum)</b>					

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

### **Specification Scoring Rubric**

<b>SPECIFICATION POINTS:</b> All points or no points per item are awarded by the proctor per member, <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), one (1) page profile, and Concept Art/Prototypes (1 copy) at the time of presentation <i>Must have copies for both preliminaries and finals</i>	10	
<b>TOTAL SPECIFICATION POINTS (20 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 440**

**PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES**

## **(430) Video Production Team (S | PS)**

### **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. Members 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 a video demonstrating conflict resolution within a team. Some topics you should cover in your video: communication, delegation, responsibility, defining roles, compromising, What's best for the team - not the person talking, how to get along with team members, follow project through to completion, and/or response expectations (How can a team work together on internal conflict?).

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

### **Team must supply**

Digital display

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 member. 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 storyline using a storyboard and script
- 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
- Demonstrate an understanding of developing for a target audience

### **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 23 for settings recommendations.
- **Submit the URL to the final project files, Works Cited, and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.**
- Member ID will be required for all submissions.
- Members 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 email address for submission or technical difficulties
- Multiple submissions will *not* be accepted.
- Only one (1) team member should complete the submission.
- Materials from non-registered members and/or those missing Member ID *cannot* be accepted.
- No changes can be made to the project after the date of submission.
- One (1) copy of Works Cited must be submitted at the time of the presentation at NLC at both the Preliminary and Final Competition.
- The member 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 signed [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 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.
- The team is responsible for securing a signed [Release Form](#) from any person whose image is used in the project.
- 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.**

## (430) Video Production Team (S | PS)

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

### Technical Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (Disqualification)	<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 (Disqualification)
<b>Items to Evaluate</b>		<b>Points Awarded</b>
<b>Required Elements</b>		
• Title	<input type="checkbox"/> Y   <input type="checkbox"/> N	10
• Included more than one camera angle or motion	<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
<b>Total Required Elements (60 points maximum)</b>		
<b>Items to Evaluate</b>	<b>Below Average</b>	<b>Average</b>
	<b>Good</b>	<b>Excellent</b>
		<b>Points Awarded</b>
<b>Content</b>		
Team submitted the correct information and in the correct format.		10
<ul style="list-style-type: none"> <li>Works Cited and signed <a href="#">Release Form</a>(s) in one combined PDF file</li> </ul> <p style="text-align: center;"><i>All points or none are awarded by the technical judge.</i></p>		
• Creativity and originality of content	1–5	6–10
• Developed and portrayed theme	1–5	6–10
• Effectiveness of video message	1–5	6–10
• Music and tone (mood)	1–5	6–10
<b>Total Content (90 points maximum)</b>		
<b>Quality</b>		
• Focus/Steadiness	1–5	6–10
• Lighting	1–5	6–10
• Color relating to theme	1–5	6–10
• Audio quality (effective use of fades, normalizing, and/or use of sounds, & foley sound)	1–5	6–10
<b>Total Quality (80 points maximum)</b>		
<b>TOTAL TECHNICAL POINTS (230 points maximum)</b>		

### (430) Video Production Team (S | PS)

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

#### **Presentation Scoring Rubric**

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Oral presentation/stage presence/delivery (Including: Maintaining eye contact, voice inflection, well-spoken, etc.)	1-5	6-10	11-15	16-20	
Explain the development and design process	1-5	6-10	11-15	16-20	
Explanation of technology & software used	1-5	6-10	11-15	16-20	
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	
Effectiveness of presentation	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-2	3-5	6-8	9-10	
<b>TOTAL PRESENTATION POINTS (130 points maximum)</b>					

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

#### **Specification Scoring Rubric**

<b>SPECIFICATION POINTS:</b> 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 at time of presentation <i>Must have copies for both preliminaries and finals</i>	10	
All registered team members in attendance for entire event	10	
<b>TOTAL SPECIFICATION POINTS (30 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 390**

**PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES**



## (430) Video Production Team – (S | PS) NLC Finals Rubric

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

### Technical Scoring Rubric – FINAL (Nationals Only)

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per team, <i>not</i> per judge.					<b>Points Awarded</b>
<ul style="list-style-type: none"> <li>Documentation submitted at time of check-in: signed <a href="#">Release Form(s)</a> <i>Must have copies for both preliminaries and finals</i></li> </ul>					10
<b>TOTAL SPECIFICATION POINTS (10 points maximum)</b>					
<b>Items to Evaluate</b>					<b>Points Awarded</b>
<b>Required Elements</b>	<b>Select One</b>			<b>Award all or none</b>	
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	
<b>Total Required Elements (90 points maximum)</b>					
<b>Items to Evaluate</b>	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
<b>Content</b>					
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	
<b>Total Content (80 points maximum)</b>					
<b>Quality</b>					
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	
<b>Total Quality (80 points maximum)</b>					
<b>TOTAL TECHNICAL POINTS (250 points maximum)</b>					

**TOTAL MAXIMUM POINTS = 260**

## **(435) Website Design Team (S | PS)**

### **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. Members 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 Orlando, FL May 4-8, 2021. 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 local attractions & transportation, food, costs, local attractions security restrictions and specific guidelines, attire/dress code, etc.

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 member. 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
- Evaluate and delegate responsibilities needed to perform required tasks
- Demonstrate knowledge of site, content, graphics, layout, and more
- Demonstrate awareness of accessibility concerns (for example: ADA)
- Demonstrate responsive design (including Browser Capabilities, Devices, etc.)
- 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 the ability to conform to copyright laws
- Demonstrate knowledge of page layout
- Demonstrate an understanding of developing for a target audience

## Specifications

- This is a pre-submitted event. See instructions for submissions.
- **Submit the URL to the final project files, Works Cited, and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.**
- The team is responsible for securing a signed [Release Form](#) from any individual whose name, photograph, and/or other information is included on the website.
- Members 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 email address for submission or technical difficulties.
- Multiple submissions *cannot* be accepted.
- Only one (1) team member should complete the submission.
- Materials from non-registered members and/or those missing Member IDs *cannot* be accepted.
- No changes can be made to the project after the date of submission.
- One (1) copy of the Works Cited 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, 2021. 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.
- Members are permitted to use any web development technology or CMS desired by the team in order to complete the event, however use of original code may be scored higher. Examples of these are, but *not* limited to, Microsoft Visual Studio®, Adobe Dreamweaver®, jQuery®, WordPress®, Joomla!®, Drupal®, Wix®, Weebly®, or any templates.
  - Members 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 (S | PS)

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.				10	
<ul style="list-style-type: none"> <li>Works Cited and signed <a href="#">Release Form</a>(s) in one combined PDF file</li> </ul> <i>All points or none are awarded by the technical judge.</i>					
<b>Page Layout</b>					
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	
<b>Navigational Theme</b>					
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	
<b>Graphic Media Use</b>					
Enhances topic					
Creativity through graphic design	1-5	6-10	11-15	16-20	
(template, code, or combined)	1-5	6-10	11-15	16-20	
Originality of graphics (stock or original)	1-5	6-10	11-15	16-20	
<b>Content</b>					
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	
<b>Technical</b>					
Cross-browser compatibility					
Source Code is well organized and meets validation	1-5	6-10	11-15	16-20	
Effective use of innovative technology	1-5	6-10	11-15	16-20	
(Look For: original coding, use of SASS, Python, JavaScript, code widgets)	1-5	6-10	11-15	16-20	
<b>Grammar, spelling, punctuation, and usage</b>	5 (3+ errors)	10 (2 errors)	15 (1 error)	20 (0 errors)	
<b>TOTAL TECHNICAL POINTS (330 points maximum)</b>					

