

# Management Decision Making

*Making critical decisions that provide the right direction and a winning position in today's business world is essential to good management. Business executives must make high-quality, nearly instantaneous decisions all the time. The ability to make the right decisions concerning visions, growth, resources, strengths, and weaknesses leads to a successful business. It is management's responsibility to manage for today and tomorrow, to manage for optimum efficiency, and to manage to compete in the marketplace.*

## Competencies

This event is composed of two (2) parts: an objective test and a decision making problem with the decision presented and defended before a panel of judges. Members of the team will assume the roles of management and present a solution to the case problem.

## Objective Test

The objective test may include questions on business and its environment, forms of business ownership and the law, ethics and social responsibility, information and communication systems, planning and strategic management, financial management, human resource management, and careers.

## 2012 State & National Conference Topic

The case study may consist of a problem encountered by managers in one of the following areas: human resource management, financial management, marketing management, or information systems management. Each year the case will focus on a different area.

## Eligibility

Each chapter may enter teams composed of two (2) or three (3) members each. Only participants who are members of an active local chapter and are on record in the FBLA-PBL Online Membership System as having paid dues by the officially published deadline for the current school year are eligible to compete.

No member may have competed in this event at a previous National Leadership Conference.

## Procedure

### ***Objective Test***

A one-hour online objective test will be administered based on the listed competencies.

A calculator function is included in the online testing software. No additional calculator or other device may be used during testing.

## **Management Decision Making continued...**

### ***Oral Presentation***

Members of the top teams will have twenty (20) minutes to prepare for their presentation. They will be provided with two note cards which may be used during the preparation and performance of the oral segment of the event. Information may be written on both sides of the note cards.

No reference materials, visual aids, or computer equipment may be brought to or used during the performance or preparation.

The team has up to seven (7) minutes to present the problem and solution to the judges. All team members must be involved. The judges will interact with the members during the presentation. The team members will be allowed to use their note cards during the interaction.

A timekeeper will stand at six (6) minutes and seven (7) minutes. A five (5) point deduction will be made for presentations over seven (7) minutes.



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## Team Performance Rating Sheet

Evaluation Item	Not Demonstrated	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Content</b>					
Problem is understood and well defined	0	1 – 5	6 – 10	11 – 15	
Solutions are recognized with pros and cons stated and evaluated	0	1 – 7	8 – 14	15 – 20	
Items were identified, evaluated, and prioritized	0	1 – 7	8 – 14	15 – 20	
All members of team actively participated in role-playing	0	1 – 2	3 – 4	5	
Presentation is well-organized, clearly stated with appropriate business language	0	1 – 3	4 – 7	8 – 10	
Team members are forceful and show self-confidence, poise, voice projection, and eye contact	0	1 – 2	3 – 4	5	
Solution selected is appropriate for the situation and would bring appropriate results	0	1 – 5	6 – 10	11 – 15	
Demonstration of ability to effectively answer questions	0	1 – 3	4 – 7	8 – 10	
<b>Presentation Score</b>					<b>/100 max.</b>
<b>Dress Code Penalty</b>	Deduct five (5) points when dress code is not followed.				
<b>Final Score</b>					<b>/100 max.</b>
<b>Objective Test Score</b>	To be used only in the event of a tie.				

Names: \_\_\_\_\_

School: \_\_\_\_\_

Judge's Name: \_\_\_\_\_

Judge's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Judge's Comments: