

Area – Thursday, January 9th

- Arrive at 6:30AM at Skyline
- You'll get on a bus based on last name in alphabetical order
- We'll get to Meydenbauer Center around 7:30AM; we'll go to Meydenbauer Center Hall A for opening ceremony
- You'll know where to go and what time based on info I give you next week
- We'll arrive back to Skyline around 4:00PM
- Think of this as a business trip!
- What do I wear?!

Role Plays

- Individual: 2 role plays; each worth 100 points; 10 min prep; 10 min presentation
- Team: 1 role play; worth 200 points; 30 min prep; 15 min presentation

Performance Indicators

What is a performance indicator?

- A performance indicator is used to measure and evaluate knowledge of a specific skill.
- In a DECA competition, the judge uses both general and specific business and marketing skills as performance indicators to evaluate the competitor.

How do the DECA judges use performance indicators?

- Each competitive event has 5 to 7 performance indicators listed on the front page of the event and on the evaluation sheet.
- After the judge has listened to your presentation or role-play, the judge will evaluate how well you incorporated your knowledge of the five to seven performance indicators into your presentation.
- The majority of your score is made up of your knowledge of the performance indicators.

How can I use performance indicators?

- You can use the performance indicator listed for your competitive event to prepare yourself for your role-play or presentation.
- Each individual role-play or team decision making event scenario has one dominant instructional area that is the focus of the role-play scenario. That means that the majority of the performance indicators will be taken from that dominant instructional area.
- Review each performance indicator before competition. A confident knowledge will make you a better competitor and increase your chances of success!

Suggested Presentation Format

- Strong open
- Describe the situation & recommendations
- Detail the recommendations, costs, benefits, timing, & measurement
- Strong close

Creating Your Presentation "slides"

- Slide 1: Name, Role, Company, Judges Role
- Slide 2: Strong Open
- Slide 3: Description of Situation
- Slide 4: Agenda (including PI's)
- Slide 5: Objectives & Recommendations
- Slides 6-9: Detail Each Recommendation
- Slide 10: Budget
- Slide 11: Measurement/ROI
- Slide 12: Summary
- Slide 13: Questions