## (435) Website Design Team (S | PS)

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

### Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Oral presentation/stage presence/delivery (Including: maintaining eye contact, voice inflection, well-spoken, etc.)	1-5	6-10	11-15	16-20	
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	
Answers to judges' questions	1-2	3-5	6-8	9-10	
<b>TOTAL PRESENTATION POINTS (130 points maximum)</b>					

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

### Specification Scoring Rubric

<b>SPECIFICATION POINTS:</b> 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	10	
Presentation lasted no longer than ten (10) minutes – 5 points		
Documentation submitted at time of check-in: Works Cited (1 copy) <i>Must have copies for both preliminaries and finals</i>	10	
All registered team members in attendance for entire event	10	
<b>TOTAL SPECIFICATION POINTS (30 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 490**  
**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. Members 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**

A local amusement park in your area is looking to develop a new attraction to increase visitors to their amusement park. Your team has been tasked to create a virtual ride through for a new attraction to help the owners visualize what it would look like in the perspective of a rider. You may create any type of attraction your team decides (rollercoaster, water ride, etc.). Be prepared to explain your attraction choice.

Teams who do *not* submit an entry following this topic will be *disqualified*. Particular attention should be paid to the Copyright & Fair Use Guidelines.

### **Team must supply**

Digital presentation tools

Props (optional)x

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 member. 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 an understanding of developing for a target audience

### **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 23 for settings recommendations.
- **Submit the URL to the final project files, Works Cited, and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.**
- Members 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 email address for submission or technical difficulties.
- Multiple submissions *cannot* be accepted.
- Only one (1) team member should complete the submission.
- No changes can be made to the project after the date of submission.
- The team is responsible for securing a signed [Release Form](#) from any person whose image is used in the production.
- One (1) copy of the Works Cited 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 (Disqualification)	<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 (Disqualification)
If no, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Team followed topic and time limit (2 minutes max)	<input type="checkbox"/> Yes	<input type="checkbox"/> No (Disqualification)

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"> <li>Works Cited, storyboard and signed <a href="#">Release Form(s)</a> in one combined PDF file</li> </ul> <i>All points or none are awarded by the technical judge.</i>				10	
<b>Complexity/Craftsmanship</b>					
Assets were original or pre-made, and/or a combination. (point preference may be given for creation of original assets)	1-5	6-10	11-15	16-20	
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 objectives	1-5	6-10	11-15	16-20	
<b>Total Complexity/Craftsmanship (120 points maximum)</b>					
<b>Animation</b>					
<b>Squash and Stretch</b> - Illusion of weight and volume is given to the animation, to enhance movement (i.e. tennis ball compressing when hit)	1-5	6-10	11-15	16-20	
<b>Anticipation</b> - Movement prepares the audience for major actions the animation is about to perform	1-5	6-10	11-15	16-20	
<b>Staging</b> - 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	
<b>Slow-Out and Slow-In Techniques</b> - Used to simulate natural movements (i.e. fluid motion)	1-5	6-10	11-15	16-20	
<b>Secondary Action(s)</b> - Used to add dimension to the animation. (hair, fur, clothing, flags, water, etc.)	1-5	6-10	11-15	16-20	
<b>Total Animation (100 points maximum)</b>					

## (440) Computer Animation Team (S)

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

<b>Technical Scoring Rubric (Continued)</b>					
<b>Items to Evaluate</b>	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
<b>Composition</b>					
<b>Execution of Plan:</b> Concept Art, and Storyboard demonstrate project objectives	1-5	6-10	11-15	16-20	
<b>Artistic Layout/Design Principles:</b> Aesthetic, consistent use of colors and fonts and layout	1-5	6-10	11-15	16-20	
<b>Clarity of Message:</b> 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	
<b>Entertainment Value:</b> Animation is memorable, entertaining, and/or fulfills objectives 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)	
<b>Total Composition (100 points maximum)</b>					
<b>Creativity</b>					
Animation is original Fresh ideas, innovative, unique	1-5	6-10	11-15	16-20	
Effective use of lighting	1-5	6-10	11-15	16-20	
Audio is clear and is used effectively	1-5	6-10	11-15	16-20	
Transitions are effective and smooth	1-5	6-10	11-15	16-20	
<b>Total Creativity (80 points maximum)</b>					
<b>TOTAL TECHNICAL POINTS (410 points maximum)</b>					

## (440) Computer Animation Team (S)

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

### Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
<b>Presentation</b>					
Oral presentation/stage presence/delivery (Including: maintaining eye contact, voice inflection, well-spoken, etc.)	1-5	6-10	11-15	16-20	
Ability to explain the development and design process (pre-production process)	1-5	6-10	11-15	16-20	
Ability to explain the use of innovative technology, software & 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	
Ability to explain roles of various team members	1-5	6-10	11-15	16-20	
Presentation quality/style, effectiveness	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-2	3-5	6-8	9-10	
<b>TOTAL PRESENTATION POINTS (130 points maximum)</b>					

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

### Specification Scoring Rubric

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per team, <i>not</i> per judge.		<b>Points Awarded</b>
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) and Storyboard (1 copy) <i>Must have copies for both preliminaries and finals</i>	10	
All registered team members in attendance for entire event	10	
<b>TOTAL SPECIFICATION POINTS (30 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 570**

**PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES**

## **(445) Broadcast News Production Team (S | PS)**

### **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 member may enter this event. A team will consist of 2-4 members. Members 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**

How has the pandemic affected a local business in your area? (Ideas: masks, employment, finances, what's changed, safety measures, ordering online, social distancing, new normal for your business, how did they survive and stay in business?) The second story should be a live feature story highlighting BPA involvement in your community (Blood drive, peer tutoring, trash pickups, etc.).

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

### **Teams must supply**

Digital presentation tools

Props (optional)

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 the National Finals, teams 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 member. 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
- Demonstrate how to frame and maintain proper video composition
- Demonstrate knowledge of lighting techniques
- Demonstrate knowledge of copyright laws
- Demonstrate teamwork skills needed to function in a broadcasting environment
- Demonstrate effective use of b-roll to tell a story
- Demonstrate effective interview techniques
- Demonstrate the importance good audio to enhance broadcast
- Demonstrate appropriate stage presence by on-air talent
- Demonstrate appropriate interview techniques
- Demonstrate an understanding of developing for a target audience

## 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 23 for settings recommendations.
- **Submit the URL to the final project files, Works Cited, script, and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.**
- The team is responsible for securing a signed [Release Form](#) from any person whose image is used in the project.
- Members 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 member 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 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 a news 1-minute in length.

