

Tentative Agenda



Wednesday, November 7:

3:00 PM - 5:30 PM	Competitor Check-In	Convention Center – Grand Sierra Reg 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

Thursday, November 8:

8:00 AM - 10:30 AM	Round 1A Role-Play**	
9:00 AM - 10:00 AM	Sales Management Case Competitor Meeting	Convention Center – Grand Sierra F
11:30 AM - 5:00 PM	Career Fair	Convention Center – Grand Sierra ABC
12:00 PM - 2:00 PM	Lunch	Convention Center - Grand Sierra ABC
12:00 PM - 2:30 PM	Round 1B Role-Play**	
3:30 PM - 5:00 PM	Wild-Card A Role-Play**	
5:30 PM – 6:30 PM	Case Study Meet & Greet	Convention Center – Grand Sierra D
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 9:

**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	Convention Center - Grand Sierra ABC
12:00 PM - 2:00 PM	Lunch	Convention Center - Grand Sierra ABC
1:00 PM - 3:00 PM	Round 3 Role-Play** (Semi-Finals)	
1:00 PM - 4:00 PM	Sales Management Case Prelim 1B**	
6:30 PM - 7:30 PM	Sales Management Case Round 2**	
7:00 PM - 10:00 PM	Casino and Karaoke Night <i>Sponsored by _____</i>	Convention Center – Grand Sierra D

Rounds 2A and 2B 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 - 10:00 AM	Sales Management Case (Final)**	
9:30 AM - 11:30 AM	Watch the Final Rounds of both Speed Selling and Role-Play/Pickup Scoring Sheets	Convention Center – Grand Sierra C
12:00 PM - 1:30 PM	Awards Luncheon	Convention Center – Grand Sierra E
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 competitor's check-in Main Building – Cayman, 20 minutes before your round

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