

Competitor 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**	
8:00 AM – 9:00 AM	Sales Management Case Competitor Meeting	Convention Center Boca V - VI
9:00 AM – 9:30 AM	Sales Management Case Faculty Meeting	Convention Center Boca V - VI
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 7

**Sales Management Case competitors' final presentations are due at 7:30AM
Deliver to the Boca Room V located in the Convention Center.**

7:00 AM – 8:30 AM	ReliaQuest Breakfast for Faculty	Convention Center Caribbean I - IV
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
1:00PM – 4:00PM	Sales Management Case Round 1B**	
2:00 PM – 4:00 PM	Round 3 Role-Play** (Semi-Finals)	
7:00 PM – 10:00 PM	Casino & Karaoke Night	Convention Center Caribbean I – IV

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

Saturday, November 8

8:00 AM – 10:00 AM	Round 4 Role-Play (Final)**	
9:00 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	Convention Center Registration Desk East
	All Team Lanyards Are Required at the Time of Pickup	
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**

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

Role-Play Competition Questions: Chuck Viosca, Director, FSU Sales Institute (985) 859-6680

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