

Event	Pages
<b>Accounting Applications Series Event (ACT)</b> Scenario #1 – Financial Analysis Scenario #2 – Financial Analysis	<u>Finance Performance Indicators</u> 13, 14, 24, 29, 36, 37, 42, 43, 53 13, 14, 24, 29, 36, 37, 42, 43, 53
<b>Apparel and Accessories Marketing Series Event (AAM)</b> Scenario #1 – Product/Service Management Scenario #2 – Marketing	<u>Marketing Performance Indicators</u> 26, 27, 35, 44, 54 15, 32, 50
<b>Automotive Services Marketing Series Event (ASM)</b> Scenario #1 – Economics Scenario #2 – Promotion	<u>Marketing Performance Indicators</u> 8, 9, 50 27, 28, 36, 37, 45, 55
<b>Business Finance Series Event (BFS)</b> Scenario #1 – Financial Analysis Scenario #2 – Economics	<u>Finance Performance Indicators</u> 13, 14, 24, 29, 36, 37, 42, 43, 53 8, 9
<b>Business Law and Ethics Team Decision Making Event (BLTDM)</b> Scenario #1 – Economics	<u>Business Management and Administration Performance Indicators</u> 8, 9
<b>Business Services Marketing Series Event (BSM)</b> Scenario #1 – Customer Relations Scenario #2 – Emotional Intelligence	<u>Marketing Performance Indicators</u> 7, 31, 58 10, 11, 31, 41
<b>Buying and Merchandising Team Decision Making Event (BTDM)</b> Scenario #1 – Selling	<u>Marketing Performance Indicators</u> 28, 39, 40, 56 to 61

<b>Event</b>	<b>Pages</b>
<b>Entrepreneurship Series Event (ENT)</b>	<u>Entrepreneurship Performance Indicators</u>
Scenario #1 – Channel Management	17
Scenario #2 – Promotion	19, 20
<b>Entrepreneurship Team Decision Making Event (ETDM)</b>	<u>Entrepreneurship Performance Indicators</u>
Scenario #1 – Marketing	9
<b>Financial Services Team Decision Making Event (FTDM)</b>	<u>Finance Performance Indicators</u>
Scenario #1 – Financial Analysis	13, 14, 24, 29, 36, 37, 42, 43, 53
<b>Food Marketing Series Event (FMS)</b>	<u>Marketing Performance Indicators</u>
Scenario #1 – Selling	28, 39, 40, 56 to 61
Scenario #2 – Customer Relations	7, 31, 58
<b>Hospitality Services Team Decision Making Event (HTDM)</b>	<u>Hospitality &amp; Tourism Performance Indicators</u>
Scenario #1 – Product/Service Management	30, 31
<b>Hotel and Lodging Management Series Event (HLM)</b>	<u>Hospitality &amp; Tourism Performance Indicators</u>
Scenario #1 – Economics	8, 9, 24
Scenario #2 – Marketing	15, 26
<b>Human Resources Management Series Event (HRM)</b>	<u>Business Management and Administration Performance Indicators</u>
Scenario #1 – Emotional Intelligence	10, 11, 12, 29, 41, 53
Scenario #2 – Human Resources Management	15, 42, 45

Event	Pages
<b>Marketing Communications Series Event (MCS)</b>	<u>Marketing Performance Indicators</u>
Scenario #1 – Marketing	15, 32, 50
Scenario #2 – Customer Relations	7, 31, 58
<b>Marketing Management Team Decision Making Event (MTDM)</b>	<u>Marketing Performance Indicators</u>
Scenario #1 – Promotion	27, 28, 36, 37, 45, 55
<b>Personal Financial Literacy Event (PFL)</b>	<u>Financial Literacy Performance Indicators</u>
Scenario #1 – Spending and Saving	8 to 12
<b>Principles of Business Management/Administration Event (PBM)</b>	<u>Business Admin Performance Indicators</u>
Scenario #1 – Customer Relations	7
<b>Principles of Finance Event (PFN)</b>	<u>Business Admin Performance Indicators</u>
Scenario #1 – Communication Skills	5, 6
<b>Principles of Hospitality and Tourism Event (PHT)</b>	<u>Business Admin Performance Indicators</u>
Scenario #1 – Economics	8, 9
<b>Principles of Marketing Event (PMK)</b>	<u>Business Admin Performance Indicators</u>
Scenario #1 – Professional Development	20, 21
<b>Restaurant and Food Service Management Series Event (RFSM)</b>	<u>Hospitality &amp; Tourism Performance Indicators</u>
Scenario #1 – Marketing	15, 26,
Scenario #2 – Promotion	31

Event	Pages
<b>Retail Merchandising Series Event (RMS)</b>	<u>Marketing Performance Indicators</u>
Scenario #1 – Product/Service Management	26, 27, 35, 44, 54
Scenario #2 – Promotion	27, 28, 36, 37, 45, 55
<b>Sports and Entertainment Marketing Series Event (SEM)</b>	<u>Marketing Performance Indicators</u>
Scenario #1 – Market Planning	25, 35
Scenario #2 – Customer Relations	7, 31, 58
<b>Sports and Entertainment Marketing Team Decision Making Event (STDM)</b>	<u>Marketing Performance Indicators</u>
Scenario #1 – Economics	8, 9, 50
<b>Travel and Tourism Team Decision Making Event (TTDM)</b>	<u>Hospitality &amp; Tourism Performance Indicators</u>
Scenario #1 – Promotion	31