



Competitive Events Guide

Revised – August, 2011

TABLE OF CONTENTS

Preface.....	3
Ohio Competitive Events	4
Policy and Procedures.....	4
Student and Advisor Responsibilities	5
Ohio DECA Fall Leadership Conference	6
State Officers	6
Selection Procedure for Parliamentarian	7
Selection Procedure for Public Relations Team Representatives	10
Pin Content	14
Leadership Sessions.....	14
Ohio DECA Career Development Conference	15
National Events.....	15
Ohio DECA Scholarship.....	16
Appendix	
Ohio DECA Competitive Event Eligibility List	20
Ohio DECA 2011-12 Allotment By District for Ohio DECA CDC Chart.....	22
Ohio DECA Participation Levels	23
Competitive Events Listing	25

PREFACE

The purpose of the competitive events program offered by Ohio DECA is to supplement the marketing curriculum and enhance the leadership development of student members. The competitive events program of Ohio DECA is only one component of the total marketing program and is designed to assist students in developing occupational competencies to prepare emerging leaders and entrepreneurs in marketing, finance, hospitality and management.

Ohio DECA competitive events programs replicates the National DECA competitive events programs and guidelines, thereby providing many opportunities for student recognition. All events and activities are learning activities and serve to evaluate the development of essential competencies needed for entry and advancement in the field of marketing. In this way, the Ohio program of competitive events facilitates the effective integration of DECA as a co-curricular component of the total marketing program.

This guide describes all aspects of operating Ohio's competitive events program. It is a useful and necessary tool for preparing Ohio DECA members for participation in all competitive event areas and is the basis for the operation of district competition. Information on specific guidelines for National DECA activities may be found in the *DECA Guide* and *Chapter Management System* (published yearly by National DECA) or www.DECA.org.

OHIO COMPETITIVE EVENTS

The Ohio Association of DECA recognizes individual and group accomplishments on the district and state levels. The *Ohio DECA Competitive Events Guide* explains the purpose and guidelines of state events and activities. Ohio DECA competitive events programs replicates the National DECA competitive events programs and guidelines, thereby providing many opportunities for student recognition.

POLICY AND PROCEDURES

All competition is initiated at the chapter level. Each chapter and the advisor must decide how to qualify members for district and/or state competition.

Ohio DECA is aligned into 13 districts. The advisors within each district must establish policies and operating procedures for district level competition and approve them by majority vote well in advance of the competitive events. The minutes of the meetings, at which such decisions are made, must be made available to all advisors within that district.

In determining the events to be held, the number of allowable entries per chapter, per event, and the methods of operation, the district advisors should consider the following:

- Number of chapters in the district
- Number of student members in the chapters
- Student members' career objectives and training stations
- Number and types of specialized programs
- Available facilities
- Time available for competition

Ohio DECA will provide districts with tests (master copies or booklets) to be used in that year's competition. **Advisors and students are NOT to retain the tests, and all copies must be destroyed after the competition.** Districts are encouraged to recognize as many students as possible. Ohio DECA will provide district trophies for the first three (3) places for the fall and spring events.

Registration for both the Ohio DECA Fall Leadership Conference and the Ohio DECA Career Development Conference is done on a chapter basis with each advisor submitting registration thru the on-line process to the Ohio DECA office by the pre-announced deadline. Late fees are assessed to chapters for any registration received after the deadline. Late fees charged are \$10.00 for the Fall Leadership Conference, and \$25.00 for the Career Development Conference and the membership payment.

The Ohio DECA Advisor, in collaboration with the Ohio DECA Executive Council, determines how competition is managed at the state level. See the Appendix – "Ohio DECA Competitive Event Eligibility List" for the number of competitors allowed to compete at state competition. Student members are only permitted to compete in one event at the state level (with the exception of the Ohio DECA Scholarship).

Students who win at the state level become eligible to compete at the DECA International Career Development Conference should refer to the National DECA Guide for procedures that will be followed. Both of these documents are available from National DECA, 1908 Association Drive, Reston, VA 22091.

Available rating sheets and placement/rankings for the state career development conference will be mailed to each advisor after the state competition. These sheets are to be used as a guide for student improvement.

