



## PERSONAL FINANCIAL LITERACY

INSTRUCTIONAL AREA  
Managing Credit

### 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

- 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

### JUDGE 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 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
<b>Content Understanding</b>	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.
<b>Application of Performance Indicators and Career Competencies</b>	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.
<b>Reasoning</b>	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.
<b>Workplace Readiness</b>	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**  
DISTRICT EVENT

Participant: \_\_\_\_\_

**INSTRUCTIONAL AREA:**  
Managing Credit

ID Number: \_\_\_\_\_

Rate the participant's ability to:		Novice	Developing	Proficient	Exemplary	Judged Score
<b>PERFORMANCE INDICATORS</b>						
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	
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	
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	
<b>SOLUTION</b>						
4.	<b>Unique</b> Demonstrate original thinking, fresh perspectives and an insightful approach.	0-1-2	3-4-5	6-7	8	
5.	<b>Practical</b> Develop an actionable/viable solution in a real-world context.	0-1-2	3-4-5	6-7	8	
6.	<b>Effective</b> Develop a solution that achieves relevant outcomes.	0-1-2	3-4-5	6-7	8	
<b>CAREER COMPETENCIES</b>						
7.	<b>Critical Thinking</b> Think critically to understand and solve problems.	0-1	2-3	4-5	6	
8.	<b>Communication</b> Communicate clearly, effectively and with reason.	0-1	2-3	4-5	6	
9.	<b>Decision Making</b> Consider the impacts of decisions.	0-1	2-3	4-5	6	
<b>OVERALL IMPRESSION</b>						
10.	Demonstrate overall career readiness through professionalism, poise and confidence.	0-1-2	3-4	5-6	7	
<b>TOTAL SCORE</b>						