**Contestant Number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Time: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Rank: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**



**ETHICS AND PROFESSIONALISM**

(540)

**REGIONAL 2024**

**PRELIMINARY**

**Presentation Points \_\_\_\_\_\_\_\_\_\_ (160 points)**

**TOTAL POINTS \_\_\_\_\_\_\_\_\_\_ (160 points)**

**Preparation Time: 20 minutes**

**GENERAL GUIDELINES:**

***Failure to adhere to any of the following rules will result in disqualification:***

1. Contestants must hand in this test booklet and all printouts if any.
2. No equipment, supplies, or materials other than those specified for this event are allowed in the testing area. No previous BPA tests and/or sample tests (handwritten, photocopied, or keyed) are allowed in the testing area.
3. Electronic devices will be monitored according to ACT standards.

**DESCRIPTION:**

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

**REGIONAL PRELIMINARY Scenario:**

You are a sales manager for Digital Solutions. Historically, you have been a top-performing sales manager meeting all your sales goals but this month you have lost a major customer to a competitor. Today is the last day of the month and you are behind on sales. You are working with a new company on a new contract and the estimated value would be double what was lost with your old customer. Based on your experience as a sales manager and your relationship with this new customer, you are 99% certain that you will close the sale and get the contract, but it has not been signed yet. Do you include the potential contract in this month’s sales numbers?

**A contestant will be DISQUALIFIED for violations of the Copyright and Fair Use Guidelines.**

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