## **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 graphics and b-roll, which must be included in the news packet.
- No intro/outro used
- The team is responsible for securing a signed [Release Form](#) from any person whose image is used in the project.
- 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.**

## (445) Broadcast News Production Team (S | PS)

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 specified news stories	<input type="checkbox"/> Yes   <input type="checkbox"/> No		20		
Includes an introduction	<input type="checkbox"/> Yes   <input type="checkbox"/> No		20		
Includes a segue [seg-way] between the news stories	<input type="checkbox"/> Yes   <input type="checkbox"/> No		20		
Includes outro (music) with credits/sources	<input type="checkbox"/> Yes   <input type="checkbox"/> No		20		
Includes 15-20 second promo/tease	<input type="checkbox"/> Yes   <input type="checkbox"/> No		20		
Script provided	<input type="checkbox"/> Yes   <input type="checkbox"/> No		20		
Total Required Elements (120) points maximum)					
Team submitted the correct information and in the correct format. ● Works Cited, script and signed <a href="#">Release Form(s)</a> in one combined PDF file <i>All points or none are awarded by the technical judge.</i>			10		
Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Content					
Originality of content	1–5	6–10	11–15	16-20	
Developed storyline (effective use of b-roll and interviews)	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 (320 points maximum)					

## (445) Broadcast News Production Team (S | PS)

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

### Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Oral presentation/stage presence/delivery (maintain eye contact, voice inflection, well-spoken, etc.)	1-5	6-10	11-15	16-20	
Explain the production process (pre-production, production & post-production)	1-5	6-10	11-15	16-20	
Explanation of equipment, technology & software used	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	
Effectiveness of presentation	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-2	3-5	6-8	9-10	
<b>TOTAL PRESENTATION POINTS (130 points maximum)</b>					

*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) <i>Must have copies for both preliminaries and finals</i>	10	
All registered team members in attendance for entire event	10	
<b>TOTAL SPECIFICATION POINTS (30 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 480**

**PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES**



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

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

### Technical Scoring Rubric – FINAL (Nationals Only)

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per team, <i>not</i> per judge.		<b>Points Awarded</b>
Documentation submitted at time of check-in: signed <a href="#">Release Form(s)</a> . <i>Must have copies for both preliminaries and finals</i>	10	
<b>TOTAL SPECIFICATION POINTS (10 points maximum)</b>		

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)					

## **(450) Podcast Production Team (S | PS) – Pilot**

### **Description**

Podcasts usually feature one or more hosts engaged in a discussion about a particular topic or current event. Discussion and content within a podcast can range from carefully scripted to totally improvised. Podcasts combine elaborate and artistic sound production with thematic concerns ranging from scientific research to slice-of-life journalism. Team members will demonstrate their ability to engage a target audience by creating a 3:00 – 5:00 minute podcast on the provided topic.

### **Eligibility**

Any student member may enter this team event. A team will consist of 2-4 members. Members 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 a 3:00 – 5:00 minute podcast highlighting the impact of virtual learning on schools and universities today. Podcast should include: challenges and opportunities in virtual learning and potential long-term impact on learning. Your target audience is 14 to 25-year-old students.

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

### **Member must supply**

Digital presentation equipment

Video projector (optional)

Props (optional)

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

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

Member 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 member. 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 audio productions for a target audience
- Demonstrate knowledge of lead in and lead out audio scripting and editing
- Apply knowledge of software, equipment, and skills related to audio production
- Utilize audio editing applications
- Develop discussion points based on topic
- Demonstrate scripting techniques to present a clear overall message
- Demonstrate and apply basic audio recording techniques
- Perform editing and splicing techniques utilizing various editing tools
- Demonstrate teamwork skills needed to function in a audio editing environment

### Specifications:

- This is a pre-submitted event. See instructions for submissions.
- The team will develop a podcast using various software applications related to audio production.
- **The final podcast audio should be uploaded to a Sound Cloud account.**
- **Submit the URL to the final project files, Works Cited, and signed [Release Form\(s\)](#) in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.**
- Member ID will be required for all submissions.
- Members 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 members and/or those missing Member ID *cannot* be accepted.
- No changes can be made to the project after the date of submission.
- One (1) copy of Works Cited must be submitted at the time of the presentation at NLC at both the Preliminary and Final Competition.
- Use of transitions and continuity must exist in the production.
- The team is responsible for securing a signed [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.
- 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

### 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.**

## (450) Podcast Production Team (S | PS) – Pilot

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					
• Episode Title	<input type="checkbox"/> Y   <input type="checkbox"/> N		10		
• Opening/Introduction	<input type="checkbox"/> Y   <input type="checkbox"/> N		10		
• Closing	<input type="checkbox"/> Y   <input type="checkbox"/> N		10		
• Topic is addressed with multiple actors and viewpoints	<input type="checkbox"/> Y   <input type="checkbox"/> N		10		
• Length between 3:00 – 5:00 minutes	<input type="checkbox"/> Y   <input type="checkbox"/> N		10		
Total Required Elements (50 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"><li>Works Cited and signed <a href="#">Release Form</a>(s) in one combined PDF file</li></ul> <i>All points or none are awarded by the technical judge.</i>				10	
• Creativity and originality of content	1–5	6–10	11–15	16-20	
• Developed and portrayed topic	1–5	6–10	11–15	16-20	
• Effectiveness of audio message	1–5	6–10	11–15	16-20	
• Music and tone (mood), audience appeal	1–5	6–10	11–15	16-20	
Total Content (90 points maximum)					
Quality					
• Professionalism and voice quality	1–5	6–10	11–15	16-20	
• Effective use of normalcy and noise canceling techniques	1–5	6–10	11–15	16-20	
• Originality of audio production	1–5	6–10	11–15	16-20	
Total Quality (60 points maximum)					
TOTAL TECHNICAL POINTS (200 points maximum)					

## (450) Podcast Production Team (S | PS) – Pilot

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 impact of the podcast	1–5	6–10	11–15	16–20	
Explanation of roles of team members	1–5	6–10	11–15	16–20	
Voice is consistent and appealing to the audience	1–5	6–10	11–15	16–20	
<b>TOTAL PRESENTATION POINTS (100 points maximum)</b>					

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

### Specification Scoring Rubric

<b>SPECIFICATION POINTS:</b> 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 at time of presentation <i>Must have copies for both preliminaries and finals</i>	10	
All registered team members in attendance for entire event	10	
<b>TOTAL SPECIFICATION POINTS (30 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 330**

**PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES**

## **(490) Digital Communications & Design - Open Event (S | PS)**

### **Description**

This competition assesses knowledge of web design, animation, digital media, desktop publishing and web design languages.

### **Eligibility**

Any student member may enter this event.

### **Member may supply**

Sharpened No. 2 pencils

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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
- 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 video transitions and editing techniques
- Demonstrate knowledge of proper use of titles, lower thirds, and visual effects
- Demonstrate knowledge of broadcasting environment
- Demonstrate knowledge of introductions, segue, and outros
- Demonstrate knowledge of animation concepts and techniques
- Demonstrate knowledge of audio and sound concepts
- Demonstrate knowledge of design principles
- Demonstrate knowledge of photography composition and techniques

### **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 \(S | PS\)](#)
- (510) [Small Business Management Team \(S | PS\)](#)
- (515) [Interview Skills \(S | PS\)](#)
- (520) [Advanced Interview Skills \(S | PS\)](#)
- (525) [Extemporaneous Speech \(S\)](#)
- (530) [Contemporary Issues \(PS\)](#)
- (535) [Human Resource Management \(S | PS\)](#)
- (540) [Ethics & Professionalism \(S | PS\)](#)
- (545) [Prepared Speech \(S | PS\)](#)
- (550) [Parliamentary Procedure Team \(S\)](#)
- (555) [Presentation Management Individual \(S | PS\)](#)
- (560) [Presentation Management Team \(S | PS\)](#)
- (590) [Business Meeting Management Concepts – Open \(S | PS\)](#)
- (591) [Management, Marketing and Human Resources Concepts – Open \(S | PS\)](#)
- (592) [Parliamentary Procedure Concepts – Open \(S | PS\)](#)
- (593) [Project Management Concepts – Open \(PS\)](#)
- (594) [Digital Marketing Concepts – Open \(S | PS\)](#)

## **(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         | • Marketing mix                                     | • Works Cited  |
| • Synopsis or mini-plan                    | • Economic, social, legal, and technological trends | <b>Submitted separately during presentation ONLY:</b>          |
| • Company goals                            | • Human resource requirements                       |  |
| • Description of customers and their needs | • Marketing timeline                                |  |
| • Description of pricing strategy          | • Methods of measuring success                      |  |
| • Competition                              |   | • Supporting documentation (research, charts, brochures, etc.) |

### **Eligibility**

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

During the spring of 2020, Google searches for “smart garden” reached an all-time high. Not since the second World War have consumers faced empty supermarket shelves and fresh-food shortages common during the COVID-19 pandemic. Social distancing, sheltering in place, limiting grocery store visits, and being self-sufficient with fresh healthy greens that naturally strengthen immune systems resulted in an outpouring of new “green-thumb” enthusiasts in record numbers. To meet the growing needs of sustainable home-based gardens, Home Greens, a local company specializing in indoor hydroponic smart garden kits that fit comfortably inside small residential spaces, has hired your marketing firm to explore the feasibility of domestic expansion within one to three years and a vision for global expansion in five to seven years. Be prepared to defend your recommendations from a marketing standpoint.