Student members or advisors with questions, concerns, or suggestions about the competitive events should write to their district Board of Trustees Representative, Ohio DECA State Officers, the Ohio DECA Executive Council's Competitive Events Committee, or the Ohio DECA State Advisor.

STUDENT AND ADVISOR RESPONSIBILITIES

- Each student must be a member of Ohio and National DECA by October 20th to take part in that year's district and state competitions. The Ohio DECA State Advisor may grant exceptions for students who transfer from another school, transfer from within the school, or enter the marketing program late.
- Student members competing at the Ohio DECA Career Development Conference and chapter advisors must stay at the designated conference hotel unless they are staying at home (written permission must be requested before the conference).
- Students are expected to present a professional image at all conferences by dressing according to business community standards. Business attire is required of students participating in competitive events or attending conference general sessions.
- Chapter advisors are responsible for the students in their chapter at all times during the conference.

OHIO DECA FALL LEADERSHIP CONFERENCE

The Ohio DECA Fall Leadership Conference is divided into four parts: election of five state officers, competition for state parliamentarian and public relations representative, voting for the Ohio DECA Pin, and general leadership workshops. All four parts of the conference are held simultaneously during a one-day program in Columbus. Dates and times for the conference are determined yearly by the Ohio DECA State Advisor.

STATE OFFICERS

Seven student members of Ohio DECA are voting members of the Ohio DECA Executive Council. These student officers play an active role in deciding Ohio DECA's future direction and participate in the organization's various statewide activities.

Each chapter may submit one representative as a candidate for one of the following elected state offices:

- President
- Secretary/Treasurer
- Executive Vice President of Community Outreach
- Executive Vice President of Marketing
- Executive Vice President of Leadership Development

Procedures for election of these five officers are stated in the By-Laws for Ohio DECA and "Selected and Elected State Officer Application Packet".

The participants for the remaining two offices compete at the local level, with the top winners advancing to the state competition in:

- Parliamentarian
- Public Relations Representative

Guidelines for selection of these two officers are contained later in this guide.

All seven state officers begin their term of office at the end of the Ohio DECA Fall Leadership Conference and hold office until the close of the following year's Ohio DECA fall Leadership Conference.

SELECTION PROCEDURE FOR PARLIAMENTARIAN

The purpose of selecting a Parliamentarian is to encourage Ohio DECA members to develop the skills and learn the procedures necessary to plan and conduct a well-organized meeting. The Parliamentarian competitive activity consists of a written examination and an interview with the selected member becoming one of the seven state officers. Three contestants may compete at the state level from each Ohio DECA district. Those competing at the state level must fax a completed Application and Consent Signature form which is located in the **Selected and Elected State Officer Application**. (*The State Officer Application applies to both elected and selected {parliamentarian and public relations representative} officer candidates.*) The State Officer Application and Consent forms are to be submitted to the state office by the date listed on the *Ohio DECA Calendar of Activities* to be eligible to take the test at the Fall Leadership Conference.

Written Test: An examination of no more than 100 questions will be given to all competing students. This written portion tests the student's knowledge of parliamentary procedures from *Robert's Rules of Order, Newly Revised*, and knowledge of Ohio and National DECA from the *Ohio DECA Fact Sheet*, *Ohio and National DECA Guides*, *National DECA Chapter Management System* and the *Handbook for Ohio DECA Chapters*. Up to one hour will be allowed for the students to take the test.

Self-Introduction: Each of the top 10 participants will have 60 seconds to introduce themselves at the beginning of the interview time. Areas to be rated are listed on the rating form.

Interview: The top 10 on the testing portion will be interviewed by a set of judges about their knowledge of the application of parliamentary procedures, DECA, Marketing Education, career goals, and professionalism. These interviews will be a maximum of 10 minutes in length.

Rating Sheets: Sample rating sheets for use with the Parliamentarian contest follows this page.

OHIO DECA

Participant _____ School _____

PARLIAMENTARIAN - SELF INTRODUCTION

Area	Poor	Fair	Good	Excellent	Points Awarded
Platform Deportment (10 Points) General Appearance, Poise, Manner, Eye Contact, Self-Confidence, and Gestures	0 - 2	3 - 5	6 - 8	9 - 10	
Oral Presentation (10 Points) Content, Organization of Thought, Voice, Diction, and Grammar	0 - 2	3 - 5	6 - 8	9 - 10	

Self-Introduction (20 Points) _____

**Note: Numbers in parentheses indicate the maximum number of points that can be awarded in each category. Judges may grant any point value on the continuum.

