



PERSONAL FINANCIAL LITERACY

INSTRUCTIONAL AREA Saving

PARTICIPANT INSTRUCTIONS

This event is presented to you through your review of the Career Competencies, Performance Indicators and Event Situation.

You have up to 10 minutes to review this information and prepare your presentation. Using the materials provided, you may make notes to use during your presentation.

You will have up to 10 minutes to present to the judge(s).

You will be evaluated on your solution to the event situation, how you incorporate the performance indicators of this event and how you demonstrate the career competencies.

Turn in all your notes and event materials when you have completed the event.

SOLUTION

- Unique – Demonstrate original thinking, fresh perspectives and an insightful approach.
- Practical – Develop an actionable/viable solution in a real-world context.
- Effective – Develop a solution that achieves relevant outcomes.

CAREER COMPETENCIES

- Critical Thinking – Think critically to understand and solve problems.
- Communication – Communicate clearly, effectively and with reason.
- Decision Making – Consider the impacts of decisions.

PERFORMANCE INDICATORS

- Identify strategies to manage psychological and emotional obstacles to saving.
- Discuss strategies for avoiding personal triggers that result in deviating from a savings plan.
- Explain how the saving strategy “pay yourself first” can help people achieve their saving goals.

EVENT SITUATION

You are to assume the role of a personal financial planner. A client (judge) wants to discuss strategies to manage obstacles in saving.

The client (judge) is determined to begin saving rather than spending. The client (judge) told you that there are several obstacles preventing serious saving including:

- Instant gratification – preferring to spend \$200 on a concert ticket than putting the money in savings
- Lifestyle inflation – with a bump in salary, the client (judge) chose to move to a more expensive apartment rather than put the additional income into their retirement account
- Social comparison/FOMO – spending money on group trips with friends, expensive meals with friends and upgrading their vehicle to match what friends own
- Reward – spending on treats as rewards when life is stressful or a small goal is accomplished

The client (judge) wants you to discuss strategies for managing the psychological obstacles, emotional obstacles and personal triggers that deviate from the savings plan. The client (judge) also wants you to explain the “pay yourself first” strategy and how that can help in this savings process.

You will present the information to the client (judge) in a role-play to take place in your office. The client (judge) will begin the role-play by greeting you and asking about saving. After you have presented the information and have answered the client’s (judge’s) questions, the client (judge) will conclude the meeting by thanking you for your work.

JUDGE INSTRUCTIONS

JUDGE CHARACTERIZATION

You are to assume the role of a client meeting with a personal financial planner (participant). You want the personal financial planner (participant) to discuss strategies to manage obstacles in saving.

You are determined to begin saving rather than spending. You told the personal financial planner (participant) that there are several obstacles preventing serious saving including:

- Instant gratification – preferring to spend \$200 on a concert ticket than putting the money in savings
- Lifestyle inflation – with a bump in salary, you chose to move to a more expensive apartment rather than put the additional income into your retirement account
- Social comparison/FOMO – spending money on group trips with friends, expensive meals with friends and upgrading the vehicle to match what friends own
- Reward – spending on treats as rewards when life is stressful or a small goal is accomplished

You want the personal financial planner (participant) to discuss strategies for managing the psychological obstacles, emotional obstacles and personal triggers that deviate from the savings plan. You also want the personal financial planner (participant) to explain the “pay yourself first” strategy and how that can help in this savings process.

The meeting will take place in the personal financial planner’s (participant’s) office. You will begin the meeting by greeting the personal financial planner (participant) and asking about saving. After the participant has presented the information, you are to ask the following questions of each participant:

1. How can social media affect my savings goals?
2. If I am not married, how does my savings account affect others?

Once the personal financial planner (participant) has answered your questions, you will conclude the discussion by thanking the participant for the work.

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 solution and ability to apply the specific performance indicators stated on the cover sheet of this event and restated on the Judge's Evaluation Form. Although the participants may demonstrate other performance indicators, those listed in the Performance Indicators section are the selected ones you are evaluating for this particular event.
- Maintain a consistent expectation when evaluating each participant.
- The maximum score for the evaluation is 100 points. The presentation will be weighted twice (2 times) the exam score.

Levels of Evaluation

FOCUS AREA	NOVICE	DEVELOPING	PROFICIENT	EXEMPLARY
Content Understanding	Demonstrates a limited or inaccurate understanding of key concepts.	Demonstrates a basic understanding of key concepts.	Demonstrates a solid understanding of key concepts and clearly explains and supports ideas using appropriate evidence.	Demonstrates comprehensive understanding of concepts and applies them effectively to solve the scenario, including in more complex or extended contexts.
Application of Performance Indicators and Career Competencies	Lists the performance indicators and career competencies, but understanding is incomplete or inaccurate.	Defines the performance indicators and career competencies, but does not connect them to solve the objective of the case study scenario.	Explains the performance indicators and career competencies and connects them to solve the objective of the case study scenario.	Strategically applies the performance indicators and career competencies and connects them to comprehensively solve the objective of the case study scenario.
Reasoning	Ideas are unclear, inaccurate, or lack logical support. There is no application of the ideas and concept.	Ideas are present and somewhat logical but contain gaps in reasoning, development, or supporting evidence.	Ideas are logical, well-developed, and supported with appropriate evidence, with only minor gaps.	Ideas are logical, well-supported using appropriate business concept and theories and demonstrates reasoning with clear practicality and real-world relevance.
Workplace Readiness	Participants represent an employee who requires significant guidance and support to complete tasks.	Participants represent an employee who demonstrates basic skills and can complete routine tasks with some guidance.	Participants represent an employee with solid skills and who works independently to complete tasks effectively.	Participants represent an employee with advanced skills, works independently, and adapts effectively to new or unpredictable challenges.



PERSONAL FINANCIAL LITERACY – 2026

JUDGE'S EVALUATION FORM ICDC PRELIMINARY

Participant: _____

ID Number: _____

INSTRUCTIONAL AREA: Saving

Rate the participant's ability to:		Novice	Developing	Proficient	Exemplary	Judged Score
PERFORMANCE INDICATORS						
1.	Identify strategies to manage psychological and emotional obstacles to saving.	0-1-2-3-4-5	6-7-8-9-10-11	12-13-14-15-16	17	
2.	Discuss strategies for avoiding personal triggers that result in deviating from a savings plan.	0-1-2-3-4-5	6-7-8-9-10-11	12-13-14-15-16	17	
3.	Explain how the saving strategy "pay yourself first" can help people achieve their saving goals.	0-1-2-3-4-5	6-7-8-9-10-11	12-13-14-15-16	17	
SOLUTION						
4.	Unique Demonstrate original thinking, fresh perspectives and an insightful approach.	0-1-2	3-4-5	6-7	8	
5.	Practical Develop an actionable/viable solution in a real-world context.	0-1-2	3-4-5	6-7	8	
6.	Effective Develop a solution that achieves relevant outcomes.	0-1-2	3-4-5	6-7	8	
CAREER COMPETENCIES						
7.	Critical Thinking Think critically to understand and solve problems.	0-1	2-3	4-5	6	
8.	Communication Communicate clearly, effectively and with reason.	0-1	2-3	4-5	6	
9.	Decision Making Consider the impacts of decisions.	0-1	2-3	4-5	6	
OVERALL IMPRESSION						
10.	Demonstrate overall career readiness through professionalism, poise and confidence.	0-1-2	3-4	5-6	7	
TOTAL SCORE						