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

- Develop a written marketing plan
- Communicate research in a clear and concise manner both orally and in writing
- Identify and utilize internal and external resources
- Demonstrate knowledge and understanding of management and international business concepts
- Demonstrate successful price selection methods, including the reasoning and method(s) used in determining the price
- 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
- Demonstrate teamwork skills needed to function in a global marketing environment
- Demonstrate effective persuasive and informative communication and presentation skills

## 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, and Works Cited). The marketing plan must follow the Marketing Plan format in the [Style & Reference Manual](#). [Style & Reference Manual](#).
- Any marketing plan submitted beyond the maximum number of pages will be *disqualified*.
- **Submit the URL to the completed plan and Works Cited in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.**
- Members will receive an automated response confirmation at the time of submission.
- Individual conformation 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 member 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 and Works Cited 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 (Disqualification)	<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 (Disqualification)

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"><li>Marketing Plan and Works Cited - PDF format</li></ul> <i>All points or none are awarded by the technical judge.</i>				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	
<b>TOTAL TECHNICAL POINTS (230 points maximum)</b>					

**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**

<b>Evaluation of oral presentation</b>	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
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	
<b>TOTAL PRESENTATION POINTS (140 points maximum)</b>					

**Specification Scoring Rubric**

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per team, <i>not</i> per judge		<b>Points Awarded</b>
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 <a href="#"><i>Style &amp; Reference Manual</i></a>	10	
All registered team members in attendance for entire event	10	
Documentation submitted at time of check-in: Marketing Plan including Title Page, Table of Contents, and Works Cited (1 copy) <i>Must have copies for both preliminaries and finals</i>	10	
<b>TOTAL SPECIFICATION POINTS (40 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 410**

**PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES**

## **(505) Entrepreneurship (S | PS)**

### **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 member repeats this event, he/she may *not* submit any previously used business plan. Members participating in national level competition must be registered for the event prior to submission deadline for technical judging. Members must participate in both parts of the competition in order to be ranked.

### **Member must supply**

Member 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 members and take place within the time allotted

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

Member 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 member. 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 written business plan for a start-up business
- Demonstrate knowledge and understanding of entrepreneurship
- Communicate research in a clear and concise manner both orally and in writing
- Identify and utilize internal and external resources
- 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
- Demonstrate effective persuasive and informative communication and presentation skills

### **Specifications**

- This is a pre-submitted event. See instructions for submissions.
- The member 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, members may choose to use a fictitious address and telephone number.
- The member 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:
  - 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
  - Financial analysis
  - Supporting documentation (**excluded from 15-page maximum**)
    - Financial analysis (include requested loan amount, income statement, balance sheet, cash flow statement, and other analyses)
    - Supporting documents (research, charts, brochures, résumés, etc.)
- **Submit completed business plan (do not submit supporting documentation as listed above) and Works Cited in a combined PDF file to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.**
- Members 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 members and/or those missing Member IDs *cannot* be accepted.
- No changes can be made to the project after the date of submission.
- One (1) copy of the business plan and Works Cited 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

**Members 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 (S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Technical Scoring Rubric

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

Written Business Plan Evaluation	Below Average	Average	Good	Excellent	Points Awarded
Member submitted the correct information and in the correct format. <ul style="list-style-type: none"><li>Business Plan - PDF format</li><li>Works Cited</li></ul> <i>All points or none are awarded by the technical judge.</i>				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***



## (505) Entrepreneurship (S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### 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	
<b>TOTAL PRESENTATION POINTS (100 points maximum)</b>					

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

### Specification Scoring Rubric

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <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 <a href="#">Style &amp; Reference Manual</a>	10	
Documentation submitted at time of check-in: Works Cited and Business Plan including Title Page and Table of Contents (1 copy) <i>Must have copies for both preliminaries and finals</i>	10	
<b>TOTAL SPECIFICATION POINTS (30 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 320**

**PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES**

## **(510) Small Business Management Team (S | PS)**

### **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**

- Develop and implement an action plan
- Analyze needs, prioritize, and delegate team responsibilities needed to perform required tasks
- Demonstrate a working knowledge of entrepreneurial and business management concepts
- Apply critical thinking skills to make decisions and apply problem solving techniques
- Identify key issues and 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
- Perform a SWOT analysis
- Organize ideas and communicate orally in group presentation

### **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.
- 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:**

A local business owner, Katie Jones, is looking for ways to improve her photography business. She has been taking professional photos for several years and has built clientele from the local area and surrounding cities. She takes photos for weddings, birthdays, family pictures, and other significant life events. The business keeps her extremely busy and takes away a significant amount of time from her family and other personal pursuits. She would like to spend less time working in order to spend more time with her family and pursue other types of photography but has to continue making the revenue she has been making in order to make her business worth her time and pay for equipment upgrades. She has hired your team to help her devise some business strategies that will help her continue her business and achieve her personal goals.

Currently, a client will book an appointment with Katie. She will prepare for the event, take the photos, and then spend time editing the photos and creating the products the client asks for. Most of the products Katie prints are outsourced and shipped to Katie, who then delivers the products. The majority of products are just normal photo prints of different sizes. She has thought about creating new products, but isn't sure what to create or if the cost will be worth it to her clients as they order what they specifically want. Her prices are all individually contracted without a pricing system because each event and its needs are uniquely different.

Katie has thought through some of the obvious factors. She knows she needs to generate more revenue. She could easily charge more money across all levels of her business, but since most of her clients are local, charging more money will break the personal connection and they will hire a different photographer for less money.

Another limiting factor is time. She has thought about hiring help. Having help with taking and editing photos would easily free up her time, but she is worried about quality control and still making enough money for herself after paying for the employees. Another position she has thought about hiring is an assistant who helps with scheduling, but again is afraid that her revenue stream is not large enough to cover the new expense.

Prepare a presentation for Katie with your suggestions for her company including, but not limited to, the questions below.

- How can Katie generate more revenue without spending more time working on the business?
- How can Katie alleviate her time spent on the business without generating less revenue/profit?
- What types of hired positions could Katie use to efficiently grow her business?
- Are there different products and services Katie can offer?
- How can all of the discussed elements help Katie feel confident that her business will grow and protect everything she has worked for (i.e., profit, reputation, etc.)?

