



INSTRUCTIONAL AREA
Managing Credit

PERSONAL FINANCIAL LITERACY 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

- Explain why credit card interest rates tend to be higher than rates for secured loans, such as automobile loans.
- Describe how a credit card user can minimize interest charges on their credit card purchases.
- Investigate what happens to a low introductory interest rate when the borrower misses a payment or makes a late payment.

EVENT SITUATION

You are to assume the role of a financial advisor. A client (judge) is interested in opening a credit card to furnish a new apartment and wants your advice.

The client (judge) will soon be moving into an apartment and needs new furniture for the living room, dining room and bedroom. The client (judge) does not have enough cash available to pay for the needed furniture and is interested in opening a credit card to pay for the purchases.

The client (judge) has found a credit card with an 18% interest rate and wants to apply for it. Before applying for the credit card, the client (judge) wants to understand the following:

- Why does the credit card have a higher interest rate than a secured loan for an automobile?
- How can interest charges be minimized on credit card purchases?
- What will happen to the credit card interest rate if a payment is missed or late?

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 credit. 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

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 a client of a financial advisor (participant). You want the financial advisor's (participant's) advice on opening a credit card.

You will soon be moving into an apartment and need new furniture for the living room, dining room and bedroom. You do not have enough cash available to pay for the needed furniture and are interested in opening a credit card to pay for the purchases.

You have found a credit card with an 18% interest rate and want to apply for it. Before applying for the credit card, you want to understand the following:

- Why does the credit card have a higher interest rate than a secured loan for an automobile?
- How can interest charges be minimized on credit card purchases?
- What will happen to the credit card interest rate if a payment is missed or is late?

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

1. What's the difference between a major bank credit card and a retail store charge card?
2. Are there alternatives for furnishing the apartment?

Once the financial advisor (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 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.



PERSONAL FINANCIAL LITERACY EVENT 2026

JUDGE'S EVALUATION FORM
DISTRICT EVENT

Participant: _____

INSTRUCTIONAL AREA:
Managing Credit

ID Number: _____

Did the participant:		Little/No Value	Below Expectations	Meets Expectations	Exceeds Expectations	Judged Score
PERFORMANCE INDICATORS						
1.	Explain why credit card interest rates tend to be higher than rates for secured loans, such as automobile loans?	0-1-2-3-4-5-6-7-8	9-10-11-12-13	14-15-16-17-18	19-20-21-22-23-24	
2.	Describe how a credit card user can minimize interest charges on their credit card purchases?	0-1-2-3-4-5-6-7-8	9-10-11-12-13	14-15-16-17-18	19-20-21-22-23-24	
3.	Investigate what happens to a low introductory interest rate when the borrower misses a payment or makes a late payment?	0-1-2-3-4-5-6-7-8	9-10-11-12-13	14-15-16-17-18	19-20-21-22-23-24	
21st CENTURY SKILLS						
4.	Reason effectively and use systems thinking?	0-1	2-3	4-5	6-7	
5.	Communicate clearly?	0-1	2-3	4-5	6-7	
6.	Show evidence of creativity?	0-1	2-3	4-5	6-7	
7.	Overall impression and responses to the judge's questions	0-1	2-3	4-5	6-7	
TOTAL SCORE						