

2021-2022 DECA Competitive Events

Name: _____

A Level Events: STATE EVENTS (Choose One ONLY)

- _____ SDS Sales Demonstration Soft Lines
- _____ SDH Sales Demonstration Hard Lines
- _____ SDG Sales Demonstration General/Home Service Lines
- _____ EIE Employment Interview Entry Level (9th and 10th grade only)
- _____ EIA Employment Interview Advanced Level (11th and 12th grade only)
- _____ GLD Gold Chapter Campaigns

FOR OFFICE USE ONLY	
_____	Down Payment
_____	Final Payment
_____	DECA Dues

Partner(s): _____ approval

B Level Events: ROLE PLAYS (Choose One ONLY)

Individual Role Plays

- _____ HLM Hotel & Lodging
- _____ BSM Business Services Marketing
- _____ AAM Apparel and Accessories Marketing
- _____ FMS Food Marketing
- _____ HRM Human Resource Management
- _____ RFSM Restaurant & Food Service Management
- _____ QSRM Quick Service Restaurant Management
- _____ RMS Retail Merchandising
- _____ SEM Sports & Entertainment Marketing
- _____ ENT Entrepreneurship Series
- _____ MCS Marketing Communications
- _____ PFL Personal Financial Literacy



DECA's competitive events program directly supports our mission. As an integral part of the classroom curriculum, DECA's industry-validated competitive events are aligned with the National Curriculum Standards in the career clusters of marketing, business management and administration, finance, and hospitality and tourism. DECA's flagship evaluation process involves students in both a written component such as an exam or report and an interactive component with an industry professional serving as a judge. DECA's competitive events directly contribute to every student being college and career ready when they graduate from high school.

Team Role Plays

- _____ ETDM Entrepreneurship
 - _____ FTDM Financial Services
 - _____ HTDM Hospitality Services
 - _____ TTDM Travel & Tourism
 - _____ STDM Sports & Entertainment Marketing
 - _____ BTDM Buying & Merchandising
 - _____ MTDM Marketing Management
- Principles Role Plays (1st Year DECA Members)*
- _____ PBM Principles of Business Management & Administration
 - _____ PHT Principles of Hospitality & Tourism
 - _____ PMK Principles of Marketing

Partner: _____
 Partner: _____
 Partner: _____
 Partner: _____
 Partner: _____
 Partner: _____
 Partner: _____

C Level Events: WRITTEN EVENTS (Choose One ONLY)

Ownership Events

- | | | | | | |
|-------|-----|-----------------------------|-----------|--------|-------------------|
| _____ | ESB | Start-up Business Plan | (no exam) | 10 pp. | Partner(s): _____ |
| _____ | EBG | Business Growth Plan | (no exam) | 20 pp. | Partner(s): _____ |
| _____ | EIP | Innovation Plan Event | (no exam) | 10 pp. | Partner(s): _____ |
| _____ | EIB | Independent Business Plan | (no exam) | 20 pp. | Partner(s): _____ |
| _____ | EFB | Franchise Business Plan | (no exam) | 20 pp. | Partner(s): _____ |
| _____ | IBP | International Business Plan | (no exam) | 20 pp. | Partner(s): _____ |

Management, Selling, and Consulting Events

- | | | | | | |
|-------|------|--|--|-----------------|------------------------|
| _____ | IMCE | Integrated Marketing Campaign - Event | | 10 pp. | Partner(s): _____ |
| _____ | IMCP | Integrated Marketing Campaign - Product | | 10 pp. | Partner(s): _____ |
| _____ | IMCS | Integrated Marketing Campaign - Service | | 10 pp. | Partner(s): _____ |
| _____ | PSE | Professional Selling | | no written plan | Individual Participant |
| _____ | HTPS | Hospitality & Tourism Professional Selling | | no written plan | Individual Participant |
| _____ | FCE | Financial Consulting Event | | no written plan | Individual Participant |

Business Operations Research Events

- | | | | | | |
|-------|------|-----------------------------------|-----------|--------|-------------------|
| _____ | BMOR | Buying & Merchandising Operations | (no exam) | 20 pp. | Partner(s): _____ |
| _____ | BOR | Business Services Operations | (no exam) | 20 pp. | Partner(s): _____ |
| _____ | FOR | Finance Operations | (no exam) | 20 pp. | Partner(s): _____ |
| _____ | HTOR | Hospitality & Tourism Operations | (no exam) | 20 pp. | Partner(s): _____ |
| _____ | SEOR | Sports & Entertainment Operations | (no exam) | 20 pp. | Partner(s): _____ |

D Level Events: PROJECT MANAGEMENT EVENTS (See your advisor for approval)

- | | | | | | |
|-------|------|----------------------------|--|-------------------|-----------------------------------|
| _____ | PMCA | Community Awareness | | Partner(s): _____ | <input type="checkbox"/> approval |
| _____ | PMCG | Community Giving | | Partner(s): _____ | <input type="checkbox"/> approval |
| _____ | PMCD | Career Development Project | | Partner(s): _____ | <input type="checkbox"/> approval |
| _____ | PMBS | Business Solutions Project | | Partner(s): _____ | <input type="checkbox"/> approval |
| _____ | PMFL | Financial Literacy Project | | Partner(s): _____ | <input type="checkbox"/> approval |
| _____ | PMSP | Sales Project | | Partner(s): _____ | <input type="checkbox"/> approval |
| _____ | SBE | School Based Enterprise | | Partner(s): _____ | <input type="checkbox"/> approval |

For Online Events & Special Activities check with your advisor