**NEW YORK STATE**

**FUTURE BUSINESS LEADERS OF AMERICA**

# BASIC DECISION MAKING

**SPRING DISTRICT ELMINATION EVENT**

**2017**

You are to assume the role of an employee in a locally owned small business. The business owner (your judge) feels strongly that it is important for employees to become involved in volunteer work within their community. However, your employer (judge) is uncertain about the best way to implement a program that encourages employees to become involved and is prepared to offer incentives to employees for their involvement. He/she has asked for your input and ideas.

As the president of your school’s FBLA chapter, you have been talking with members of the chapter about how to encourage others to actively participate in volunteer activities that benefit the community.

You plan to meet with your employer this afternoon to present and discuss potential ideas.

**You will be evaluated on the following performance indicators:**

* The suggestion of at least two (2) volunteer activities that employees could become involved in.
* Suggest possible incentives that your employer might offer to employees who participate in community activities.

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**2017**

# BASIC DECISION MAKING

**SEMI-FINAL EVENT**

You are to assume the role of employee of a bed and breakfast lodging establishment which recently completed remodeling and restoring a large 1850’s circa farmhouse in the Finger Lakes region of central New York State. The bed and breakfast will be open year round and is within a 30 minute drive from many popular tourist attractions, both commercial and historical.

Because of the large expenditures for remodeling and landscaping, the B & B owner (your judge) has limited financial resources for marketing and promotional activities for at least the next 12 months. He/she believes that word of mouth alone will attract the needed customers to sustain the business through the next 12 months.

You are of a different opinion. You have asked to meet with the owner (your judge) to suggest ways to promote the business and at the same time gather information about customer satisfaction about their stay.

You have a meeting with the owner this afternoon to share some ideas.

**You will be evaluated on the following performance indicators:**

* The importance of and need for marketing information to a small business.
* The suggestion of at least two (2) activities that could be used to promote the business and/or gather customer information on a limited budget.
* Communication skills and ability to persuade others.

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**2017**

# BASIC DECISION MAKING

# FINAL EVENT

You are to assume the role of assistant manager for your FBLA school store. Your chapter has just voted to use some of the profits from the school store to subsidize FBLA members who planning to attend this year’s SLC. The finance committee has agreed to appropriate a total of $3,500 for this purpose. It is estimated that the total cost per member to attend the SLC this year is approximately $500 which includes conference registration and transportation expenses.

Ten members have announced plans to attend the SLC this April. All of the members who are planning to attend have been actively involved this year, but some have been more active than others. Three of the members are chapter officers and two others are event finalists from the Spring District Meeting. The remaining members have been active and have also worked in the book store during the school year.

You have been asked by your chapter adviser to develop the criteria and a plan for allocating the funds from the book store for each of the members who are planning to attend the SLC based on their active involvement during the school year.

You are meeting with your adviser (your judge) this afternoon to present the criteria and plan for distributing the available funds.

**You will be evaluated on the following performance indicators:**

* Demonstrate creativity
* Development of appropriate criteria
* Justification for identified criteria
* Recommended distribution plan