

2026–2027 Competitive Events Guidelines

Foundations of Entrepreneurship

Foundations of Entrepreneurship challenges members to demonstrate their understanding of key entrepreneurial concepts through an objective test. This event covers topics such as business planning, innovation, opportunity recognition, risk management, and the fundamentals of launching and managing a business venture.



Event Overview	
Division	Collegiate
Event Type	Individual
Event Category	Objective Test
Event Elements	50-minute test, 100-multiple choice questions
Event Information:	
National Leadership Conference: Timing Structure: Test Duration: 50 minutes Important Notes: • Internet Access: Provided for testing time only. • Event Schedule Notes: ○ Some events may begin before the Opening Session. ○ All schedules are posted in local time for the NLC host city. ○ Schedule changes are not permitted.	State Leadership Conference: Testing will take place prior to the State Leadership Conference. Testing must occur at school under the supervision of a proctor. Check the SLC Call to Conference for specific instructions and deadlines.

***** Event specifics are continued below. Review the document in its entirety.**

This event is intended for students who are early in their collegiate academic journey and just beginning their study of entrepreneurship. Only members who have completed no more than six credit hours on a semester schedule (or the equivalent number of quarter hours) of college-level entrepreneurship coursework by May 1, 2027, are eligible to compete.

Knowledge Areas																	
• Fundamentals of Entrepreneurship • Discovery Strategies • Business Venture Concepts • Business Venture Resources • New Business Venture Activities • Business Law and Regulations • Harvesting Strategies	<table border="1"> <caption>Test Composition</caption> <thead> <tr> <th>Knowledge Area</th> <th>Number of Questions</th> </tr> </thead> <tbody> <tr> <td>Fundament...</td> <td>10</td> </tr> <tr> <td>Discovery...</td> <td>15</td> </tr> <tr> <td>Business...</td> <td>20</td> </tr> <tr> <td>Business...</td> <td>15</td> </tr> <tr> <td>New...</td> <td>25</td> </tr> <tr> <td>Business...</td> <td>5</td> </tr> <tr> <td>Harvesting...</td> <td>10</td> </tr> </tbody> </table>	Knowledge Area	Number of Questions	Fundament...	10	Discovery...	15	Business...	20	Business...	15	New...	25	Business...	5	Harvesting...	10
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Test questions are based on the knowledge areas and objectives outlined for this event. Detailed objectives can be found in the study guide included in these guidelines.

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National Leadership Conference

Required Competition Items

<u>Items Competitor Must Provide</u>	<u>Items FBLA Provides On-site</u>
• Sharpened pencil • Fully powered device for online testing • Conference-provided nametag • Photo identification • Attire that meets the FBLA Dress Code	• One piece of scratch paper per competitor • Internet access • Test login information (link & password provided at test check-in)

Eligibility Requirements

To participate in FBLA competitive events at the National Leadership Conference (NLC), the following criteria must be met:

- **Membership Deadline:** FBLA national membership dues must be paid to the specific division by 11:59 p.m. Eastern Time on March 1 of the current school year.
- **Conference Registration:** Members must be officially registered for the NLC and must pay the national conference registration fee to participate.
- **Official Hotel Requirement:** To be eligible to compete, competitors must stay within the official FBLA housing block.
- **State Entry Limits:** Each state may submit up to four entries per event.
- **Event Participation Limits:** Each member may participate in:
 - Two individual or team events, and
 - One chapter event (e.g., *Community Service Project* or *State of Chapter Presentation*).
- **Participation Requirement:** To be eligible for an award, each competitor must complete all components of the event at the National Leadership Conference.
- **Identification at Check-in:** Competitors must present valid photo identification (physical or digital) that matches the name on their conference name badge. Acceptable forms include a driver's license, passport, state-issued ID, or school ID.
- **Late Arrivals:** Competitors will be allowed to compete until such time that the results are finalized, or participation would impact the fairness and integrity of the event, as determined by Competitive Events staff. Five penalty points will be assessed for late arrivals in any competitive event.

Event Administration

- **Test Duration:** 50 minutes
- **Format:** This event consists of an online objective test that is proctored and completed on-site at the National Leadership Conference (NLC).
- **Materials:** Reference or study materials are not permitted at the testing site.
- **Calculators:** Personal calculators are not allowed; an online calculator will be available within the testing platform.
- **Question Review:** Competitors may flag questions within the testing platform for review prior to the finalization of results at the NLC.

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Scoring

- Each correct answer is worth one point.
- No points are deducted for incorrect answers.
- Tiebreakers are determined as follows: (1) The number of correct responses to 10 pre-selected tiebreaker questions will be compared. (2) If a tie remains, the number of correct responses to 20 pre-selected questions will be reviewed. (3) If a tie still remains, the competitor who completed the test in the shortest amount of time will be ranked higher.
- Results announced at the National Leadership Conference are considered official and will not be changed after the conclusion of the National Leadership Conference.

Penalty Points

- Competitors may be disqualified if they violate the Code of Conduct or the Honor Code.
- Five points are deducted if competitors do not follow the Dress Code or are late to the testing site.

Recognition

- A maximum of 10 entries (individuals or teams) may be recognized per event.

Americans with Disabilities Act (ADA)

- FBLA complies with the Americans with Disabilities Act (ADA) by providing reasonable accommodations for competitors. Accommodation requests must be submitted through the conference registration system by the official registration deadline. All requests will be reviewed, and additional documentation may be required to determine eligibility and appropriate support.

