

## FBLA HS: Business Ethics

| Competency A: Business Law                                   | MBA Research Performance Indicators                                   | LAPs   |
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| <b>Tasks</b>   |   |  |
| 1. Comply with the spirit and intent of laws and regulations | BL:163 Comply with the spirit and intent of laws and regulations (CS) | <i>*LAP-BL-163 Laying Down the Law (Complying With the Spirit and Intent of Laws and Regulations)</i>      |
| Competency B: Communication Skills                           | MBA Research Performance Indicators                                   | LAPs   |
| 1. Demonstrate active listening skills                       | CO:017 Demonstrate active listening skills (PQ)                       | <i>*LAP-CO-017 Listen Up! (Demonstrating Active Listening Skills)</i>                                      |
| Competency C: Emotional Intelligence                         | MBA Research Performance Indicators                                   | LAPs   |
| 1. Describe the nature of emotional intelligence             | EI:001 Describe the nature of emotional intelligence (PQ)             | <i>*LAP-EI-001 EQ and You (Emotional Intelligence)</i>   |
| 2. Recognize and overcome personal biases and stereotypes    | EI:017 Recognize and overcome personal biases and stereotypes (PQ)    | <i>*LAP-EI-917 Don't Jump to Conclusions! (Recognizing and Overcoming Personal Biases and Stereotypes)</i> |
| 3. Assess personal strengths and weaknesses                  | EI:002 Assess personal strengths and weaknesses (PQ)                  | <i>*LAP-EI-902 Assess for Success (Assessing Personal Strengths and Weaknesses)</i>                        |
| 4. Assess personal behavior and values                       | EI:126 Assess personal behavior and values (PQ)                       | <i>*LAP-EI-126 Assess Yourself (Assessing Your Personal Behavior and Values)</i>                           |
| 5. Demonstrate honesty and integrity                         | EI:022 Demonstrate honesty and integrity (PQ)                         | <i>*LAP-EI-138 Sincerely Yours (Demonstrating Honesty and Integrity)</i>                                   |
| 6. Demonstrate responsible behavior                          | EI:021 Demonstrate responsible behavior (PQ)                          | <i>*LAP-EI-021 Make the Honor Role (Acting Responsibly)</i>  |
| 7. Demonstrate fairness                                      | EI:127 Demonstrate fairness (PQ)                                      | <i>*LAP-EI-127 Fair or Foul? (Demonstrating Fairness)</i>  |

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| 8. Assess risks of personal decisions               | EI:091 Assess risks of personal decisions (PQ)              | <i>*LAP-EI-091 Worth the Risk (Assessing Risks of Personal Decisions)</i>                 |
| 9. Take responsibility for decisions and actions    | EI:075 Take responsibility for decisions and actions (PQ)   | <i>*LAP-EI-075 It's Up to You (Taking Responsibility for Decisions and Actions)</i>       |
| 10. Build trust in relationships                    | EI:128 Build trust in relationships (CS)                    | <i>*LAP-EI-128 Trust in Me (Building Trust in Relationships)</i>                          |
| 11. Describe the nature of ethics                   | EI:123 Describe the nature of ethics (CS)                   | <i>*LAP-EI-123 Rules to Live By (Nature of Ethics)</i>                                    |
| 12. Explain reasons for ethical dilemmas            | EI:124 Explain reasons for ethical dilemmas (CS)            | <i>*LAP-EI-124 What's the Situation? (Reasons for Ethical Dilemmas)</i>                   |
| 13. Recognize and respond to ethical dilemmas       | EI:125 Recognize and respond to ethical dilemmas (CS)       | <i>*LAP-EI-125 Make the Right Choice (Recognizing and Responding to Ethical Dilemmas)</i> |
| 14. Explain the use of feedback for personal growth | EI:003 Explain the use of feedback for personal growth (PQ) | <i>*LAP-EI-903 Grin and Bear It (Using Feedback for Personal Growth)</i>                  |
| 15. Show empathy for others                         | EI:030 Show empathy for others (PQ)                         | <i>*LAP-EI-030 Have a Heart (Showing Empathy for Others)</i>                              |
| 16. Exhibit cultural sensitivity                    | EI:033 Exhibit cultural sensitivity (CS)                    | <i>*LAP-EI-033 Getting To Know You (Cultural Sensitivity)</i>                             |
| 17. Explain the nature of effective communications  | EI:007 Explain the nature of effective communications (PQ)  | <i>*LAP-EI-140 More Than Just Talk (Effective Communication)</i>                          |
| 18. Foster open, honest communication               | EI:129 Foster open, honest communication (SP)               | <i>*LAP-EI-129 Can We Talk? (Fostering Open, Honest Communication)</i>                    |
| 19. Participate as a team member                    | EI:045 Participate as a team member (CS)                    | <i>*LAP-EI-045 Team Up (Participating as a Team Member)</i>                               |
| 20. Explain the concept of leadership               | EI:009 Explain the concept of leadership (CS)               | <i>*LAP-EI-909 Lead the Way (Concept of Leadership)</i>                                   |

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| 21. Explain the nature of ethical leadership               | EI:131 Explain the nature of ethical leadership (CS)               | <i>*LAP-EI-131 Be the Change (Nature of Ethical Leadership)</i>  |
| 22. Model ethical behavior                                 | EI:132 Model ethical behavior (CS)                                 | <i>*LAP-EI-132 Practice What You Preach (Modeling Ethical Behavior)</i>                                  |
| 23. Determine personal vision                              | EI:063 Determine personal vision (CS)                              | <i>*LAP-EI-063 Picture This! (Determining Personal Vision)</i>   |
| 24. Inspire others   | EI:133 Inspire others (CS)   | <i>*LAP-EI-133 A Force for Good (Inspiring Others)</i>   |
| 25. Develop an achievement orientation                     | EI:027 Develop an achievement orientation (CS)                     | <i>*LAP-EI-027 High Hopes (Developing an Achievement Orientation)</i>                                    |
| 26. Enlist others in working toward a shared vision        | EI:060 Enlist others in working toward a shared vision (CS)        | <i>*LAP-EI-060 Vision Quest (Enlisting Others in Vision)</i>   |
| 27. Treat others with dignity and respect                  | EI:036 Treat others with dignity and respect (PQ)                  | <i>*LAP-EI-036 Everyone's Worthy (Treating Others With Dignity and Respect)</i>                          |
| 28. Foster positive working relationships                  | EI:037 Foster positive working relationships (CS)                  | <i>*LAP-EI-037 Can You Relate? (Fostering Positive Working Relationships)</i>                            |
| 29. Assess long-term value and impact of actions on others | EI:137 Assess long-term value and impact of actions on others (SP) | <i>*LAP-EI-137 Choose for the Future (Assessing the Long-Term Value and Impact of Actions on Others)</i> |

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| Competency D: Professional Development | MBA Research Performance Indicators            | LAPs   |
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| <b>Tasks</b>                           |  |  |
| 1. Set personal goals                  | PD:018 Set personal goals (CS)                 | <i>*LAP-PD-918 Go for the Goal (Goal Setting)</i>                    |
| 2. Follow rules of conduct             | PD:251 Follow rules of conduct (CS)            | <i>*LAP-PD-251 Know the Code (Following Rules of Conduct)</i>        |
| 3. Make decisions                      | PD:017 Make decisions (CS)                     | <i>*LAP-PD-017 Weigh Your Options (Decision-Making)</i>              |
| 4. Demonstrate problem-solving skills  | PD:077 Demonstrate problem-solving skills (CS) | <i>*LAP-PD-077 No Problem (Demonstrating Problem-Solving Skills)</i> |

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