



DECA COMPETITIVE EVENTS

PRINCIPLES OF BUSINESS ADMINISTRATION EVENTS

PRINCIPLES OF BUSINESS MANAGEMENT AND ADMINISTRATION	PBM	BUSINESS ADMINISTRATION CORE EXAM		1 ROLE-PLAY 2 ND ROLE-PLAY FOR FINALISTS		
PRINCIPLES OF FINANCE	PFN					
PRINCIPLES OF HOSPITALITY AND TOURISM	PHT					
PRINCIPLES OF MARKETING	PMK					

TEAM DECISION MAKING EVENTS

BUSINESS LAW AND ETHICS	BLTDM	BUSINESS MANAGEMENT AND ADMINISTRATION EXAM		1 CASE STUDY 2 ND CASE STUDY FOR FINALISTS		
BUYING AND MERCHANDISING	BTDM	MARKETING EXAM				
ENTREPRENEURSHIP	ETDM	ENTREPRENEURSHIP EXAM				
FINANCIAL SERVICES	FTDM	FINANCE EXAM				
HOSPITALITY SERVICES	HTDM	HOSPITALITY AND TOURISM EXAM				
MARKETING MANAGEMENT	MTDM	MARKETING EXAM				
SPORTS AND ENTERTAINMENT MARKETING	STDM	MARKETING EXAM				
TRAVEL AND TOURISM	TTDM	HOSPITALITY AND TOURISM EXAM				

INDIVIDUAL SERIES EVENTS

ACCOUNTING APPLICATIONS	ACT	FINANCE EXAM		2 ROLE-PLAYS 3 RD ROLE-PLAY FOR FINALISTS		
APPAREL AND ACCESSORIES MARKETING	AAM	MARKETING EXAM				
AUTOMOTIVE SERVICES MARKETING	ASM	MARKETING EXAM				
BUSINESS FINANCE	BFS	FINANCE EXAM				
BUSINESS SERVICES MARKETING	BSM	MARKETING EXAM				
ENTREPRENEURSHIP	ENT	ENTREPRENEURSHIP EXAM				
FOOD MARKETING	FMS	MARKETING EXAM				
HOTEL AND LODGING MANAGEMENT	HLM	HOSPITALITY AND TOURISM EXAM				
HUMAN RESOURCES MANAGEMENT	HRM	BUSINESS MANAGEMENT AND ADMINISTRATION EXAM				
MARKETING COMMUNICATIONS	MCS	MARKETING EXAM				
QUICK SERVE RESTAURANT MANAGEMENT	QSRM	HOSPITALITY AND TOURISM EXAM				
RESTAURANT AND FOOD SERVICE MANAGEMENT	RFSM	HOSPITALITY AND TOURISM EXAM				
RETAIL MERCHANDISING	RMS	MARKETING EXAM				
SPORTS AND ENTERTAINMENT MARKETING	SEM	MARKETING EXAM				

PERSONAL FINANCIAL LITERACY EVENT

PERSONAL FINANCIAL LITERACY	PFL	PERSONAL FINANCIAL LITERACY EXAM		1 ROLE-PLAY 2 ND ROLE-PLAY FOR FINALISTS		
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BUSINESS OPERATIONS RESEARCH EVENTS

BUSINESS SERVICES OPERATIONS	BOR	NO EXAM		PRESENT RESEARCH AND PLAN		
BUYING AND MERCHANDISING OPERATIONS	BMOR					
FINANCE OPERATIONS	FOR					
HOSPITALITY AND TOURISM OPERATIONS	HTOR					
SPORTS AND ENTERTAINMENT MARKETING OPERATIONS	SEOR					

PROJECT MANAGEMENT EVENTS

BUSINESS SOLUTIONS PROJECT	PMBS	NO EXAM		PRESENT PROJECT		
CAREER DEVELOPMENT PROJECT	PMCD					
COMMUNITY AWARENESS PROJECT	PMCA					
COMMUNITY GIVING PROJECT	PMCG					
FINANCIAL LITERACY PROJECT	PMFL					
SALES PROJECT	PMSP					

ENTREPRENEURSHIP EVENTS

INNOVATION PLAN	EIP	NO EXAM		PRESENT PLAN		
START-UP BUSINESS PLAN	ESB					
FRANCHISE BUSINESS PLAN	EFB					
INDEPENDENT BUSINESS PLAN	EIB					
BUSINESS GROWTH PLAN	EBG					
INTERNATIONAL BUSINESS PLAN	IBP					

INTEGRATED MARKETING CAMPAIGN EVENTS

INTEGRATED MARKETING CAMPAIGN-EVENT	IMCE	MARKETING EXAM		PRESENT CAMPAIGN		
INTEGRATED MARKETING CAMPAIGN-PRODUCT	IMCP					
INTEGRATED MARKETING CAMPAIGN-SERVICE	IMCS					

PROFESSIONAL SELLING AND CONSULTING EVENTS

FINANCIAL CONSULTING	FCE	FINANCE EXAM		CONSULTATION	N/A	
HOSPITALITY AND TOURISM PROFESSIONAL SELLING	HTPS	HOSPITALITY AND TOURISM EXAM		SALES PRESENTATION		
PROFESSIONAL SELLING	PSE	MARKETING EXAM				

ONLINE EVENTS

STOCK MARKET GAME	SMG	NO EXAM		PRESENT PORTFOLIO		
VIRTUAL BUSINESS CHALLENGE-ACCOUNTING	VBCAC					
VIRTUAL BUSINESS CHALLENGE-ENTREPRENEURSHIP	VBCEN					
VIRTUAL BUSINESS CHALLENGE-FASHION	VBCFA					
VIRTUAL BUSINESS CHALLENGE-HOTEL MANAGEMENT	VBCHM					
VIRTUAL BUSINESS CHALLENGE-PERSONAL FINANCE	VBCPF					
VIRTUAL BUSINESS CHALLENGE-RESTAURANT	VBCRS					
VIRTUAL BUSINESS CHALLENGE-RETAIL	VBCRT					
VIRTUAL BUSINESS CHALLENGE-SPORTS	VBCSP					
				N/A	N/A	N/A

*Written entries must follow the specifications in the Penalty Point Checklist. Consult the DECA Guide for complete details.