

# Competitor Agenda



## Wednesday, November 1

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 2

7:30 AM – 10:00 AM	Round 1A Role-Play**	
8:00 AM – 9:00 AM	Sales Management Case Competitor Meeting	Convention Center – Boca III - IV
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 website.**

## Friday, November 3

**Sales Management Case competitors' final presentations are due at 7:30AM**

**Deliver to the Boca Room V located in the Convention Center.**

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
1:00PM – 4:00PM	Sales Management Case 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 PLS Logistics</i>	Convention Center – Caribbean I – IV

**Round 2 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)**	
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 <b>All Team Lanyards Are Required At the Time of Pickup</b>	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, 11:00 PM	Buses return to Caribe Royale	Convention Center Entrance

**\*\*Role-Play competitor's check-in Convention Center – Boca V, 20 minutes before your round**

**++ Sales Management Case competitor's check-in Convention Center – Boca V, 20 minutes before your round**

Chuck Viosca, Director, FSU Sales Institute (985) 859-6680

**Logistic Questions:** Shannon Young, Program Manager (850) 570-4826

**Sales Management Case Competition Questions:** Leff Bonney, Associate Professor (850) 766-5802