

Provincial Qualifiers are scheduled to take place in all public, catholic and private school Boards in the fall.

### Eligibility to compete at the Provincials will be determined as follows:

1. students must have competed at a regional competition (region in which their school resides)
2. students are to complete the presentation of the Oral Event and have completed and submitted the online multiple choice exam scheduled during the first week of November
3. achieved the minimum score required as determined by the DECA *Ontario* Board
4. scores may be based on the oral and test scores OR the test score only, as determined by the DECA *Ontario* Board in conjunction with the Regional committees
5. Regionals competition is based on Individual, Team, Principle Oral and all Written Events
6. no qualifiers for students interested in participating in the Provincials Leadership Academy
7. no qualifiers for students participating in the online competitions hosted by International DECA
8. has adhered to DECA's Code of Conduct

### Online Registration for Regionals Competition

Registration for the student's actual event will be live once the Chapter Advisor confirms the roster. The Regional Registration tab within the Advisor's control panel will go live so that they can begin the Regionals drag and drop process.

1. register students in any of the 25 categories: 14 Individual, 4 Principle and 8 Team Orals PER FLIGHT
2. must be 'somewhat' balanced per flight
3. must complete 16 of the 18 Combined Individual/Principle Events and 6 of the 8 Team Events before you can move to next flight
4. The Written Events will have a maximum of two entries per event per chapter

INDIVIDUAL ORAL EVENTS	
<b>AAM</b>	Apparel & Accessories Marketing
<b>ACT</b>	Accounting Applications
<b>ASM</b>	Automotive Services Marketing
<b>BFS</b>	Business Finance Series
<b>BSM</b>	Business Services Marketing
<b>ENT</b>	Entrepreneurship Series Event <b>** NEW</b>
<b>FMS</b>	Food Marketing Series
<b>HLM</b>	Hotel and Lodging Management
<b>HRM</b>	Human Resources Management
<b>MCS</b>	Marketing Management Series
<b>PFL</b>	Personal Financial Literacy Event
<b>RFSM</b>	Restaurant and Food Services Management
<b>RMS</b>	Retail Merchandising Series
<b>SEM</b>	Sports and Entertainment Management

**\*\* QSRM collapsed**

MARKETING REPRESENTATIVE EVENTS	
<b>ADC</b>	Advertising Campaign Event
<b>FCE</b>	Financial Consulting Event
<b>FMP</b>	Fashion Merchandising Promotion Plan Event
<b>HTPS</b>	Hospitality and Tourism Professional Sales Event
<b>PSE</b>	Professional Sales Event
<b>SEPP</b>	Sports & Entertainment Promotional Plan Event

CHAPTER EVENTS	
<b>CSP</b>	Community Services Project
<b>CMP</b>	Creative Marketing Project
<b>FLPP</b>	Financial Literacy Project
<b>EPP</b>	Entrepreneurship Promotion Plan
<b>LEP</b>	Learn and Earn Project
<b>PRP</b>	Public Relations Project

TEAM MANAGEMENT ORAL EVENTS	
<b>BLTDM</b>	Business Law and Ethics
<b>BTDM</b>	Buying and Merchandising
<b>ETDM</b>	Entrepreneurship <b>** NEW</b>
<b>FTDM</b>	Financial Analysis
<b>HTDM</b>	Hospitality Services
<b>MTDM</b>	Marketing Communications
<b>STDm</b>	Sports and Entertainment Marketing
<b>TTDM</b>	Travel and Tourism Marketing

PRINCIPLE EVENTS (first year in DECA)	
<b>PBM</b>	Principles of Business Administration and Management
<b>PFN</b>	Principles of Finance
<b>PHT</b>	Principles of Hospitality and Tourism
<b>PMK</b>	Principles of Marketing (grade 9 only)

