

2020 November Regionals Virtual Events Instructional Areas

Pages

Accounting Applications Series Event (ACT)

https://www.deca.org/wp-content/uploads/2018/07/HS_Performance_Indicators_Finance_Cluster.pdf

Scenario #1 – Professional Development

20, 21, 25, 26, 34, 38, 39, 44, 45, 48, 49, 53, 54

Scenario #2 – Financial Analysis

13, 24, 29, 35, 41, 51

Apparel and Accessories Marketing Series Event (AAM)

https://www.deca.org/wp-content/uploads/2018/10/HS_Performance_Indicators_Marketing_Cluster.pdf

Scenario #1 – Selling

29, 40, 55, 58

Scenario #2 – Product/Service Management

26, 27, 35, 44, 54

Automotive Services Marketing Series Event (ASM)

https://www.deca.org/wp-content/uploads/2018/10/HS_Performance_Indicators_Marketing_Cluster.pdf

Scenario #1 – Promotion

27, 28, 36, 37, 45, 55

Scenario #2 – Customer Relations

7, 31, 58

Business Finance Series Event (BFS)

https://www.deca.org/wp-content/uploads/2018/07/HS_Performance_Indicators_Finance_Cluster.pdf

Scenario #1 – Financial Analysis

13, 24, 29, 35, 41, 51

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Scenario #2 – Financial Analysis

13, 24, 29, 35, 41, 51

Business Law and Ethics Team Decision Making Event (BLTDM)

https://www.deca.org/wp-content/uploads/2018/07/HS_Performance_Indicators_Business_Mgmt_Cluster.p

Scenario #1 – Communication Skills

5, 6, 24, 30, 41, 46, 52

Scenario #2 – Emotional Intelligence

10, 11, 12, 29, 41, 53

Business Services Marketing Series Event (BSM)

https://www.deca.org/wp-content/uploads/2018/10/HS_Performance_Indicators_Marketing_Cluster.pdf

Scenario #1 – Customer Relations

7, 31, 58

Scenario #2 – Promotion

27, 28, 36, 37, 45, 55

Buying and Merchandising Team Decision Making Event (BTDM)

https://www.deca.org/wp-content/uploads/2018/10/HS_Performance_Indicators_Marketing_Cluster.pdf

Scenario #1 – Economics

8, 9, 50

Scenario #2 – Product/Service Management

26, 27, 35, 44, 54

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Pages

Entrepreneurship Series Event (ENT)

https://www.deca.org/wp-content/uploads/2017/07/HS_Entrepreneurship_Performance_Indicators.pdf

Scenario #1 – Market Planning

17, 18,

Scenario #2 – Operations

10, 11, 13

Entrepreneurship Team Decision Making Event (ETDM)

https://www.deca.org/wp-content/uploads/2017/07/HS_Entrepreneurship_Performance_Indicators.pdf

Scenario #1 – Human Resources Management

8

Scenario #2 – Promotion

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Financial Services Team Decision Making Event (FTDM)

https://www.deca.org/wp-content/uploads/2018/07/HS_Performance_Indicators_Finance_Cluster.pdf

Scenario #1 – Financial Analysis

13, 24, 29, 35, 41, 51

Food Marketing Series Event (FMS)

https://www.deca.org/wp-content/uploads/2018/10/HS_Performance_Indicators_Marketing_Cluster.pdf

Scenario #1 – Economics

8, 9, 50

Scenario #2 – Customer Relations

7, 31, 58

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Hospitality Services Team Decision Making Event (HTDM)

Scenario #1 – Promotion

https://www.deca.org/wp-content/uploads/2018/07/HS_Performance_Indicators_Hospitality_Cluster.pdf

31, 41, 42, 50, 57, 65, 66,

Hotel and Lodging Management Series Event (HLM)

Scenario #1 – Operations

Scenario #2 – Product/Service Management

https://www.deca.org/wp-content/uploads/2018/07/HS_Performance_Indicators_Hospitality_Cluster.pdf

17, 18, 27, 28, 37, 46, 47, 53, 54, 61

30, 38, 48, 57, 63

Human Resources Management Series Event (HRM)

Scenario #1 – Human Resources Management

Scenario #2 – Emotional Intelligence

https://www.deca.org/wp-content/uploads/2018/07/HS_Performance_Indicators_Business_Mgmt_Cluster.p

15, 43, 46

10, 11, 12, 29, 41, 53

Marketing Communications Series Event (MCS)

Scenario #1 – Marketing

https://www.deca.org/wp-content/uploads/2018/10/HS_Performance_Indicators_Marketing_Cluster.pdf

15, 33, 50

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Scenario #2 – Promotion

27, 28, 36, 37, 45, 55

Marketing Management Team Decision Making Event (MTDM)

https://www.deca.org/wp-content/uploads/2018/10/HS_Performance_Indicators_Marketing_Cluster.pdf

Scenario #1 – Promotion

27, 28, 36, 37, 45, 55

Scenario #2 – Product/Service Management

26, 27, 35, 44, 54

Personal Financial Literacy Event (PFL)

https://www.deca.org/wp-content/uploads/2015/08/HS_Financial_Literacy_Performance_Indicators.pdf

Scenario #1 – Credit and Debt

14 - 19

Principles of Business Management/Administration Event (PBM)

https://www.deca.org/wp-content/uploads/2018/07/HS_Performance_Indicators_Business_Mgmt_Cluster.p

Scenario #1 – Customer Relations

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Principles of Finance Event (PFN)

https://www.deca.org/wp-content/uploads/2018/07/HS_Performance_Indicators_Business_Mgmt_Cluster.p

Scenario #1 – Information Management

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Principles of Hospitality and Tourism Event (PHT)

Scenario #1 – Communication Skills

https://www.deca.org/wp-content/uploads/2018/07/HS_Performance_Indicators_Business_Mgmt_Cluster.p

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Principles of Marketing Event (PMK)

Scenario #1 – Professional Development

https://www.deca.org/wp-content/uploads/2018/07/HS_Performance_Indicators_Business_Mgmt_Cluster.p

21, 22

Restaurant and Food Service Management Series Event (RFSM)

Scenario #1 – Operations

Scenario #2 – Marketing

https://www.deca.org/wp-content/uploads/2018/07/HS_Performance_Indicators_Hospitality_Cluster.pdf

17 - 20, 27, 28, 37, 46, 47, 53 - 55, 61

15, 26, 36, 45, 52, 60

Retail Merchandising Series Event (RMS)

Scenario #1 – Selling

Scenario #2 – Information Management

https://www.deca.org/wp-content/uploads/2018/10/HS_Performance_Indicators_Marketing_Cluster.pdf

29, 40, 55, 58

16, 33, 41, 46, 50

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Sports and Entertainment Marketing Series Event (SEM)

https://www.deca.org/wp-content/uploads/2018/10/HS_Performance_Indicators_Marketing_Cluster.pdf

Scenario #1 – Market Planning

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Scenario #2 – Information Management

16, 33, 41, 46,50

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Sports and Entertainment Marketing Team Decision Making Event (STDM)

https://www.deca.org/wp-content/uploads/2018/10/HS_Performance_Indicators_Marketing_Cluster.pdf

Scenario #1 – Customer Relations

7, 31, 58

Scenario #2 – Promotion

27, 28, 36, 37, 45, 55

Travel and Tourism Team Decision Making Event (TTDM)

https://www.deca.org/wp-content/uploads/2018/07/HS_Performance_Indicators_Hospitality_Cluster.pdf

Scenario #1 – Promotion

41 - 43, 50, 57, 65 - 67