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 (S | PS)

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

### Presentation Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (Disqualification)	<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 (Disqualification)

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	
<b>TOTAL PRESENTATION POINTS (140 points maximum)</b>					

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

**(510) Small Business Management Team (S | PS)**

**Judge Number** \_\_\_\_\_

**Team Number** \_\_\_\_\_

**Specification Scoring Rubric**

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per team, <i>not</i> per judge.	<b>Possible Points</b>	<b>Points Awarded</b>
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	
<b>TOTAL SPECIFICATION POINTS (20 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 160**

**PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES**

## **(515) Interview Skills (S | PS)**

### **Description**

Assess proficiency in job search and interview situations.

### **Eligibility**

Member may *not* enter both Interview Skills and Advanced Interview Skills in the same year. This event may *not* be repeated. Members participating in national level competition must be registered for the event prior to submission deadline for technical judging. Members *must* participate in both parts of the competition in order to be ranked.

### **Member 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 skills
- Apply research to determine qualifications for jobs
- Demonstrate a professional image
- Demonstrate knowledge of job advancement
- Demonstrate effective communication and interpersonal skills
- Discuss understanding of workplace ethics and work environments

### **Specifications**

- This is a pre-submitted event. See instructions for submissions.
- Member will indicate on his/her résumé the position for which he/she is applying. There are openings in all departments of Digital Solutions shown on the Organizational Chart found in the [Style & Reference Manual](#).
- Member 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, members may choose to use a fictitious personal address and telephone number. The use of references on the résumé is optional.
- **Submit the résumé and cover letter as two separate PDF files to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.**
- Members 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, 2020.
- Materials from non-registered members, those missing Member ID 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  
Digital Communications  
700 Morse Road, Suite 201  
Columbus, OH 43214
- One (1) copy of the résumé *may* be used for reference by the member during the interview.
- Materials previously submitted to the website will *not* be available at the time of interview.
- One (1) copy of the résumé and cover letter 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

**Members 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 (S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Technical Scoring Rubric

	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
Member submitted the correct information and in the correct format. <ul style="list-style-type: none"><li>Cover Letter - PDF format</li><li>Résumé - PDF format</li></ul> <i>All points or none are awarded by the technical judge.</i>				10	
<b>Cover Letter (Does not need to follow the <a href="#">Style &amp; Reference Manual</a>, but should be business letter format)</b>					
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	
<b>Résumé</b>					
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	
<b>TOTAL TECHNICAL POINTS (170 points maximum)</b>					

## (515) Interview Skills (S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Interview Scoring Rubric

	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
<b>Applicant's Greeting:</b> Proper introduction Positive first impression	1-5	6-10	11-15	16-20	
<b>Applicant's Appearance:</b> Neat, well-groomed, and appropriately attired	1-5	6-10	11-15	16-20	
<b>Personality and Poise:</b> Positive, courteous, sincere, and confident Good posture, gestures, and eye contact	1-5	6-10	11-15	16-20	
<b>Communication Skills:</b> Proper grammar Good pronunciation and enunciation Pleasant voice and tone	1-5	6-10	11-15	16-20	
<b>Responses:</b> 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	
<b>Showed evidence of the following skills:</b> Required job skills Good work habits Problem-solving abilities	1-5	6-10	11-15	16-20	
<b>Close of Interview:</b> Expressed a thank you Concluded interview effectively	1-5	6-10	11-15	16-20	
<b>TOTAL INTERVIEW POINTS (240 points maximum)</b>					

### Specification Scoring Rubric

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <i>not</i> per judge.		<b>Points Awarded</b>
Documentation submitted at time of check-in: Cover Letter (1 copy) and Résumé (1 copy) <i>Must have copies for both preliminaries and finals</i>	10	
<b>TOTAL SPECIFICATION POINTS (10 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 420**

## **(520) Advanced Interview Skills (S | PS)**

### **Description**

Assess advanced proficiency in job search, interview situations, and portfolio development.

### **Eligibility**

Member may *not* enter both Interview Skills and Advanced Interview Skills in the same year. Advanced Interview Skills may be repeated. Members participating in national level competition must be registered for the event prior to submission deadline for technical judging. Members must participate in both parts of the competition in order to be ranked.

### **Member 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**

- Apply technical writing skills to produce cover letter and résumé
- Create and effectively use an employment portfolio
- Demonstrate knowledge of employability skills
- Apply research to determine qualifications for jobs
- Demonstrate a professional image
- Demonstrate knowledge of job advancement
- Demonstrate effective communication and interpersonal skills
- Discuss understanding of workplace ethics and work environments

### **Specifications**

- This is a pre-submitted event. See instructions for submissions.
- Member will indicate on his/her résumé the position for which he/she is applying. There are openings in all departments of Digital Solutions shown on the Organizational Chart found in the [Style & Reference Manual](#).
- Member 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, members may choose to use a fictitious personal address and telephone number. The use of references on the résumé is optional.
- **Submit the résumé and cover letter as two separate PDF files to: <https://presubmit.bpa.org>, no later than 11:59 p.m. Eastern Time, on April 1, 2021.**
- Members 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.
- Due to the nature of the pre-submitted materials, no late registrations/move-ups for Advanced Interview Skills can be accepted after April 1, 2020.
- Materials from non-registered members, those missing Member ID 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  
     Digital Solutions  
     700 Morse Road, Suite 201  
     Columbus, OH 43214
- Member *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 member 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, members may provide their own access to be used only for access to and their presentation of their portfolio.
- Members may access the Internet through a mobile hotspot or a hotspot on a cellular phone. If a member 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. Members 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 member.
- Members 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 member during the interview.
- Materials previously submitted to the website will *not* be available at the time of interview.
- One (1) copy of the résumé and cover letter 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

**Members 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 (S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Technical Scoring Rubric

	Below Average	Average	Good	Excellent	Points Awarded
Member submitted the correct information and in the correct format. <ul style="list-style-type: none"><li>Cover Letter - PDF format</li><li>Résumé - PDF format</li></ul> <i>All points or none are awarded by the technical judge.</i>				10	
<b>Cover Letter</b> (Does <i>not</i> need to follow the <a href="#">Style &amp; Reference Manual</a> , 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	
<b>Résumé</b>					
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	
<b>TOTAL TECHNICAL POINTS (170 points maximum)</b>					

**(520) Advanced Interview Skills (S | PS)**

**Judge Number** \_\_\_\_\_

**Member ID** \_\_\_\_\_

**Interview Scoring Rubric**

	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
<b>Applicant's Greeting:</b> Proper introduction Positive first impression	1-5	6-10	11-15	16-20	
<b>Applicant's Appearance:</b> Neat, well-groomed and appropriately attired	1-5	6-10	11-15	16-20	
<b>Personality and Poise:</b> Positive, courteous, sincere, and confident Good posture, gestures, and eye contact	1-5	6-10	11-15	16-20	
<b>Communication Skills:</b> Proper grammar Good pronunciation and enunciation Pleasant voice and tone	1-5	6-10	11-15	16-20	
<b>Responses:</b> 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	
<b>Showed evidence of the following skills:</b> Required job skills Good work habits Problem-solving abilities	1-5	6-10	11-15	16-20	
<b>Portfolio:</b> Information included relates to position Presentation demonstrates job competence Effective use of portfolio	1-5	6-10	11-15	16-20	
<b>Close of Interview:</b> Expressed a thank you Concluded interview effectively	1-5	6-10	11-15	16-20	
<b>TOTAL INTERVIEW POINTS (260 points maximum)</b>					

**Specification Scoring Rubric**

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <i>not</i> per judge.		<b>Points Awarded</b>
Documentation submitted at time of check-in: Cover Letter (1 copy) and Résumé (1 copy). <b><i>Must have copies for both preliminaries and finals</i></b>	10	
<b>TOTAL SPECIFICATION POINTS (10 points maximum)</b>		