ENTREPRENEURSHIP EVENTS	
<b>EIP</b>	Innovation Plan
<b>EFB</b>	Franchise Business Plan
<b>EIB</b>	Independent Business Plan
<b>ESB</b>	Start Up Business Plan
<b>IBP</b>	International Business Plan Event
<b>GRIT</b>	The GRIT Tank

OPERATIONS EVENTS	
<b>BOR</b>	Business Services Operations Research Event
<b>BMOR</b>	Buying and Merchandising Operations Research Event
<b>FOR</b>	Finance Operations Research Event
<b>HTOR</b>	Hospitality and Tourism Operations Research Event
<b>SEOR</b>	Sports and Entertainment Marketing Operations Research

October 30 or 31, 2017 ↻

Online Multiple Choice Exams for all events ~ ANY TIME between 7:00 am - 6:00 pm

Can write any time during the day <b>BUT</b> students in the SAME Cluster Exam must write in the SAME time period!	<b>Marketing Cluster</b> AAM, ASM, BSM, FMS, MCS, RMS, SEM, BTDM, MTDM, STDM, ADC, FMP, PSE, SEPP
	<b>Business Management and Administration Cluster</b> BLTDM, HRM
	<b>Entrepreneurship Cluster</b> ENT, EMDM, all written events
	<b>Finance Cluster</b> ACT, FTDM, BFS, PFL, FCE
	<b>Hospitality and Tourism Cluster</b> HLM, QSRM, RFSM, HTDM, TTDM, HTPS
<b>Business Administration Core (Principle Events)</b> PBM, PFN, PHT, PMK	

## Individual, Principle and Team Oral Events

Laptops are not allowed in any individual or team oral events. Scrap paper will not be provided by DECA Ontario. Students will be allowed to bring their own paper in. **NOTHING is to be passed to judges UNLESS it was created DURING preparation period.**

## ALL Written Events will be writing the Entrepreneurship online exam NEW THIS YEAR!!!

Qualifying for the Written Events is the completion of the online multiple choice exam. All members in the team must write the test on **October 30 or 31, 2017**. Qualifications will be based on the weighted average test scores of the team(s).

### York Regionals

- ALL schools within YRDSB and YCDSB

### Toronto Regionals

- ALL schools within Toronto French Schools, TDSB and TCDSB

### Nor-Eastern Regionals

- ALL schools in Nor-Eastern Ontario and Durham and schools that are considered Private
- ALL schools NORTH and EAST of the GTA (ie. Simcoe DSB, Durham DSB, Limestone DSB, Quebec)

### Hamilton Regionals

- ALL schools within HWDSB, Halton DSB, Halton CDSB

### Waterloo Regionals

- ALL schools within WRDSB and WCDSB, Thames-Valley DSB, Upper Grand DSB, ALL Windsor Schools and ALL London Schools

### Peel Regionals

- ALL schools within Peel DSB and Dufferin-Peel DSB

### Online Regionals

- ALL schools outside a three hour bubble from their usually assigned regional (Ottawa-Carleton DSB, Near North DSB)

~ estimated **116** Individual and Principle Oral Competitors per event  
 ~ estimated **145** pairs in the Team Oral Competitors per event

