



# TENTATIVE

## COMPETITOR/FACULTY AGENDA

### Wednesday, November 1:

3:00 PM - 5:30 PM	Competitor Check-In	Convention Center - Royal Palm
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:

7:45 AM	Case Information Distributed	Convention Center - Caribbean II
8:00 AM - 10:30 AM	Round 1A Role-Play**	
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 posted at Career Fair after each round is completed.**

### Friday, November 3:

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

8:00 AM - 11:00 AM	Sales Management Case Prelim 1A++	
8:00 AM - 11:00 AM	Round 2 Role-Play**	
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	Sales Management Case Prelim 1B++	
2:00 PM - 5:00 PM	Round 3 Role-Play (Semi-Finals)**	
4:00 PM - 5:30 PM	Speed Selling Competition Round 1	Convention Center - Caribbean IV-V
6:30 PM - 7:30 PM	Sales Management Case Round 2++	
7:00 PM - 10:00 PM	Casino/Karaoke Night	Convention Center - Caribbean I-III

**Round 2A and 2B will be posted at Career Fair and Round 3 at Casino and Karaoke Night.**

### Saturday, November 4:

8:00 AM - 10:00 AM	Round 4 Role-Play (Final)**	
8:30 AM - 11:30 AM	Watch the Final-Four/ Speed Selling Competition (R2)	Main Building - Martinique Ballroom
10:00 AM - 11:15 AM	Sales Management Case (Final)++	
12:00 PM - 1:30 PM	Awards Luncheon	Convention Center - Caribbean IV-V
2:00 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 competitors check-in Main Building - Cayman, 20 minutes before your round**

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**Logistic Questions:** Shannon Young, Event Coordinator (850) 570-4826

**Sales Management Case Competition:** Leff Bonney (850) 766-5802