

Competitor Agenda



Wednesday, October 30

3:00 PM – 5:00 PM	Competitor Check-In	Convention Center Registration Desk East
3:00 PM – 7:00 PM	Registration Desk Open	Convention Center Registration Desk East
5:00 PM – 5:45 PM	Welcome and Mandatory Meeting for All	Convention Center Caribbean I - IV
5:45 PM – 7:30 PM	Speed Selling Round 1	Convention Center Caribbean I - IV

Thursday, October 31

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
9:00 AM – 5:30 PM	Registration Desk Open	Convention Center Registration Desk East
9:30 AM – 4:30 PM	Career Fair	Convention Center Caribbean V – VII
11:00 AM – 1:30 PM	Round 1B Role-Play**	
12:00 PM – 2:00 PM	Lunch Pickup	Hibiscus
12:00 PM – 2:00 PM	Lunch Seating Available	Convention Center Caribbean I – IV
3:00 PM – 5:00 PM	Wild-Card A Role-Play**	
4:30 PM – 6:00 PM	Career Fair Sales Management Case ONLY	Convention Center Caribbean V – VII
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 1

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**	
8:30 AM – 4:30 PM	Registration Desk Open	Convention Center Registration Desk East
9:30 AM – 4:00 PM	Career Fair	Convention Center Caribbean V – VII
12:00 PM – 2:00 PM	Lunch Pickup	Hibiscus
12:00 PM – 2:00 PM	Lunch Seating Available	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</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 2

8:00 AM – 10:00 AM	Round 4 Role-Play (Final)**	
8:00 AM – 10:00 AM	Sales Management Case Round (Final)**	
8:30 AM – 11:00 AM	Registration Desk Open	Convention Center Registration Desk East
8:30 AM – 11:00 AM	Pickup Scoring Sheets and Disney Tickets All Team Lanyards Are Required at the Time of Pickup	Convention Center Registration Desk East
8:30 AM – 10:30 AM	Watch the Final Rounds of both Speed Selling and Role-Play	Convention Center Caribbean VI-VII
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

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