**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.

### **Member 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 member 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 member 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 member.
- Cell phones may *not* be used in the preparation room.
- The member 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 member 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

**Members 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 \_\_\_\_\_

Member ID \_\_\_\_\_

### Presentation Scoring Rubric

Evaluation of Speech	Below Average	Average	Good	Excellent	Points Awarded
<b>Introduction</b>	1–5	6–10	11–15	16–20	
<b>Voice:</b> Pitch, tempo, volume, enthusiasm	1–5	6–10	11–15	16–20	
<b>Platform Deportment:</b> Gestures, poise, eye contact, mannerisms, Appearance	1–5	6–10	11–15	16–20	
<b>Organization:</b> Logical, clearly understood, suitable to topic, coherent	1–5	6–10	11–15	16–20	
<b>Mechanics:</b> Diction, grammar, word pictures, pronunciation	1–5	6–10	11–15	16–20	
<b>Closing:</b> Summary and conclusion	1–5	6–10	11–15	16–20	
<b>Effectiveness:</b> Was purpose achieved (to decide, to impress, to inform, to persuade)?	1–5	6–10	11–15	16–20	
<b>Topic:</b> Member stayed on topic that was drawn	1–5	6–10	11–15	16–20	
<b>TOTAL PRESENTATION POINTS (160 points maximum)</b>					

### Specification Scoring Rubric

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <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	
<b>TOTAL SPECIFICATION POINTS (20 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 180**

**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.

### **Member 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 member 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 member 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 member.
- Cell phones may *not* be used in the preparation room.
- The member 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 member 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

**Members 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 \_\_\_\_\_

Member ID \_\_\_\_\_

### Presentation Scoring Rubric

Evaluation of Speech	Below Average	Average	Good	Excellent	Points Awarded
<b>Introduction</b>	1–5	6–10	11–15	16–20	
<b>Voice:</b> Pitch, tempo, volume, enthusiasm	1–5	6–10	11–15	16–20	
<b>Platform Deportment:</b> Gestures, poise, eye contact, mannerisms, Appearance	1–5	6–10	11–15	16–20	
<b>Organization:</b> Logical, clearly understood, suitable to topic, coherent	1–5	6–10	11–15	16–20	
<b>Mechanics:</b> Diction, grammar, word pictures, pronunciation	1–5	6–10	11–15	16–20	
<b>Closing:</b> Summary and conclusion	1–5	6–10	11–15	16–20	
<b>Effectiveness:</b> Was purpose achieved? (to decide, to impress, to inform, to persuade)	1–5	6–10	11–15	16–20	
<b>Topic:</b> Member stayed on topic that was drawn	1–5	6–10	11–15	16–20	
<b>TOTAL PRESENTATION POINTS (160 points maximum)</b>					

### Specification Scoring Rubric

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <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	
<b>TOTAL SPECIFICATION POINTS (20 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 180**

**SPEECH WILL BE STOPPED AT FIVE (5) MINUTES**

## **(535) Human Resource Management (S | PS)**

*This event is dedicated in the memory of Bob Roeder.*

### **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.

### **Member 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 in order to provide quality human resource services to clients
- Describe, assess, and demonstrate rules and laws which should be followed in a human resources setting to promote occupational safety and health
- Model ethical and legal conduct while working in the human resources industry
- Demonstrate actions that comply with legal requirements for personal liability to guide personal conduct in the human resources setting
- Describe and apply technical knowledge and skills required in the human resources area

### **Specifications**

- The member will be given a human resource management scenario. The scenario may deal with office situations, workplace issues, legal matters, etc.
- The member 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 member will speak before a panel of judges and a timekeeper.
- The length of the event is between three (3) and five (5) minutes. The member 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

**Members are encouraged to bring the [Human Resources Manual](#) with them for reference in the preparation room.**

**Members are expected to familiarize themselves with the manual prior to competition. It is permissible to write notes in the manual prior to preparation time.**

**Members 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 (S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### **Presentation Scoring Rubric**

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
<b>Opening:</b> Introduction of case study	1–5	6–10	11–15	16–20	
<b>Effectiveness of presentation:</b> Purpose achieved, logically organized, clearly understood	1–5	6–10	11–15	16–20	
<b>Mechanics:</b> Diction, grammar, pronunciation, gestures, poise, eye contact	1–5	6–10	11–15	16–20	
<b>Closing:</b> Summary and conclusion	1–5	6–10	11–15	16–20	
<b>Solution to case study:</b> Quality of solution Development of subject matter Depth of research	1–5	6–10	11–15	16–20	
<b>Problem solving skills</b>	1–5	6–10	11–15	16–20	
<b>Response to Judges' questions</b>	1–5	6–10	11–15	16–20	
<b>TOTAL PRESENTATION POINTS (140 points maximum)</b>					

### **Specification Scoring Rubric**

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <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	
<b>TOTAL SPECIFICATION POINTS (20 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 160**

**PRESENTATION WILL BE STOPPED AT FIVE (5) MINUTES**

## **(540) Ethics & Professionalism (S | PS)**

### **Description**

Explore the application of ethical frameworks to various aspects used in business today.

### **Eligibility**

Any Secondary or Post-secondary member may enter this contest.

### **Member 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 member 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 member 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 member will speak before a panel of judges and a timekeeper.
- The length of the presentation should be between five (5) and seven (7) minutes. The member 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

**Members are expected to familiarize themselves with the *Ethics and Professionalism Resources Manual* prior to competition.**

**Members 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 (S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Presentation Scoring Rubric

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
<b>Opening:</b> Introduction of case study	1–5	6–10	11–15	16–20	
<b>Effectiveness of presentation:</b> Purpose achieved, logically organized, clearly understood	1–5	6–10	11–15	16–20	
<b>Mechanics:</b> Diction, grammar, pronunciation, gestures, poise, eye contact	1–5	6–10	11–15	16–20	
<b>Closing:</b> Summary and conclusion	1–5	6–10	11–15	16–20	
<b>Solution to case study:</b> Quality of solution Development of subject matter Depth of research	1–5	6–10	11–15	16–20	
<b>Problem solving skills</b>	1–5	6–10	11–15	16–20	
<b>Response to judges' questions</b>	1–5	6–10	11–15	16–20	
<b>TOTAL PRESENTATION POINTS (140 points maximum)</b>					

### Specification Scoring Rubric

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <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	
<b>TOTAL SPECIFICATION POINTS (20 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 160**

**PRESENTATION WILL BE STOPPED AT SEVEN (7) MINUTES**



## **(545) Prepared Speech (S | PS)**

### **Description**

Demonstrate communication skills in securing, arranging, organizing, and presenting information orally.

### **Eligibility**

The event may be repeated, but the topic may *not*. A member may *not* participate in Prepared Speech and either Presentation Management Individual or Presentation Management Team in the same year.

### **Member 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 member 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 member's speech, however, must be the result of his/her own efforts.
- Member must provide
  - At the time of check-in members must submit one (1) copy of the following documentation: Works Cited and speech outline. Use guidelines in the [\*Style & Reference Manual\*](#).
  - Members must place their Member 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 members must submit one (1) copy of the following documentation: 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. No binders will be accepted.