Date	Timing	Regional Qualifiers	Address	Individual and Principle	Teams (actual)	Regional	Membership 2016-2017
November 17, 2017	9:00 am - 6:00 pm	Toronto Regionals (Cedarbrae CI)	Cedarbrae CI, 550 Markham Rd, Scarborough, ON M1H 2A2 (416) 396-4400	16	20	Toronto Regionals	1,744
				3	4	Toronto CDSB	338
November 18, 2017	9:00 am - 6:00 pm	Peel Regionals (North Park SS)	North Park SS, 10 North Park Dr, Brampton, ON L6S 3M1 (905) 270-6000	20	24	Peel Regionals	2,134
				6	8	Dufferin-Peel	662
November 4, 2017	9:00 am - 6:00 pm	Hamilton Regionals (Waterdown DHS)	215 Parkside Dr, Waterdown, ON L0R 2H1 905 689-6692	14	18	Hamilton/Halton Schools	1,533
November 25, 2017	9:00 am - 4:00 pm	Waterloo Regionals (St. Mary's CHS)	1500 Block Line Road, Kitchener, ON N2C 2S2 519 745-6891	16	20	Waterloo Regionals	1,713
November 5, 2017	9:00 am - 6:00 pm	Private Regionals Competition (Sinclair SS)	Sinclair, SS, 380 Taunton Rd. East, Whitby, ON L1R 2K5 (905) 666-5400	14	17	Private Schools	1,505
November 5, 2017	9:00 am - 6:00 pm	Nor-Eastern Regionals Competition (Sinclair SS)	Sinclair, SS, 380 Taunton Rd. East, Whitby, ON L1R 2K5 (905) 666-5400	7	9	Nor-Eastern Regionals	756
November 19, 2017	9:00 am - 4:00 pm	York Regionals (Ryerson University)	55 Dundas St W, Toronto, ON M5G 2C3 416 979-5000	18	22	York Regionals	1,957

**ONLINE payment for Membership Dues/Regionals Registration ends October 15, 2017; midnight!!!**  
 Deadline for teachers to slot and register students in actual Regionals events is **October 18, 2017!!**  
**Please remember that categories MUST be balanced!**

# ALL Regionals Tentative Schedule

8:00 am – 8:15 am	Judges Registration	Library
8:00 am – 8:15 am	Advisor Registration	Library
9:00 am – 11:30 am	Individual Oral Role Plays begin in assigned areas	
12:30 pm – 1:30 pm	Award Ceremonies for Individual Orals in the gym	
	<ul style="list-style-type: none"> <li>▪ Top 10 Overall will be recognized with ribbons in EACH oral and test event</li> <li>▪ Top 3 Overall will be recognized with medals in each category</li> </ul>	
1:00 pm – 4:30 pm	Principle and Team Oral Role Plays begin in assigned areas	
4:30 pm – 5:30 pm	Award Ceremonies for Principles and Team Orals in the gym	
	<ul style="list-style-type: none"> <li>▪ Top 10 Overall will be recognized with ribbons in EACH oral and test event</li> <li>▪ Top 3 Overall will be recognized with medals in each category</li> </ul>	

\*Timing is approximate and dependent on the time required to tabulate results.

**If you are arranging buses, please arrive by 8 am and depart at 6 pm to ensure your chapter arrives on time and does not have to leave before the last awards ceremony is done.**

<b>Time:</b>	9:00 am – 1:30 pm	Individual events only
	1:00 pm – 5:30 pm	Team/Principle Oral events only

**Dress:** Business attire is mandatory for competitors, Advisors and Judges. Jackets/blazers are optional.

- Males (dress pants, dress shirt and tie, dress shoes)
  - Females (professional shirt/blouse, skirt/dress pants, dress shoes)
- Official DECA Dress Code will apply and will be enforced! No school uniforms!*

**Format:** Competitors will complete one role-play (individuals, principles and teams) in front of a judge. Provincial DECA preparation times will be followed.

- Students should come to the regional prepared for the day. For example - lunch money, all DECA materials, folio, homework, books to read, pens, pencil, calculator, iPods, etc. Students are responsible for their personal belongings. Students will wait in the cafeteria/designated area until their assigned time. Lunch items will be available for sale.

**Judges:** Each school must arrange for, and provide, one judge for every 12-15 competitors.

- Have Judges go to the DECA website and register online for the THEIR particular regional competition
- School's registration not complete until appropriate number of judges has been recruited.
- Judges must be arranged prior to your competition.

**Advisors:** There MUST be teacher supervision. One teacher advisor for every 30 students MUST be present. Students are not allowed to compete without an advisor.

Advisors will be assigned to a duty. The day is split into two: Individual Orals only in the morning and Principles/Teams in the afternoon.

**Restrictions:**

- Schools from out of district will NOT be allowed to compete