

Agenda



Wednesday, November 1:

3:00 PM - 5:30 PM	Competitor Check-In	Convention Center - Royal Palm Registration Desk
6:00 PM - 6:30 PM	Welcome and Mandatory Meeting for All	Convention Center - Caribbean I-III
6:30 PM - 8:30 PM	Student Networking and Hors d'oeuvres	Convention Center - Caribbean I-III

Thursday, November 2:

8:00 AM - 10:30 AM	Round 1A Role-Play**	
9:00 AM - 10:00 AM	Sales Management Case Competitor Meeting	Convention Center - Caribbean II
11:30 AM - 5:00 PM	Career Fair	Main Building - Martinique Ballroom
12:00 PM - 2:00 PM	Lunch	Main Building - Martinique Atrium
12:00 PM - 2:30 PM	Round 1B Role-Play**	
3:30 PM - 5:00 PM	Wild-Card A Role-Play**	
6:00 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 3:

**Sales Management Case competitors final presentations are due at 7:45 a.m.
Deliver to the Cayman Room located in the Main Building.**

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	Main Building - Martinique Ballroom
12:00 PM - 2:00 PM	Lunch	Main Building - Martinique Atrium
1:00 PM - 3:00 PM	Round 3 Role-Play** (Semi-Finals)	
1:00 PM - 3:00 PM	Sales Management Case Prelim 1B**	
4:00 PM - 5:30 PM	Speed Selling Competition Round 1 <i>Sponsored by State Farm</i>	Convention Center - Caribbean IV-V
6:30 PM - 7:30 PM	Sales Management Case Round 2**	Convention Center - Caribbean IV-V
7:00 PM - 10:00 PM	Casino and Karaoke Night <i>Sponsored by American Traveler</i>	Convention Center - Caribbean I-III

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

Saturday, November 4:

8:00 AM - 10:00 AM	Round 4 Role-Play (Final)**	
8:00 AM - 10:00 AM	Sales Management Case (Final)**	
9:30 AM - 11:30 AM	Watch the Final Rounds of both Speed Selling and Role-Play	Main Building - Martinique Ballroom
12:00 PM - 1:30 PM	Awards Luncheon	Convention Center - Caribbean IV
2:00 PM	Buses leave for Disney	Convention Center Entrance
11:00 PM	Buses return to Caribe Royale	Convention Center Entrance

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

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

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