

Competition Agenda

WEDNESDAY, NOVEMBER 5

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 – 7:00 PM	Speed Selling Round 1	Convention Center Caribbean I - IV

THURSDAY, NOVEMBER 6

7:30 AM – 10:00 AM	Round 1A Role-Play Check-In	Convention Center Boca V (20 min. before round)
8:00 AM – 9:00 AM	Sales Management Case Competitor Meeting	Convention Center Boca VI - VII
9:00 AM – 5:00 PM	Registration Desk Open	Convention Center Registration Desk East
9:00 AM – 5:00 PM	Drop off Food Drive Donations	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 Check-In	Convention Center Boca V (20 min. before round)
12:00 PM – 2:00 PM	Lunch Pickup	Convention Center Hibiscus
12:00 PM – 2:00 PM	Lunch Seating Available	Convention Center Caribbean I - III
3:00 PM – 5:00 PM	Wild-Card A Role-Play Check-In	Convention Center Boca V (20 min. before round)
4:30 PM – 6:00 PM	Career Fair (SM Case Competitors ONLY)	Convention Center Caribbean V – VII
5:00 PM – 6:00 PM	USCA Reception (Faculty ONLY)	Convention Center Boca Patio (or in case of rain Boca VII – VIII)
5:30 PM – 7:30 PM	Wild-Card B Role-Play Check-In	Convention Center Boca V (20 min. before round)

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 LinkedIn and the ICSC website.

FRIDAY, NOVEMBER 7

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

8:00 AM – 11:00 AM	Round 2 Role-Play Check-In	Convention Center Boca V (20 min. before round)
9:00 AM – 11:00 AM	Drop off Food Drive Donations (Last Call)	Convention Center Registration Desk East
9:00 AM – 11:30 AM	Sales Management Case Round 1A Check-In	Convention Center Boca V (20 min. before round)
9:00 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	Convention Center Hibiscus
12:00 PM – 2:00 PM	Lunch Seating Available	Convention Center Caribbean I - III
1:00 PM – 4:00 PM	Sales Management Case Round 1B Check-In	Convention Center Boca V (20 min. before round)
2:00 PM – 4:00 PM	Round 3 Role-Play Check-In	Convention Center Boca V (20 min. before round)
7:00 PM – 10:00 PM	Casino & Karaoke Night	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 8

7:30 AM – 10:00 AM	Round 4 Role-Play Finalists	Report as Assigned
7:30 AM – 10:30 AM	Registration Desk Open	Convention Center Registration Desk East
8:00 AM – 9:00 AM	Speed Selling Finalists	Report to Convention Center Caribbean VI - VII
8:00 AM – 10:00 AM	Sales Management Case Finalists	Report as Assigned
8:00 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	Convention Center Registration Desk East

All Team Lanyards Are Required at the Time of Pickup

11:00 AM – 12:30 PM	Awards Luncheon	Convention Center Caribbean I - IV
1:00 PM	Load Buses to leave for Disney	Convention Center Entrance

Logistics: Shannon Young, Program Manager (850) 570-4826
Role-Play: Chuck Viosca, Director (985) 859-6680

Sales Management Case: Leff Bonney (850) 766-5802
Judging: Angie Kovarik (505) 206-3472