- No time warnings will be given.
- The member 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

**Members 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 (S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Presentation Scoring Rubric

Member 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
<b>Introduction</b>	1–5	6–10	11–15	16–20	
<b>Voice:</b> Pitch, tempo, volume, enthusiasm	1–5	6–10	11–15	16–20	
<b>Platform Deportment:</b> Gestures, poise, eye contact, mannerisms, appearance	1–5	6–10	11–15	16–20	
<b>Organization:</b> Logical, clearly understood, suitable to topic, coherent	1–5	6–10	11–15	16–20	
<b>Content:</b> Development of subject matter, depth of research	1–5	6–10	11–15	16–20	
<b>Mechanics:</b> Diction, grammar, pronunciation	1–5	6–10	11–15	16–20	
<b>Closing:</b> Summary and conclusion	1–5	6–10	11–15	16–20	
<b>Effectiveness:</b> Was purpose achieved (to make decision, to impress, to inform, to persuade)?	1–5	6–10	11–15	16–20	
<b>TOTAL PRESENTATION POINTS (160 points maximum)</b>					

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

## (545) Prepared Speech (S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### **Specification Scoring Rubric**

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <i>not</i> per judge.		<b>Points Awarded</b>
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: Works Cited (1 copy) and Speech Outline (1 copy). <i>Must have copies for both preliminaries and finals</i>	10	
Speech Outline and Works Cited were formatted according to the <a href="#"><i>Style &amp; Reference Manual</i></a> .	10	
<b>TOTAL SPECIFICATION POINTS (30 points maximum)</b>		

**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 ability to process specified motions
- Demonstrate understanding of time management
- Evaluate and delegate responsibilities needed to perform required tasks
- Demonstrate teamwork skills needed to function in a business meeting setting
- Demonstrate effective communication and presentation skills

### **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.

- 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.
- Members 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](#).)

### Method of evaluation

Judge's Scoring Rubric

Objective Test: All team members must test at the same time. Competitors will complete a unique objective test and are NOT taking the Parliamentary Procedures Open Event.

### 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.**



## **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 (S)

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

### Presentation Scoring Rubric/Criteria

#### Judge 1 Only

Evaluation Criteria	Non-Participation in Subject	Below Average	Average	Good	Excellent	Points Awarded
<b>Chairperson's presiding ability</b>						
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	
<b>Clarity and correctness of business transactions</b>						
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	
<b>Total Points Awarded by Judge 1 Only (120 points maximum)</b>						

#### Judge 2 Only

Evaluation Criteria	Non-Participation in Subject	Below Average	Average	Good	Excellent	Points Awarded
<b>Followed voting procedures</b>						
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	
<b>Judges' questions</b>						
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	
<b>Total Points Awarded by Judge 2 Only (90 points maximum)</b>						

**(550) Parliamentary Procedure Team (S)**

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

**Presentation Scoring Rubric/Criteria**

**Judge 3 Only**

<b>Evaluation Criteria</b>	<b>Non- Participation in Subject</b>	<b>Below Average</b>	<b>Average</b>	<b>Good</b>	<b>Excellent</b>	<b>Points Awarded</b>
<b>General participation by members, excluding secretary.</b>						
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	
<b>Quality of discussion and power of expression, communication skills, and poise.</b>						
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	
<b>Total Points Awarded by Judge 3 Only (120 points maximum)</b>						

**Total Parliamentary Presentation Points = 330 points maximum**

**Specification Scoring Rubric**

<b>Specification Points:</b> All points or none per item are awarded by Judge 3 only per team.		<b>Points Awarded</b>
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	
<b>TOTAL SPECIFICATION POINTS (40 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 370 + the average of the team members' scores from the Objective Test**

## **(555) Presentation Management Individual (S | PS)**

### **Description**

Assess use of current desktop technologies and software to prepare and deliver an effective multimedia presentation.

### **Eligibility**

A member 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**

The coronavirus pandemic has disrupted life for communities around the world and will continue to do so for the foreseeable future. For students setting their sights on a post-secondary education, the process of finding the right fit has become more challenging. Post-secondary institutions are grappling with the tasks of recruiting, admitting, and orienting students who may not be able to step foot on campus. And then there is the fact that the on-campus experience will have to change as well. As a student interested in pursuing continuing education, research and prepare a creative presentation outlining trends in the college admissions/new student arena.

Things to consider, but not limited to, include:

- What are strategies used by colleges to recruit students if the admissions counselors can't meet with high school students in person nor can they conduct in person campus visits?
- How will admissions testing (ACT/SAT) play a role in the recruitment process?
- What strategies can be used by campuses to orient students when they are not allowed on campus?
- How will living on campus change in the foreseeable future?
- One reason students want to attend a college and/or live on campus is to socialize and meet people. With social distancing in place, how will campuses develop socialization opportunities?
- Limit your presentation to the strategies only; not to specific companies that provide products
- Use data to support your presentation
- Follow Copyright Guidelines when using company logos and likenesses

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

### **Member 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, members may provide their own access to be used only for their presentation to the judges

Members 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 member and must take place within the time allotted

**Business Professionals of America assumes no responsibility for hardware/software provided by the member. 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 create a multimedia presentation which will enhance the oral presentation
- Demonstrate effective oral communication skills
- Secure facts and data from multiple sources, emphasizing research skills

## Specifications

- The member shall design a computer-generated multimedia presentation on the assigned topic.
- The member is to make effective use of current multimedia technology in the presentation (e.g., sound, movement, digital video, etc.).
- Member 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 signed Release Form(s) 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 Professionals 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 member is responsible for securing a signed [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 member's computer hard drive, a CD-ROM/DVD, or a USB drive.
- 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.**

**Individuals 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 (S | PS)

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Presentation Scoring Rubric

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

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 (S | PS)**

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

**Specification Scoring Rubric**

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <i>not</i> per judge.		<b>Points Awarded</b>
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: Works Cited (1 copy) and signed <a href="#">Release Form</a> (s) (1 copy) at time of presentation <i>Must have copies for both preliminaries and finals</i>	10	
Works Cited formatted according to the <a href="#">Style &amp; Reference Manual</a>	10	
<b>TOTAL SPECIFICATION POINTS (30 points maximum)</b>		

**TOTAL MAXIMUM POINTS =250**

**PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES**

## **(560) Presentation Management Team (S | PS)**

### **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 member 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**

The majority of student internships were impacted this past year due to COVID-19. According to the National Association of Colleges and Employers, approximately 80 percent of employers nationwide made the decision to modify, rather than eliminate, their summer internship programs by making them virtual/remote, shortening them, or both. As students interested in pursuing internships this year, research and prepare a compelling presentation for a local company describing how they can successfully provide students with engaging, meaningful internship experiences in a remote setting.

Things to consider, but not limited to, include:

- Innovative virtual/remote strategies appropriate for a small business:
  - financial considerations
  - legal implications
  - technology factors
  - exposure to company culture
  - onboarding strategies
- Advantages and disadvantages of each strategy presented
- Limit the presentation to the strategies only; not to specific companies that provide products or services
- Use data to support the presentation recommendations
- Follow Copyright Guidelines when using company logos and likenesses

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
- Apply technical skills to create a multimedia presentation which will enhance the oral presentation
- Demonstrate effective oral communication skills
- Secure facts and data from multiple sources, emphasizing research skills

### **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 signed Release Form(s) 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 signed [\*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 (S | PS)

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

### Presentation Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (Disqualification)	<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 (Disqualification)

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 (S | PS)**

Judge Number \_\_\_\_\_

Team Number \_\_\_\_\_

**Specification Scoring Rubric**

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <i>not</i> per judge.		<b>Points Awarded</b>
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: Works Cited (1 copy) and signed <a href="#">Release Form</a> (s) at time of presentation <i>Must have copies for both preliminaries and finals</i>	10	
Works Cited formatted according to the <a href="#">Style &amp; Reference Manual</a>	10	
All registered team members in attendance for entire event	10	
<b>TOTAL SPECIFICATION POINTS (40 points maximum)</b>		

**TOTAL MAXIMUM POINTS = 280**

**PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES**

## **(590) Business Meeting Management Concepts – Open Event (S | PS)**

### **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.

### **Member must supply**

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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 (S | PS)**

### **Description**

Assess knowledge of management, marketing, and human resources concepts.

