



CAREER CLUSTER

Finance

INSTRUCTIONAL AREA

Economics

PRINCIPLES OF FINANCE EVENT

PARTICIPANT INSTRUCTIONS

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

21st CENTURY SKILLS

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

PERFORMANCE INDICATORS

- Describe the concept of economics and economic activities.
- Describe factors that affect the business environment.
- Describe the function of prices in markets.
- Explain the principles of supply and demand.

EVENT SITUATION

You are to assume the role of a financial planner working at MONEY SENSE PLANNING. A client (judge) wants to know why monthly spending has increased so dramatically.

A client (judge) worked with you last year to create a monthly budget that includes savings, general spending and retirement spending. The client (judge) has not had any changes in income but has encountered much higher spending each month that is affecting the planned budget.

The client (judge) wants you to explain why general spending has increased in the past year. The client (judge) is spending more on groceries, general merchandise and fuel but has been purchasing the same amount as last year.

You will explain economics and pricing to the client (judge) in a role-play to take place at the office. The client (judge) will begin the role-play by asking you about economics. After you have discussed economics with the client (judge) and have answered the client's (judge's) questions, the client (judge) will conclude the role-play by thanking you for your work.

JUDGE INSTRUCTIONS

DIRECTIONS, PROCEDURES AND JUDGE ROLE

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

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

JUDGE ROLE-PLAY CHARACTERIZATION

You are to assume the role of the client of a financial planner (participant) working at MONEY SENSE PLANNING. You want to know why monthly spending has increased so dramatically.

You worked with the financial planner (participant) last year to create a monthly budget that includes savings, general spending and retirement spending. You have not had any changes in income but have encountered much higher spending each month that is affecting the planned budget.

You want the financial planner (participant) to explain why general spending has increased in the past year. You are spending more on groceries, general merchandise and fuel but have been purchasing the same amount as last year.

The participant will present information to you in a role-play to take place at the office. You will begin the role-play by greeting the participant and asking to hear about his/her ideas.

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

1. Can we expect prices to go down in the future?
2. What are some ways I can spend less on groceries?

After the financial planner (participant) has explained careers and has answered your questions, you will conclude the role-play by thanking the financial planner (participant).

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

EVALUATION INSTRUCTIONS

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

Evaluation Form Interpretation

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

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



**PRINCIPLES OF FINANCE
2023**

**JUDGE'S EVALUATION FORM
DISTRICT EVENT**

Participant: _____

ID Number: _____

**INSTRUCTIONAL AREA:
Economics**

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