

# Official Competitive Events List

## Delta Epsilon Chi Division

The following list of events are being offered for the 2009–2010 membership year.

### Business Simulations

Designed to measure a participant's marketing and/or management proficiency in one of six (6) career areas.

1. Fashion Merchandising & Marketing
2. Financial Services
3. Hospitality
4. Restaurant & Food Service Management
5. Retail Management
6. Travel & Tourism

*NOTE: Business Simulations include one role-play and a comprehensive exam in the evaluation process.*

### Case Studies

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|-------------------------------------|------------------------------|
| 1. Business Ethics                  | Team of two (2) participants |
| 2. Business Law                     | Team of two (2) participants |
| 3. Business-to-Business Marketing   | Team of two (2) participants |
| 4. Human Resource Management        |                              |
| 5. International Marketing          | Team of two (2) participants |
| 6. Marketing Management             |                              |
| 7. Sales Management Meeting         |                              |
| 8. Sports & Entertainment Marketing | Team of two (2) participants |

*NOTE: Case Studies include one presentation activity in the evaluation process.*

### Prepared Business Presentations

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|---------------------------------|-----------------------------------|
| 1. Advertising Campaign         | One (1) to three (3) participants |
| 2. Design Presentation          |                                   |
| 3. Entrepreneurship             | One (1) to three (3) participants |
| 4. Financial Statement Analysis | Two (2) or three (3) participants |
| 5. Sales Representative         |                                   |
| 6. Web Site Design              | One (1) or two (2) participants   |

<b>Event Category</b>	<b>Event Name</b>	<b>Laptop Allowed</b>	<b>Prep Time</b>	<b>Set up (if applicable), Presentation &amp; Questioning Time</b>	<b>Number of Participants</b>	<b>Exam Required</b> <small>Sample exams Available</small>	<b>Prepared Report Required</b>	<b>Outside Materials Allowed</b>
<b>Business Simulations</b>	Fashion Merchandising & Marketing	No	30 minutes	15 minutes	1	Yes	No	No
	Financial Services	No	30 minutes	15 minutes	1	Yes	No	No
	Hospitality	No	30 minutes	15 minutes	1	Yes	No	No
	Restaurant & Food Service Management	No	30 minutes	15 minutes	1	Yes	No	No
	Retail Management	No	30 minutes	15 minutes	1	Yes	No	No
	Travel & Tourism	No	30 minutes	15 minutes	1	Yes	No	No
<b>Case Studies</b>	Business Ethics	Yes	1 Hour	15 minutes	2	No	No	Yes
	Business Law	Yes	1 Hour	15 minutes	2	No	No	Yes
	Business-to-Business Marketing	Yes	1 Hour	15 minutes	2	No	No	Yes
	Human Resource Management	Yes	30 minutes	15 minutes	1	No	No	Yes
	International Marketing	Yes	1 Hour	15 minutes	2	No	No	Yes
	Marketing Management	Yes	30 minutes	15 minutes	1	No	No	Yes
	Sales Management Meeting	Yes	1 Hour	15 minutes	1	No	No	Yes
	Sports & Entertainment Marketing	Yes	1 Hour	15 minutes	2	No	No	Yes
<b>Prepared Business Presentations</b>	Advertising Campaign	Yes	N/A	25 minutes	1 to 3	No	Yes	Yes
	Design Presentation	Yes	N/A	20 minutes	1	No	No	Yes
	Entrepreneurship	Yes	N/A	15 minutes	1 to 3	No	Yes	Yes
	Financial Statement Analysis	Yes	N/A	15 minutes	2 or 3	No	Yes	Yes
	Sales Representative	Yes	N/A	20 minutes	1	No	No	Yes
	Web Site Design	Yes	N/A	25 minutes	1 or 2	No	No	Yes