OHIO DECA

Participant _____ School _____

PARLIAMENTARIAN INTERVIEW RATING SHEET

Area	Poor	Fair	Good	Excellent	Points Awarded
Application of Parliamentary Law (30 Points)	0 - 7	8 - 15	16 - 23	24 - 30	
Career Goal (20 Points) Marketing and Management Career Goal and Plans for Achieving Goal	0 - 4	5 - 10	11 - 16	17 - 20	
Value of Marketing Education for the Student (20 Points) Classroom, Training Station, and DECA	0 - 4	5 - 10	11 - 16	17 - 20	
Professionalism (10 Points) Appropriate Business Appearance, Enthusiasm and Self-Confidence	0 - 1	2 - 4	5 - 7	8 - 10	

Self-Introduction (20 Points) _____

Interview (80 Points) _____

Written Examination (100 Points) _____

TOTAL (200 Points) _____

**Note: Numbers in parentheses indicate the maximum number of points that can be awarded in each category. Judges may grant any point value on the continuum.

SELECTION PROCEDURE FOR PUBLIC RELATIONS REPRESENTATIVE

The Public Relations Representative competitive activity is designed to select one (1) member to represent Ohio DECA in planning and promoting Ohio DECA activities. The selected winner will become a member of the state officer team. Four (4) contestants from each Ohio DECA district may compete for this office. The Public Relations Representative competitive activity consists of four parts: test, self-introduction, press release and interview. Those competing at the state level must fax a completed Application and Consent Signature form which is located in the **Selected and Elected State Officer Application**. (*The State Officer Application applies to both elected and selected {parliamentarian and public relation representative} officer candidates.*) The State Officer Application and Consent forms are to be submitted to the state office by the date listed on the *Ohio DECA Calendar of Activities* to be eligible to take the test at the Fall Leadership Conference.

Test: A 50-question test (45-minute time limit) over Ohio and National DECA facts and policy is given to all participants. Material for the questions comes from *Robert's Rules of Order, Newly Revised*, and knowledge of Ohio and National DECA from the *Ohio DECA Fact Sheet*, *Ohio and National DECA Guides*, *National DECA Chapter Management System* and the *Handbook for Ohio DECA Chapters*.

Press Release: A 50 to 200 word press release will be written by each participant on a given marketing-or DECA-related topic at the time of the conference. Each student will be given 15 minutes to complete the press release demonstrating their written communication skills.

Self-introduction: Each contestant has the opportunity to demonstrate poise and professionalism through a one (1)-minute self-introduction given to a set of judges.

Interview: After the previous three (3) activities, the top ten participants will complete a short personal interview with a set of judges. The interview will center on their knowledge of the application of public relations procedures, DECA, Marketing Education, career goals, and professionalism. These interviews will be a maximum of 10 minutes in length.

Rating Sheets: Sample rating sheets for use with the Public Relations Representative contest follows this page.

OHIO DECA

Participant _____ School _____

PUBLIC RELATIONS REPRESENTATIVE - INTERVIEW RATING SHEET

Area	Poor	Fair	Good	Excellent	Points Awarded
Application and Value of Public Relations (20 Points)	0 - 4	5 - 10	11 - 16	17 - 20	
Duties and Responsibilities of Ohio DECA Public Relations Representative (20 Points)	0 - 4	5 - 10	11 - 16	17 - 20	
Career Goal (20 Points) Appropriate Marketing and Management Career Goal and Realistic Plans to Achieve Goal	0 - 4	5 - 10	11 - 16	17 - 20	
Value of Marketing Education for the Student (20 Points) Classroom, Training Station and DECA	0 - 4	5 - 10	11 - 16	17 - 20	
Professionalism (20 Points) Appropriate Business Appearance, Proper Introduction and Conclusion, Enthusiasm, and Self-Confidence	0 - 4	5 - 10	11 - 16	17 - 20	

Interview (100 Points) _____

Written Examination (50 Points) _____

Press Release (30 Points) _____

Self-Introduction (20 Points) _____

TOTAL (200 Points) _____

**Note: Numbers in parentheses indicate the maximum number of points that can be awarded in each category. Judges may grant any point value on the continuum.

