

University Agenda



Wednesday, November 4

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 – III
5:45 PM – 7:00 PM	Speed Selling Round 1	Convention Center Caribbean I - III

Thursday, November 5

7:30 AM – 10:00 AM	Round 1A Role-Play Check In	Convention Ctr – 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 – 9:30 AM	Sales Management Case Faculty Meeting	Convention Center Boca VI – VII
9:00 AM – 5:00 PM	Registration Desk Open	Convention Center Registration Desk East
9:30 AM – 4:30 PM	Career Fair	Convention Center Caribbean IV – VII
11:00 AM – 1:30 PM	Round 1B Role-Play Check In	Convention Ctr – 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 III
3:00 PM – 5:00 PM	Wild-Card A Role-Play Check In	Convention Ctr – Boca V (20 min. before round)
4:30 PM – 6:00 PM	Career Fair (SM Case Competitors ONLY)	Convention Center Caribbean IV – 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 Ctr - 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 6

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 Ctr – Boca V (20 min. before round)
9:00 AM – 4:30 PM	Registration Desk Open	Convention Center Registration Desk East
9:00 AM – 11:30 AM	Sales Management Case Round 1A	Check In Convention Ctr – Boca V (20 min. before round)
9:30 AM – 4:00 PM	Career Fair	Convention Center Caribbean IV – VII
12:00 PM – 2:00 PM	Lunch Pickup	Convention Center Hibiscus
12:00 PM – 2:00 PM	Lunch Seating Available	Convention Center Caribbean III
1:00 PM – 4:00 PM	Sales Management Case Round 1B Check In	Convention Ctr – Boca V (20 min. before round)
2:00 PM – 4:00 PM	Round 3 Role-Play Check In	Convention Ctr – 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 7

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	Round 4 Role-Play Finalists	Report as Assigned
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
11:30 AM – 12:30 PM	Awards Luncheon	Convention Center Caribbean I – IV
1:00 PM	Load Buses to leave for Disney	Convention Center Entrance

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

Speed Selling Questions: Angie Kovarik, Assistant Lecturer (505) 206-3472