

Competitor Agenda



Wednesday, November 2:

3:00 PM - 5:30 PM	Competitor Check-In	Convention Center – Caribbean Registration Desk East
4:30 PM - 6:00 PM	Reception	Convention Center – Caribbean I to IV
6:00 PM - 6:45 PM	Welcome and Mandatory Meeting for All	Convention Center – Caribbean I to IV
6:45 PM - 8:30 PM	Speed Selling Round 1	Convention Center – Caribbean I to IV

Thursday, November 3:

7:30 AM - 10:00 AM	Round 1A Role-Play**	
8:00 AM - 9:00 AM	Sales Management Case Competitor Meeting	Convention Center – Caribbean II
11:00 AM - 1:30 PM	Round 1B Role-Play**	
11:30 AM - 5:00 PM	Career Fair	Convention Center – Caribbean V - VII
12:00 PM - 2:00 PM	Lunch	Convention Center – Caribbean I - IV
3:00 PM - 5:00 PM	Wild-Card A Role-Play**	
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.
Wild Card results will be emailed and posted on Facebook, Twitter and the ICSC web site.**

Friday, November 4:

**Sales Management Case competitors' final presentations are due at 7:30 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 Round 1**	
9:30 AM - 4:00 PM	Career Fair	Convention Center - Caribbean V - VII
12:00 PM - 2:00 PM	Lunch	Convention Center - Caribbean I - IV
2:00 PM - 4:00 PM	Round 3 Role-Play** (Semi-Finals)	
2:00 PM - 5:30 PM	Sales Management Case Round 2**	
7:00 PM - 10:00 PM	Casino and Karaoke Night	Convention Center – Caribbean I - IV
	<i>Sponsored by _____</i>	

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

Saturday, November 5:

8:00 AM - 10:00 AM	Round 4 Role-Play (Final)**	
8:00 AM - 10:00 AM	Sales Management Case (Final)**	
8:30 AM - 10:30 AM	Watch the Final Rounds of both Speed Selling and Role-Play	Convention Center – Caribbean V
8:30 AM - 10:30 AM	Pickup Scoring Sheets and Disney Tickets (Lanyards Required)	Caribbean Registration Desk East
11:00 PM - 12:30 PM	Awards Luncheon	Convention Center – Caribbean I - IV
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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Sales Management Case Competition Questions: Leff Bonney, Associate Professor (850) 766-5802