OHIO DECA

Participant _____ School _____

PUBLIC RELATIONS REPRESENTATIVE - SELF INTRODUCTION

Area	Poor	Fair	Good	Excellent	Points Awarded
Platform Deportment (10 Points) General Appearance, Poise, Manner, Eye Contact, Self-Confidence, and Gestures	0 - 2	3 - 5	6 - 8	9 - 10	
Oral Presentation (10 Points) Content, Organization of Thought, Voice, Diction, and Grammar	0 - 2	3 - 5	6 - 8	9 - 10	

Self-Introduction (20 Points) _____

**Note: Numbers in parentheses indicate the maximum number of points that can be awarded in each category. Judges may grant any point value on the continuum.

OHIO DECA

Participant _____ School _____

PUBLIC RELATIONS REPRESENTATIVE – PRESS RELEASE

Area Poor		Fair	Good	Excellent	Points Awarded
Content (16 Points) <i>Quality, Factual, and Accurate Information</i> <ul style="list-style-type: none"> • Appropriate Headline • Defines Who and What • Covers When (exact dates) • Discusses Why and Where • General coverage of important facts 	0 – 4	5 – 8	9 – 12	13 – 16	
Technical Excellence (7 Points) <i>Format and Professional Presentation</i> <ul style="list-style-type: none"> • Appropriate margins, indents and spacing • Followed format for introduction information • Used proper paragraph format • Shows proofreading and corrected properly • Proper closing for end of article 	0 – 1	2 – 3	4 – 5	6 – 7	
Written Presentation (7 Points) <i>Grammar and Spelling</i> <ul style="list-style-type: none"> • Writing style used complete sentences • Overall readability • Proper grammar and punctuation • Within word count restrictions 	0 – 1	2 – 3	4 – 5	6 – 7	

Press Release (30 Points) _____

**Note: Numbers in the parentheses indicate the maximum number of points that can be awarded in each category. Judges may grant any point value on the continuum.

PIN CONTEST

PURPOSE

To encourage local members to create a state promotional tool to be used by Ohio DECA during the State and International Career Development Conferences.

SPECIFICATIONS

All pin designs must include a reference to Ohio and to the National DECA theme (either by design, shape or name). No registered trademarks or logos are permitted. Pin entries should be in color using pen, paint, marker, or computer print. Computer-generated designs are encouraged.

Pin designs should show originality, imagination and creativity. All work must be that of the student members.

Pin designs may be one piece, multiple pieces and/or lighted.

Each entry must be submitted separately on a single 8 ½ X 11-inch piece of paper, mailed flat.

Place the name of the school, chapter and address on the **BACK** at the bottom right of the entry.

Pin entries become the property of Ohio DECA. (The winning pin may be modified or adapted when used by Ohio DECA.)

Entries will be prejudged by business and/or Ohio Department of Education representatives, and the finalists will be voted on by members attending the Ohio DECA Fall Leadership Conference.

No “campaigning” for a design will be allowed.

ENTRIES

Each chapter is limited to one pin design entry. Entries must be received by the deadline listed on *the Ohio DECA Calendar of Activities*.

SELECTION

Each member attending the Ohio DECA Fall Leadership Conference receives a ballot for the pin contest. The top five (5) entries will be announced at the last general session of the conference. The newly elected state officer team will select the winning pin design from the top five (5) designs at their initial meeting in December. The winning pin design will be used to represent Ohio at the International Career Development Conference.

LEADERSHIP SESSIONS

Besides the opening and closing general sessions, the Ohio DECA Fall Leadership Conference has mini-sessions for those students attending that are not involved in the election sessions and contests. These sessions change yearly, but they are arranged around the central theme of leadership. Students are pre-assigned prior to attending the conference three certain workshops that will appear on their name badge. Students must attend the workshops listed on their name badge and should report back to members of their chapter that were not in attendance in those workshops.

OHIO DECA CAREER DEVELOPMENT CONFERENCE

Ohio DECA Career Development Conference is the culminating effort to the year of activities for Ohio DECA. The competency-based events effectively measure the members' proficiency in those skills identified by expert workers as essential to success in the given occupation. In effect, the competitive events are demonstrations of occupational proficiency in preparing emerging leaders and entrepreneurs in marketing, finance, hospitality and management.