Electronic Devices

- Unless approved as part of a documented accommodation, all cell phones, smartwatches, electronic devices, and headphones must be turned off and stored away before the competition begins. Visible devices during the event will be considered a violation of the FBLA Honor Code.

Sample Preparation Resources

- Official sample test items can be found in [CONNECT](#). These sample items showcase the types of questions that may be asked on the test and familiarize competitors with the multiple-choice item options.

Important FBLA Documents

- Competitors should be familiar with the [Competitive Event Operations Manual](#), [Honor Code](#), [Code of Conduct](#), and [Dress Code](#).

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Study Guide: Knowledge Areas and Objectives

*This study guide outlines the skills and knowledge assessed for this event. Objectives followed by a two-letter, three-digit code in parentheses are aligned to the National Business Administration Standards from MBA Research and Curriculum Center. Some objectives reference MBA Research's Learning Activity Packages (LAPs), which are instructional resources with readings, activities, and assessments available **exclusively to teacher advisers**. For more information, visit MBAResearch.org/FBLA.*

Important Notice Regarding Test Preparation

*MBA Research materials are **not required** to study for or prepare for FBLA competitive event tests. MBA Research provides curriculum and instructional resources directly to teachers and does not administer or manage individual student testing or competition participation.*

Note for members and parents: *All questions related to tests, study materials, scores, or competition guidelines should be directed to the local FBLA adviser. Only teacher advisers should contact MBA Research directly.*

Fundamentals of Entrepreneurship (10 test items)

1. Describe the nature of entrepreneurship (EN:039) (SP)
2. Explain the role requirements of entrepreneurs and owners (EN:040) (SP)
3. Describe the use of business ethics in entrepreneurship (EN:044, LAP-EN-044) (SP)
4. Describe small-business opportunities in international trade (EN:041) (SP)

Discovery Strategies (15 test items)

1. Explain the need for entrepreneurial discovery (EN:001) (ON)
2. Discuss entrepreneurial discovery processes (EN:002) (ON)
3. Assess global trends and opportunities for business ventures (EN:003) (ON)
4. Determine opportunities for venture creation (EN:004) (ON)
5. Assess opportunities for venture creation (EN:005) (ON)
6. Generate venture ideas (EN:006) (ON)
7. Determine feasibility of venture ideas (EN:038, LAP-EN-038) (ON)

Business Venture Concepts (20 test items)

1. Describe entrepreneurial planning considerations (EN:007) (ON)
2. Explain tools used by entrepreneurs for venture planning (EN:008) (ON)
3. Assess start-up requirements (EN:009) (ON)
4. Assess risks associated with venture (EN:010) (ON)
5. Describe external resources useful to entrepreneurs during concept development (EN:011) (ON)
6. Assess the need to use external resources for concept development (EN:012) (ON)
7. Select strategies to protect intellectual property (EN:013) (ON)
8. Use components of business plan to define venture idea (EN:014) (ON)

Business Venture Resources (15 test items)

1. Describe processes used to acquire adequate financial resources for venture creation/start-up (EN:015) (ON)

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2. Select sources to finance venture creation/start-up (EN:016) (ON)
3. Explain factors to consider in determining a venture's human-resources needs (EN:017) (ON)
4. Explain considerations in making the decision to hire staff (EN:018) (ON)
5. Describe considerations in selecting capital resources (EN:019) (ON)
6. Identify capital resources needed for the venture (EN:020) (ON)
7. Assess the costs/benefits associated with resources (EN:021) (ON)

New Business Venture Activities (25 test items)

1. Establish banking procedures (EN:042) (ON)
2. Use external resources to supplement entrepreneur's expertise (EN:022) (ON)
3. Explain the complexity of business operations (EN:023) (ON)
4. Establish line of credit (EN:043) (ON)
5. Evaluate risk-taking opportunities (EN:024) (ON)
6. Explain the need for business systems and procedures (EN:025) (ON)
7. Describe the use of operating procedures (EN:026) (ON)
8. Explain methods/processes for organizing workflow (EN:027) (ON)
9. Develop and/or provide product/service (EN:028) (ON)
10. Use creative problem-solving in business activities/decisions (EN:029) (ON)
11. Explain the impact of resource productivity on venture success (EN:030) (ON)

Business Law and Regulations (5 test items)

1. Explain the nature of tax regulations on business (BL:009) (ON)
2. Develop strategies for legal/government compliance (BL:011) (ON)
3. Describe legal issues affecting businesses (BL:001) (SP)

Harvesting Strategies (10 test items)

1. Explain the need for continuation planning (EN:034) (ON)
2. Describe methods of venture harvesting (EN:035) (ON)
3. Evaluate options for continued venture involvement (EN:036) (ON)
4. Develop exit strategies (EN:037) (ON)

References

Center for American Entrepreneurship. *What is entrepreneurship?* <https://startupsusa.org/what-is-entrepreneurship/>

Hayes, A. *Entrepreneur: What it means to be one and how to get started.* <https://www.investopedia.com/terms/e/entrepreneur.asp>

Indeed. *What is a business venture? (Characteristics and examples).* <https://uk.indeed.com/career-advice/career-development/what-is-business-venture>

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