

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 – IV
6:00 PM – 6:45 PM	Welcome and Mandatory Meeting for All	Convention Center – Caribbean I – IV
6:45 PM – 8:30 PM	Speed Selling Round 1	Convention Center – Caribbean I – 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	Main Building – Barbados
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 1A++	
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
1:00 PM – 4:00 PM	Sales Management Case Round 1B++	
2:00 PM – 4:00 PM	Round 3 Role-Play** (Semi-Finals)	
7:00 PM – 10:00 PM	Casino and Karaoke Night <i>Sponsored by Sazerac</i>	Convention Center – Caribbean I – IV

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 VI – VII
8:30 AM – 10:30 AM	Pickup Scoring Sheets and Disney Tickets (Lanyards Required)	Caribbean Registration Desk East
11:00 AM – 12:30 PM	Awards Luncheon	Convention Center – Caribbean I – IV
1:00 PM	Buses leave for Disney	Convention Center Entrance
9, 10 and 11 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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