

Competitor Agenda



Wednesday, November 7:

3:00 PM - 5:30 PM	Competitor Check-In	Convention Center – Grand Sierra Registration Desk
4:30 PM - 6:00 PM	Reception	Convention Center – Grand Sierra D and E
6:00 PM - 6:30 PM	Welcome and Mandatory Meeting for All	Convention Center – Grand Sierra D and E
6:30 PM - 8:30 PM	Speed Selling Round 1	Convention Center – Grand Sierra D and E
7:00 PM - 8:00 PM	Sales Management Case Competitor Meeting	Convention Center – Antigua I and II

Thursday, November 8:

Sales Management Case competitors' final presentations are due at 2:00 p.m.

Deliver to the Cayman Room located in the Main Building.

7:30 AM - 10:00 AM	Round 1A Role-Play**	
11:00 AM - 1:30 PM	Round 1B Role-Play**	
11:30 AM - 5:00 PM	Career Fair	Convention Center – Grand Sierra A,B and C
12:00 PM - 2:00 PM	Lunch	Convention Center - Grand Sierra A,B and C
3:00 PM - 5:00 PM	Wild-Card A Role-Play**	
5:30 PM - 6:30 PM	Case Study Meet & Greet	Convention Center – Grand Sierra D
5:30 PM - 7:30 PM	Wild-Card B Role-Play**	

Round 1 Role-Play results will be announced at the Career Fair after each round is completed.

Friday, November 9:

8:00 AM - 11:00 AM	Round 2 Role-Play**	
8:00 AM - 11:00 AM	Sales Management Case Prelim 1A++	
9:30 AM - 4:00 PM	Career Fair	Convention Center - Grand Sierra A,B and C
12:00 PM - 2:00 PM	Lunch	Convention Center - Grand Sierra A,B and C
1:00 PM - 4:00 PM	Sales Management Case Prelim 1B++	
2:00 PM - 4:00 PM	Round 3 Role-Play** (Semi-Finals)	
6:30 PM - 7:30 PM	Sales Management Case Round 2++	
7:00 PM - 10:00 PM	Casino and Karaoke Night <i>Sponsored by Aerotek</i>	Convention Center – Grand Sierra D

Round 2 results will be announced at the Career Fair and Round 3 at Casino and Karaoke Night.

Saturday, November 10:

8:00 AM - 10:00 AM	Round 4 Role-Play (Final)**	
8:00 AM - 10:30 AM	Sales Management Case (Final)++	
8:30 AM - 10:30 AM	Watch the Final Rounds of both Speed Selling and Role-Play	Convention Center – Grand Sierra A
8:30 AM - 10:30 AM	Pickup Scoring Sheets and Disney Tickets (<i>Lanyards in exchange for Disney Tickets</i>)	
11:00 AM - 12:30 PM	Awards Luncheon	Convention Center – Grand Sierra E
1:00 PM	Buses leave for Disney	Convention Center Entrance
11:00 PM	Buses return to Caribe Royale	Convention Center Entrance

****Role-Play competitor's check-in Main Building – Cayman, 20 minutes before your round**

++ Sales Management Case competitor's check-in Main Building – Cayman, 20 minutes before your round

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