The Ohio DECA Competitive Event Eligibility List is printed in the Appendix. Listed below are the operational procedures for the national events (descriptions of these events are found in the *DECA Guide*, published yearly by National DECA).

NATIONAL EVENTS

National Principles of Business Administration Events: These events are designed for **first year marketing/business students only**. At the state level, each participant will be given a comprehensive exam and a content interview situation selected from a list of performance indicators identified in the National Curriculum Standards for Business Administration developed by MBA Research for the States' Career Cluster Project validated by industry representatives.

National Individual Series Events: At the state level each participant will be given a comprehensive test relating to the identified occupation. Each participant will then have two performance-based, role-play activities.

National Team Decision Making Events: These events use teams of two students in a performance-based, role-play experience and a comprehensive testing phase. Team members will be asked to work together to complete work-based case studies and to work alone to complete the written examination.

National Business Management and Entrepreneurship Events: Student members prepare written materials in advance and participate individually in on-site interviews with business leaders to determine their knowledge about specific topics.

National Marketing Research Events: In these events, one-to-three students work on researching a given topic within an identified skill or competency area. The students present written material to and are interviewed by business professionals at the conference.

National Projects: These are chapter activities where a team of one-to-three members of a chapter write and orally report on activities their chapter has completed during the last year. Each event has a different focus.

OHIO DECA SCHOLARSHIP

The Ohio DECA Scholarship has been established to reward student's interested in pursuing careers in marketing and management for their achievements as Marketing Education students and Ohio DECA members. The scholarship will provide funds for students interested in continuing their education in marketing and management at any approved two- or four-year institution.

Purpose:

- To encourage Marketing Education students to achieve the highest possible level of marketing competencies and leadership through classroom participation, training station performance, and DECA activities.
- To provide funds for continued education.

Entries:

- Every Ohio DECA Chapter will have the opportunity to enter four (4) students in this event. Each entry must follow the guidelines included for this event.
- **One (1) copy (stapled)** of the document must be submitted to the Ohio DECA State Advisor by the date specified on the *Ohio DECA Calendar of Activities*. (Submitted copy will not be returned.)
- No pictures or page protectors are allowed.

Requirements: A completed application form signed by the applicant and verified by the marketing instructor must be submitted. In addition, each entry must include the following information:

- Section I: **Evidence of Career Planning**
Statement of Career Plan relating to marketing and management (not to exceed 150 words).
- Section II: **Scholastic Standing**
Complete high school transcript including ACT/SAT scores (if available) and other valuable scholastic information (not to exceed two [2] pages).
- Section III: **DECA Activities**
Description of involvement at the local, state and national level of DECA (not to exceed two [2] pages).
- Section IV: **School and Community Involvement**
Explanation of the applicant's additional contributions to school and community (not to exceed two [2] pages).
- Section V: **Marketing Application Essay**
Description of how marketing education and DECA have assisted you in progressing toward your career objective (not to exceed one [1] page).
- Section VI: **Open Ohio Essay**
A different topic is to be selected yearly. **The 2012 Open Ohio Essay is: "Explain how the guiding principles of DECA fulfills the DECA mission."** (Not to exceed one [1] page).
- Appendix: **Letters of Recommendation**
Letters of recommendation from your employer (if applicable), local DECA advisor, a school official and/or one other community leader.

Judging: All required written documentation submitted by each applicant will be reviewed by a screening committee. A specified number of students (5 - 10) will be invited to be interviewed at the Ohio DECA Career Development Conference.

Awards: The scholarship amounts will be determined yearly.

OHIO DECA SCHOLARSHIP APPLICATION FORM

Applicant's Name: _____

Applicant's Address: _____

City/State/ Zip

Applicant's Phone: _____

Name of School: _____

Advisor's Name: _____

Advisor's E-Mail: _____

School Phone: _____

Name of Employer: _____

Proposed Major Field of Study: _____

Institution you plan to attend: _____

I have read the guidelines for the Ohio DECA Scholarship and verify that all of the information submitted in the application and accompanying documents is correct. I accept the decision of the judging committee in determining the winner.

Date of Application

Signature of Applicant

All information submitted in this application and attached documents are correct.

I, the advisor, am a member of the Ohio Marketing Education Association (OMEA).

