

## DECA Role Plays Competition Introduction

**For: Chapter Officers**

*Instructions: Use this handbook as a guide through the slideshow. This handbook will act as an outline of what you should discuss with your chapter. Feel free to make a copy of the slideshow and personalize or edit it.*

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### **Slide 1: Introduction**

Welcome to the \_\_\_ High School Roleplay Introduction meeting! Today, we will discuss the different types of roleplay you can compete in, the requirements, guidelines, and rules of roleplay competition in DECA.

What is Roleplay?

A roleplay is **an impromptu competitive event where competitor(s) get a business scenario with objectives and have to create a presentation concerning the scenario.** Individuals are given a 'case study' with attached 'performance indicators' to focus their presentation.

### **Slide 2: Testing**

The first step of competing in a roleplay in DECA is to take the **100 question exam** in your career cluster. All roleplay competitors will take their designated exam in early March for the District's Competition to be held in early January. DECA members have 60 minutes to answer all 100 questions.

To prepare for the exam, DECA Inc provides members with practice exams from each career cluster. Additionally, our advisor should provide competitors with a login and passwords to a website with more practice questions.

### **Slide 3: Career Cluster Exams**

As mentioned before, you will be taking a test in one of the five career clusters depending on which roleplay event you choose

**Career Clusters:** Business Management + Administration, Hospitality and Tourism, Entrepreneurship, Marketing, or Finance.

#### **Slide 4: Business Administration and Management**

**Chapter Officer:** Discuss your experience with any of these events, if you have any. Note that all the bolded events are Principles events. Please emphasize to your members that only first-year DECA members are eligible to compete in these events.

#### **Slide 5: Hospitality and Tourism**

**Chapter Officer:** Discuss your experience with any of these events, if you have any. Note that all the bolded events are Principles events. Please emphasize to your members that only first-year DECA members are eligible to compete in these events.

#### **Slide 6: Entrepreneurship**

**Chapter Officer:** Discuss your experience with any of these events, if you have any. Note that all the bolded events are Principles events. Please emphasize to your members that only first-year DECA members are eligible to compete in these events.

#### **Slide 7: Marketing**

**Chapter Officer:** Discuss your experience with any of these events, if you have any. Note that all the bolded events are Principles events. Please emphasize to your members that only first-year DECA members are eligible to compete in these events.

#### **Slide 8: Finance**

**Chapter Officer:** Discuss your experience with any of these events, if you have any. Note that all the bolded events are Principles events. Please emphasize to your members that only first-year DECA members are eligible to compete in these events.

#### **Slide 9: Performance Indicators**

Performance Indicators (PIs) are one of the most important aspects of a DECA roleplay event. In DECA, performance indicators are **specific knowledge and skills that students are expected to address and perform through competition**. On the screen, some examples are listed.

Even if you don't know how to address a performance indicator, it is best to fake it until you make it! Often, the judge might not even understand the meaning of a concept or word mentioned in the performance indicator.

### **Slide 10: Solo vs. Team**

In roleplays, you have the option of competing in a roleplay alone or with a partner of your choice.

### **Slide 11: Individual Series**

In an individual series roleplay, the competitor has 10 minutes to read through the case study and take notes on a piece of scrap paper. Within that ten minutes, the competitor must start thinking about what they would like to present to the judge. Members are allowed to get creative - in the past, competitors have cut out paper to create fake business cards, graphs, diagrams, or pamphlets to present to the judge.

After the ten minutes are over, the competitor has exactly 10 minutes to present to the judge and then five minutes to answer any of the judge's questions.

### **Slide 12: Team Decision Making**

In team decision-making roleplays, the two competitors have 30 minutes to read through the case study. They are allowed to communicate and take notes during these 30 minutes. After 30 minutes, the partners have 15 minutes to present their ideas to the judge. Question time is embedded in those 15 minutes.

### **Slide 13: Team Decision Making**

*Here are all the available TDM events*

### **Slide 14: Professional Selling and Consulting**

If you don't feel comfortable speaking on the spot in an impromptu roleplay, then Professional Selling and Consulting is an event that you might like instead. Professional Selling and Consulting is a prepared event. Meaning, the prompt is released a few months before districts, and you are allowed to prepare a PowerPoint, props, brochures, or whatever you need to present to the judge on the day of the competition.

**Slide 15: Grading - Solo**

The maximum score for the evaluation is 100 points. The cluster exam and each role-play presentation will be valued at one-third (1/3) of the total score. In the final round of competition, the role-play presentation will be weighted twice (2 times) the value of the exam score. The exam score carries forward into the final round of competition.

**Slide 16: Grading - TDM**

The maximum score for the evaluation is 100 points. The presentation will be weighted twice (2 times) the value of the average exam score. The exam score carries forward into the final round of competition.

**Slide 17: Prep Nights**

OPTIONAL:

*Discuss if your chapter will host any prep nights for roleplay help*

**Slide 18: Demonstration**

Assign roles to your chapter officers:

- Narrator/Judge
- Test taker/Roleplay competitor

Materials: Print out a practice exam and a practice roleplay from any category from the DECA.org page. Set up a table and two chairs across from each other.

Demonstration:

- The narrator should narrate the process throughout the demonstration.
- Place the test on the table. Have one chapter officer pretend to take the test.
- Then ask the test taker to exit the room and pretend you fast forward one month to test day.
- While the test-taker is out of the room, explain to the audience how competition day works, then place the roleplay on the desk and invite the test-taker back into the room.

This is where you get creative now.

- Ask the test taker to read out the roleplay and talk through what they would do if they were actually competing.
- Once they finish, send the competitor back outside and call their full name and the name of their roleplay event.
- Now you will act out the roleplay (do not spend a full 10 minutes, this should only be a one-minute reenactment)
- Make sure you shake hands and thank each other for your time afterward.

**Slide 19: DECA**

Question Time!