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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 management concepts and skills
- Demonstrate knowledge of marketing concepts and skills
- Demonstrate knowledge of human resource concepts and skills
- Demonstrate knowledge of business finance concepts and skills
- Demonstrate knowledge of entrepreneurship concepts and skills
- Demonstrate knowledge of global business concepts and skills

### **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 (S | PS)**

### **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.

### **Member must supply**

Sharpened No. 2 pencils, pens

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). Members 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 and characteristics of 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 member'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.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

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### **Competencies**

The competencies assessed relate to the *Project Management Professional (PMP) Standards* produced by the Project Management Institute (PMI).

- Demonstrate understanding of the five basic project phases
- Demonstrate knowledge of work breakdown structures and how they are used
- Identify terminology associated with project management including organizational structures and leadership styles
- Demonstrate the understanding and importance of risk management and levels of risk
- Demonstrate the knowledge of general management skills including leadership, negotiation, communication, and team building
- Demonstrate knowledge of product life cycle stages
- Analyze information regarding tasks, plans, schedules, strategies, budgets, deliverables, milestones, and organizational structures

### **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 (S | PS)**

### **Description**

Assess knowledge of digital marketing concepts.

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens

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





# HEALTH ADMINISTRATION EVENTS

- (600) [ICD-10-CM Medical Diagnostic Coding \(S | PS\)](#)
- (605) [Health Insurance & Medical Billing \(S | PS\) – Pilot](#)
- (610) [Health Administration Procedures \(S | PS\)](#)
- (615) [Health Leadership/Special Topics \(S | PS\) – Pilot](#)
- (620) [Medical Terminology Concepts – Open Event \(S | PS\) – Pilot](#)

## **(600) ICD-10-CM Medical Diagnostic Coding (S | PS)**

### **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.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

[Calculator Guidelines](#). Members 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

## **(605) Health Insurance & Medical Billing (S | PS) – Pilot**

### **Description**

Assess the student's knowledge of insurance verification, prior authorization, insurance claim submission, insurance payment posting, and medical billing operations.

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

[Calculator Guidelines](#). Members 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**

- Demonstrate understanding of various types of insurance (private, third party payer, government, group, individual, etc.)
- Highlight insurance verification skills (troubleshooting insurance eligibility, determining primary vs. secondary coverage, etc.)
- Complete insurance prior authorization requests for different types of healthcare
- Accurately complete insurance claim submission forms (HCFA 1500, etc.)
- Reconcile insurance payments with patient payments
- Demonstrate understanding of medical billing operations and patient account management

### **Method of evaluation**

Objective Test

Application 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

## **(610) Health Administration Procedures (S | PS)**

### **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.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

[Calculator Guidelines](#). Members 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 member. 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
- Apply formatting and place information in correct SOAP and HPI format
- 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

### **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

## **(615) Health Administration Leadership / Special Topics (S | PS) – Pilot**

### **Description**

Demonstrate communication skills in securing, arranging, organizing, and presenting information orally on the provided health topic.

### **Eligibility**

The event may be repeated.

### **Member 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, members may provide their own access to be used only for their presentation to the judges

Members 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 member and must take place within the time allotted

**Business Professionals of America assumes no responsibility for hardware/software provided by the member. 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.**

### **Topic**

You are charged with creating a community awareness presentation targeting warning signs of social, emotional, and physical dangers and their remedies during a global pandemic.

### **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
- Demonstrate ability to successfully address and resolve difficult situations with physicians (i.e. – changing a doctor’s schedule to accommodate operational needs)
- Provide excellent customer service to a patient and resolve their concern while maintaining compliance with all healthcare regulations
- Understand and explain a complex healthcare policy

### **Specifications**

- The member shall design a computer-generated multimedia presentation on the assigned topic.
- The member is to make effective use of current multimedia technology in the presentation (e.g., sound, movement, digital video, etc.).
- Member 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.

Business Professionals of America Workplace Skills Assessment Program

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

- One (1) copy of the signed Release Form(s) 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 Professionals 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 member is responsible for securing a signed [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 member's computer hard drive, a CD-ROM/DVD, or a USB drive.
- 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.**

## (615) Health Administration Leadership / Special Topics (S | PS) – Pilot

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

### Presentation Scoring Rubric

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

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.*

**(615) Health Administration Leadership / Special Topics (S | PS) – Pilot**

Judge Number \_\_\_\_\_

Member ID \_\_\_\_\_

**Specification Scoring Rubric**

<b>SPECIFICATION POINTS:</b> All points or none per item are awarded by the proctor per member, <i>not</i> per judge.		<b>Points Awarded</b>
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: Works Cited (1 copy) and signed <a href="#">Release Form</a> (s) (1 copy) at time of presentation <i>Must have copies for both preliminaries and finals</i>	10	
Works Cited formatted according to the <a href="#">Style &amp; Reference Manual</a>	10	
<b>TOTAL SPECIFICATION POINTS (30 points maximum)</b>		

**TOTAL MAXIMUM POINTS =250**

**PRESENTATION WILL BE STOPPED AT TEN (10) MINUTES**



## **(620) Medical Terminology Concepts – Open Event (S | PS) – Pilot**

### **Description**

This contest will assess the student's knowledge of insurance verification, prior authorization, insurance claim submission, insurance payment posting, and medical billing operations.

### **Eligibility**

Any student member may enter this event.

### **Member must supply**

Sharpened No. 2 pencils, pens

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

- Concepts of medical terminology (word parts, abbreviations, suffixes, prefixes)
- Integumentary System
- Skeletal and Muscular Systems
- Blood, Lymphatic System, and Immunology
- Cardiovascular System
- Respiratory System
- Digestive System
- Urinary System
- Reproductive Systems
- Nervous System
- Endocrine System

### **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**

# 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: [register.bpa.org](https://register.bpa.org) 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.

## NEW EVENT PROPOSAL

**NOTE: THE REGIONAL LEVEL TEST MUST BE SUBMITTED WITH THE NEW EVENT PROPOSAL**

<b>Proposed By:</b>	<b>E-mail Address:</b>
<b>Contest Name:</b>	
<b>Career Cluster/Pathway:</b>	
<b>Description:</b>	

**Competencies:** (Specific skills needed to compete in this event)

[illegible]

### All Aspects of Industry

- |     |              |     |                            |     |                                   |
|-----|--------------|-----|----------------------------|-----|-----------------------------------|
| AA1 | - Planning   | AA4 | - Technical and Production | AA7 | - Community Issues                |
| AA2 | - Management | AA5 | - Principles of Technology | AA8 | - Health, Safety, and Environment |
| AA3 | - Finance    | AA6 | - Labor Issues             | AA9 | - Personal Work Habits            |

**List of Major Instructional Resources:** (websites, textbooks, essential equipment, reference materials, supplies)

**Resources:** [www.bpa.org](http://www.bpa.org) Business Professionals of America

**Rationale:** (Explain need for new event and how it furthers the mission of the Workplace Skills Assessment Program.)