Yes

No

Date of Application

Signature of Advisor

OHIO DECA

Participant _____ School _____

OHIO DECA SCHOLARSHIP WRITTEN - RATING SHEET

Area	Poor	Fair	Good	Excellent	Points Awarded
Section I: Evidence of Career Planning (20 Points)	1 - 2	3 - 5	6 - 8	9 - 10	
Section II: Scholastic Standing (10 Points) (Documentation may include complete transcripts, ACT/SAT scores, marketing grades, other considerations)	1 - 2	3 - 5	6 - 8	9 - 10	
Section III: DECA Activities (20 Points)	1 - 3	4 - 16	7 - 11	12 - 15	
Section IV: School and Community Involvement (10 Points) Additional contributions made at school and in the community	1 - 2	3 - 5	6 - 8	9 - 10	
Section V: Evaluation of Marketing Application Essay (20 Points)	1 - 5	6 - 10	11 - 15	16 - 20	
Section VII: Open Ohio Essay (10 points)	1 - 2	3 - 5	6 - 8	9 - 10	
Appendix: Letters of Recommendation	0	1 - 2	3	4 - 5	

TOTAL (80 Points) _____

**Note: Numbers in parentheses indicate the maximum number of points that can be awarded in each category. Judges may grant any point value on the continuum.

OHIO DECA

Participant _____ School _____

OHIO DECA SCHOLARSHIP INTERVIEW - RATING SHEET

Area	Poor	Fair	Good	Excellent	Points Awarded
Professional Appearance and Conduct During Interview (10 Points) Appropriate, Businesslike Appearance Proper Introduction Proper Language Enthusiasm and Self-confidence	1 - 2	3 - 5	6 - 8	9 - 10	
Career Goal (30 Points) Appropriate Marketing/ Management Career Goal Realistic Plans to Reach Goal	1 - 7	8 - 15	16 - 23	24 - 30	
Value of Marketing Education (60 Points)					
Classroom	1 - 5	6 - 10	11 - 15	16 - 20	
Training Station/Laboratory	1 - 5	6 - 10	11 - 15	16 - 20	
DECA	1 - 5	6 - 10	11 - 15	16 - 20	

TOTAL (100 Points) _____

Interview Points _____

Written Points _____

Total Points _____

**Note: Numbers in parentheses indicate the maximum number of points that can be awarded in each category. Judges may grant any point value on the continuum.

APPENDIX

OHIO DECA COMPETITIVE EVENT ELIGIBILITY LIST

NATIONAL EVENTS	To State From District	To Nationals from State
Principles of Business Administration Events		
Principles of Business Management and Administration (PBM)	<i>See Allotment Chart on Page 22.</i>	4
Principles of Finance (PFN)		4
Principles of Hospitality and Tourism (PHT)		4
Principles of Marketing (PMK)		4
Team Decision Making Events		
Business Law and Ethics (BLTDM)	<i>See Allotment Chart on Page 22.</i>	4
Buying and Merchandising (BTDM)		4
Financial Services (FTDM)		4
Hospitality Services (HTDM)		4
Marketing Communications (MTDM)		4
Sports and Entertainment Marketing (STDM)		4
Travel and Tourism Marketing (TTDM)		4
Individual Series Events		
Accounting Applications (ACT)	<i>See Allotment Chart on Page 22.</i>	4
Apparel and Accessories Marketing (AAM)		4
Automotive Services Marketing (ASM)		4
Business Finance (BFS)		4
Business Services Marketing (BSM)		4
Food Marketing (FMS)		4
Hotel and Lodging Management (HLM)		4
Human Resources Management (HRM)		4
Marketing Management (MMS)		4
Quick Serve Restaurant Management (QSRM)		4
Restaurant and Food Service Management (RFSM)		4
Retail Merchandising (RMS)		4
Sports and Entertainment Marketing (SEM)		4
Business Operations Research Events		
Business Services Operations Research (BOR)	2 per Chapter	4
Buying and Merchandising Operations Research (BMOR)	2 per Chapter	4
Finance Operations Research (FOR)	2 per Chapter	4
Hospitality and Tourism Operations Research (HTOR)	2 per Chapter	4
Sports and Entertainment Marketing Operations Research (SEOR)	2 per Chapter	4

