

## FBLA HS Business Ethics<sup>§</sup>

### Communication Skills (10 test items)

1. Demonstrate active listening skills (CO:017, LAP-CO-017) (PQ)
2. Explain the nature of effective communications (EI:007, LAP-EI-140) (PQ)
3. Foster open, honest communication (EI:129, LAP-EI-129) (SP)

### Self-Awareness (15 test items)

1. Describe the nature of emotional intelligence (EI:001, LAP-EI-001) (PQ)
2. Recognize and overcome personal biases and stereotypes (EI:017, LAP-EI-917) (PQ)
3. Assess personal strengths and weaknesses (EI:002, LAP-EI-902) (PQ)
4. Assess personal behavior and values (EI:126, LAP-EI-126) (PQ)
5. Assess risks of personal decisions (EI:091, LAP-EI-091) (PQ)

### Doing the Right Thing (30 test items)

1. Demonstrate honesty and integrity (EI:022, LAP-EI-138) (PQ)
2. Demonstrate responsible behavior (EI:021, LAP-EI-021) (PQ)
3. Demonstrate fairness (EI:127, LAP-EI-127) (PQ)
4. Take responsibility for decisions and actions (EI:075, LAP-EI-075) (PQ)
5. Build trust in relationships (EI:128, LAP-EI-128) (CS)
6. Describe the nature of ethics (EI:123, LAP-EI-123) (CS)
7. Explain reasons for ethical dilemmas (EI:124, LAP-EI-124) (CS)
8. Recognize and respond to ethical dilemmas (EI:125, LAP-EI-125) (CS)
9. Explain the use of feedback for personal growth (EI:003, LAP-EI-903) (PQ)
10. Show empathy for others (EI:030, LAP-EI-030) (PQ)
11. Comply with the spirit and intent of laws and regulations (BL:163, LAP-BL-163) (CS)

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<sup>§</sup> Source: These learning outcomes are part of MBA Research's National Business Administration Standards.

### **Teamwork Skills (15 test items)**

1. Participate as a team member (EI:045, LAP-EI-045) (CS)
2. Treat others with dignity and respect (EI:036, LAP-EI-036) (PQ)
3. Foster positive working relationships (EI:037, LAP-EI-037) (CS)
4. Assess long-term value and impact of actions on others (EI:137, LAP-EI-137) (SP)

### **Leadership Skills (20 test items)**

1. Explain the concept of leadership (EI:009, LAP-EI-909) (CS)
2. Explain the nature of ethical leadership (EI:131, LAP-EI-131) (CS)
3. Model ethical behavior (EI:132, LAP-EI-132) (CS)
4. Determine personal vision (EI:063, LAP-EI-063) (CS)
5. Inspire others (EI:133, LAP-EI-133) (CS)
6. Develop an achievement orientation (EI:027, LAP-EI-027) (CS)
7. Enlist others in working toward a shared vision (EI:060, LAP-EI-060) (CS)

### **Career Readiness (10 test items)**

1. Set personal goals (PD:018, LAP-PD-918) (CS)
2. Follow rules of conduct (PD:251, LAP-PD-251) (CS)
3. Make decisions (PD:017, LAP-PD-017) (CS)
4. Demonstrate problem-solving skills (PD:077, LAP-PD-077) (CS)

## References

Daniels Fund. *Daniels Fund Ethics Initiative*. <https://www.danielsfund.org/ethics/overview>

MBA Research and Curriculum Center. *National Business Administration Standards*.  
<https://www.mbaresearch.org/local-educators/teaching-resources/standards/>

Ethics Unwrapped. <https://ethicsunwrapped.utexas.edu>

Harvard Business School Online. *What are business ethics & why are they important?*  
<https://online.hbs.edu/blog/post/business-ethics>

Markkula Center for Applied Ethics. <https://www.scu.edu/ethics/>

## LAP List

Objective #	LAP #*	LAP Title
<b>CO:017</b>	LAP-CO-017	Listen Up! (Demonstrating Active Listening Skills)
<b>EI:007</b>	LAP-EI-140	More Than Just Talk (Effective Communication)
<b>EI:129</b>	LAP-EI-129	Can We Talk? (Fostering Open, Honest Communication)
<b>EI:001</b>	LAP-EI-001	EQ and You (Emotional Intelligence)
<b>EI:017</b>	LAP-EI-917	Don't Jump to Conclusions! (Recognizing and Overcoming Personal Biases and Stereotypes)
<b>EI:002</b>	LAP-EI-902	Assess for Success (Assessing Personal Strengths and Weaknesses)
<b>EI:126</b>	LAP-EI-126	Assess Yourself (Assessing Your Personal Behavior and Values)
<b>EI:091</b>	LAP-EI-091	Worth the Risk (Assessing Risks of Personal Decisions)
<b>EI:022</b>	LAP-EI-138	Sincerely Yours (Demonstrating Honesty and Integrity)
<b>EI:021</b>	LAP-EI-021	Make the Honor Role (Acting Responsibly)
<b>EI:127</b>	LAP-EI-127	Fair or Foul? (Demonstrating Fairness)
<b>EI:075</b>	LAP-EI-075	It's Up to You (Taking Responsibility for Decisions and Actions)
<b>EI:128</b>	LAP-EI-128	Trust in Me (Building Trust in Relationships)

<b>EI:123</b>	LAP-EI-123	Rules to Live By (Nature of Ethics)
<b>EI:124</b>	LAP-EI-124	What's the Situation? (Reasons for Ethical Dilemmas)
<b>EI:125</b>	LAP-EI-125	Make the Right Choice (Recognizing and Responding to Ethical Dilemmas)
<b>EI:003</b>	LAP-EI-903	Grin and Bear It (Using Feedback for Personal Growth)
<b>EI:030</b>	LAP-EI-030	Have a Heart (Showing Empathy for Others)
<b>BL:163</b>	LAP-BL-163	Laying Down the Law (Complying With the Spirit and Intent of Laws and Regulations)
<b>EI:045</b>	LAP-EI-045	Team Up (Participating as a Team Member)
<b>EI:036</b>	LAP-EI-036	Everyone's Worthy (Treating Others With Dignity and Respect)
<b>EI:037</b>	LAP-EI-037	Can You Relate? (Fostering Positive Working Relationships)
<b>EI:137</b>	LAP-EI-137	Choose for the Future (Assessing the Long-Term Value and Impact of Actions on Others)
<b>EI:009</b>	LAP-EI-909	Lead the Way (Concept of Leadership)
<b>EI:131</b>	LAP-EI-131	Be the Change (Nature of Ethical Leadership)
<b>EI:132</b>	LAP-EI-132	Practice What You Preach (Modeling Ethical Behavior)
<b>EI:063</b>	LAP-EI-063	Picture This! (Determining Personal Vision)
<b>EI:133</b>	LAP-EI-133	A Force for Good (Inspiring Others)
<b>EI:027</b>	LAP-EI-027	High Hopes (Developing an Achievement Orientation)
<b>EI:060</b>	LAP-EI-060	Vision Quest (Enlisting Others in Vision)
<b>PD:018</b>	LAP-PD-918	Go for the Goal (Goal Setting)
<b>PD:251</b>	LAP-PD-251	Know the Code (Following Rules of Conduct)
<b>PD:017</b>	LAP-PD-017	Weigh Your Options (Decision-Making)
<b>PD:077</b>	LAP-PD-077	No Problem (Demonstrating Problem-Solving Skills)

\* LAP #s subject to change