NATIONAL EVENTS (con't)	To State From District	To Nationals from State
Chapter Team Events		
Community Service Project (CSP)	1 per Chapter	4
Creative Marketing Research Project (CMP)	1 per Chapter	4
Entrepreneurship Promotion Project (EPP)	1 per Chapter	4
Financial Literacy Promotion Project (FLPP)	1 per Chapter	4
Learn and Earn Project (LEP)	1 per Chapter	4
Public Relations Project (PRP)	1 per Chapter	4
Business Management and Entrepreneurship Events		
Entrepreneurship Participating (ENP)	<i>See Allotment Chart on Page 22.</i>	4
Entrepreneurship Written (ENW)	2 per Chapter	4
International Business Plan (IBP)	2 per Chapter	4
Marketing Representative Events		
Advertising Campaign (ADC)	<i>See Allotment Chart on Page 22.</i>	4
Fashion Merchandising Promotion Plan (FMP)		4
Sports and Entertainment Promotion Plan (SEPP)		
Professional Selling Events		
Hospitality and Tourism Professional Selling (HTPS)	<i>See Allotment Chart on page 22.</i>	4
Professional Selling Event (PSE)		4
Online Events (Directly Submitted to Nationals)		
Stock Market Game (SMG)		Per National Guidelines
Virtual Business Challenge Retail (VBCR)		Per National Guidelines
Virtual Business Challenge Sports (VBCS)		Per National Guidelines

OHIO ONLY EVENTS	To State From District
Ohio Special Individual Competition (Ohio Career Development Conf.)	
Ohio DECA Scholarship	4 per Chapter
Selected Officers (Fall Leadership Conference)	
Parliamentarian	3 per District
Public Relations Representative	4 per District



**2011 - 2012 Allotment by District
For Ohio DECA CDC**

District	Students in District	Number Per District Allotted to Compete at State for Series Events	Number Per District Allotted To Compete at State for Principles of Business Events, Team Decision Events, Entrepreneurship Participating Event, Marketing Representative Events, and Professional Selling Events
1	452	5	3
2	300	3	2
3	429	4	3
4	300	3	2
5	469	5	3
6	399	4	3
7	251	3	2
8	342	4	2
9	237	3	2
10	322	4	2
11	459	5	3
12	477	5	3
13	198	3	2

OHIO DECA PARTICIPATION LEVELS

Event	District	State	Nationals
Fall Leadership Conference			
Elected Officer		Yes	Yes
Parliamentarian	Yes	Yes	Yes
Public Relations Representative	Yes	Yes	Yes
Competitive Events			
Principles of Business Administration Events			
Principles of Business Management and Administration (PBM)	Yes	Yes	Yes
Principles of Finance (PFN)	Yes	Yes	Yes
Principles of Hospitality and Tourism (PHT)	Yes	Yes	Yes
Principles of Marketing (PMK)	Yes	Yes	Yes
Team Decision Making Events			
Business Law and Ethics (BLTDM)	Yes	Yes	Yes
Buying and Merchandising (BTDM)	Yes	Yes	Yes
Financial Services (FTDM)	Yes	Yes	Yes
Hospitality Services (HTDM)	Yes	Yes	Yes
Marketing Communications (MTDM)	Yes	Yes	Yes
Sports and Entertainment Marketing (STDM)	Yes	Yes	Yes
Travel and Tourism Marketing (TTDM)	Yes	Yes	Yes
Individual Series Events			
Accounting Applications (ACT)	Yes	Yes	Yes
Apparel and Accessories Marketing (AAM)	Yes	Yes	Yes
Automotive Services Marketing (ASM)	Yes	Yes	Yes
Business Finance (BFS)	Yes	Yes	Yes
Business Services Marketing (BSM)	Yes	Yes	Yes
Food Marketing (FMS)	Yes	Yes	Yes
Hotel and Lodging Management (HLM)	Yes	Yes	Yes
Human Resources Management (HRM)	Yes	Yes	Yes
Marketing Management (MMS)	Yes	Yes	Yes
Quick Serve Restaurant Management (QSRM)	Yes	Yes	Yes
Restaurant and Food Service Management (RFSM)	Yes	Yes	Yes
Retail Merchandising (RMS)	Yes	Yes	Yes
Sports and Entertainment Marketing (SEM)	Yes	Yes	Yes
Business Operations Research Events			
Business Services Operations Research (BOR)		Yes	Yes
Buying and Merchandising Operations Research (BMOR)		Yes	Yes
Finance Operations Research (FOR)		Yes	Yes
Hospitality and Tourism Operations Research (HTOR)		Yes	Yes
Sports and Entertainment Marketing Operations Research (SEOR)		Yes	Yes

Event	District	State	Nationals
Chapter Team Events			
Community Service Project (CSP)		Yes	Yes
Creative Marketing Research Project (CMP)		Yes	Yes
Entrepreneurship Promotion Project (EPP)		Yes	Yes
Financial Literacy Promotion Project (FLPP)		Yes	Yes
Learn and Earn Project (LEP)		Yes	Yes
Public Relations Project (PRP)		Yes	Yes
Business Management and Entrepreneurship Events			
Entrepreneurship Participating (ENP)	Yes	Yes	Yes
Entrepreneurship Written (ENW)		Yes	Yes
International Business Plan (IBP)		Yes	Yes
Marketing Representative Events			
Advertising Campaign (ADC)	Yes	Yes	Yes
Fashion Merchandising Promotion Plan (FMP)	Yes	Yes	Yes
Sports and Entertainment Promotion Plan (SEPP)	Yes	Yes	Yes
Professional Selling Events			
Hospitality and Tourism Professional Selling (HTPS)	Yes	Yes	Yes
Professional Selling Event (PSE)	Yes	Yes	Yes
Online Events (Directly Submitted to Nationals)			
Stock Market Game (SMG)			Yes
Virtual Business Challenge Retail (VBCR)			Yes
Virtual Business Challenge Sports (VBCS)			Yes
Ohio DECA Scholarship			
		Yes	



2012 Career Development Conference Competitive Events List

Principles of Business Administration Events		Chapter Team Events	
1.	Principles of Business Management & Administration (PBM)	30.	Community Service Project (CSP)
2.	Principles of Finance (PFN)	31.	Creative Marketing Research Project (CMP)
3.	Principles of Hospitality & Tourism (PHT)	32.	Entrepreneurship Promotion Project (EPP)
4.	Principles of Marketing (PMK)	33.	Financial Literacy Promotion Project (FLPP)
		34.	Learn and Earn Project (LEP)
Team Decision Making Events		35.	Public Relations Project (PRP)
5.	Business Law & Ethics (BLTDM)		
6.	Buying & Merchandising (BTDM)	Business Management & Entrepreneurship Events	
7.	Financial Services (FTDM)	36.	Entrepreneurship Participating (ENP)
8.	Hospitality Services (HTDM)	37.	Entrepreneurship Written (ENW)
9.	Marketing Communications (MTDM)	38.	International Business Plan (IBP)
10.	Sports & Entertainment Marketing (STDM)		
11.	Travel & Tourism Marketing (TTDM)	Marketing Representative Events	
		39.	Advertising Campaign (ADC)
Individual Series Events		40.	Fashion Merchandising Promotion Plan (FMP)
12.	Accounting Applications (ACT)	41.	Sports and Entertainment Promotion Plan (SEPP)
13.	Apparel & Accessories Marketing (AAM)		
14.	Automotive Services Marketing (ASM)	Professional Selling Events	
15.	Business Finance (BFS)	42.	Hospitality & Tourism Professional Selling (HTPS)
16.	Business Services Marketing (BSM)	43.	Professional Selling Event (PSE)
17.	Food Marketing (FMS)		
18.	Hotel & Lodging Management (HLM)	Special Activity	
19.	Human Resources Management (HRM)	44.	Ohio DECA Scholarship Candidate
20.	Marketing Management (MMS)		
21.	Quick Serve Restaurant Management (QSRM)		
22.	Restaurant & Food Service Management (RFSM)		
23.	Retail Merchandising (RMS)	Other	
24.	Sports & Entertainment Marketing (SEM)	97.	Guest
		98.	Spouse
Business Operations Research Events		99.	Advisor
25.	Business Services Operations Research (BOR)		
26.	Buying & Merchandising Operations Research (BMOR)		
27.	Finance Operations Research (FOR)		
28.	Hospitality & Tourism Operations Research (HTOR)		
29.	Sports and Entertainment Marketing Operations Research (SEOR)		