**Judges:**

Presentation Group #1: Mr. Bob Bove Mr. Boris Cheek

Presentation Group #2: Mr. Mathew Verdouw Ms. Belinda Parish

Presentation Group #3: Mr. Jim Demos Ms. LeeAnn Pounds

Presentation Group #4: Mr. Kyle Deutschle Ms. Patti Kuuskvere

Presentation Group #5: Ms. Leigh Seery Mr. Anthony Vigliotti

There are 17 International Business Plans that need to be presented on this day. The majority of students worked with one other classmate to complete this paper but there is one group that was allowed to work in groups of three due to circumstances.

**Arrival:**

**8:00 – 8:15 am:** My goal is to have you set up in your locations by 8:15 am so that you have time to review the judging paperwork, student papers, and talk to your fellow judge(s). You will want to check in at the front office to sign in. In order to judge the district does require that you complete the volunteer registration form online prior to Monday. If you have filled the form out already this year you do not need to repeat this process. From what I understand it is a pretty quick process.

CMS Registration: for volunteering can be completed online at: <https://www.cmsvolunteers.com/>

**Presentations Start Time:**

**8:30 am** Students will come to you starting at 8:30. No presentation should take longer than 15 minutes as their presentation is based off of DECA guidelines and that is the time limit they have in place. If you want to take a few minutes after the presentation to share feedback directly to the students that is fine. In theory the class is 75 minutes long and your presentations should only last about an hour so you have some flexibility to dialogue if you wish.

**Presentation Process:**

* Each group will have 10 minutes to present their ideas. Their time starts once their presentation is ready to begin.
* Each group should have at least one visual aid to present from. Most will use a PowerPoint but some may choose a poster, Prezi, or other format to convey ideas.
* Each group member should have an active role in the presentation. If you notice a presentation is dominated by one student that is most likely a sign that the paper was primarily done by one group member.
* You will have approximately 5 minutes to ask questions to the students immediately following their 10 minutes of time. When asking questions please ask one from each the following parts of their paper:
  + Analyzing the International Business Situation,
  + Planning the Operation of the Proposed Business
  + Planning the financing and projecting income & expenses

**Grading /Scoring**

Students will earn a grade for their presentation and your scoring will have an effect on the grade they receive. Please do not stress over this aspect. I would prefer you be honest in your evaluations versus overly kind. Some students are planning to compete with their business plans at the State Conference at the end of the month. Your feedback and honesty will be invaluable to all students but especially them. Regardless of the grade you give them, they will all earn acceptable marks for effort and participation unless you note a genuine lack of either.

**What is Graded:**

* How well they opened the presentation in terms of explaining their concept and why they chose it.
* Evaluate how well they answer the questions you present.
  + The grading sheet as spots specifically listed for the three required questions
* Please score the visual aid in terms of how professional it appeared & how effective it was in helping them facilitate their ideas
* Please grade the group on how the presented in terms of body language, voice volume, pace of presentation, and confidence in which they spoke.
* Students can dress professionally for added points but professional dress is not required.

**Conclusion of Presentations**

* The last group you evaluate will make you aware that they are the last group so you know not to expect any more students
* Class Ends at 9:37 am. Hopefully all presentations will be done by 9:30 am.
* Once you have finished scoring each group please return to B301 to drop off materials.
* You are more than welcome to take a few minutes and give a brief overview of yourselves or advice you have for the students moving forward regarding their presentations or business in general. This is not a necessary component of the morning but may be a good time for you to advertise things you feel are important or noticed during your time.

The table below lists the students who worked together, the country they are expanding to; as well as, the company they are expanding. Judging groups have been listed in order for you to see which groups you will see. If time becomes an issue, the groups may be shuffled but for the most part everything should run true to form. If you recognize any of the students below and have a conflict of interest or would like to listen to their presentation please let me know and I can rearrange. I tried to mix the groups up according to industry so that you could see a wider variety.

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| --- | --- | --- | --- |
| **Group Members** | **IBP Country** | **Company** | **Judging Group** |
| Colleen Carroll & Lucius Brown | Hungary | Ford Engine Plant | Bove & TBD |
| Rashon Mack & Sashil Vallabh | USA | Kauai | Bove & TBD |
| Nicole Khashmanian & Mariya Sebastian | Dubai, India | Francesca’s | Bove & TBD |
| Milan Johnson & Andrea Morelas | Australia | Auto Bell | Bove & TBD |
| Luke Goldstein & Landon Maerschalk | Saudi Arabia | Hampton Inn Hotels | Verdouw & Parish |
| Rachel Pak & Michael Sheinis | Singapore | Rack Room Shoes | Verdouw & Parish |
| Brianna Frank & Annabelle Johnson | New Zealand | Ben & Jerry’s | Verdouw & Parish |
| Frankie C, Catrina S. & Reuben V. | Australia | SkiAustralia | Demos & Pounds |
| Jackson Acuff & Kai Wright | Spain | Ball So Hard, Inc. | Demos & Pounds |
| Andrew Allen & Nick King | Hong Kong | Auto Glass | Demos & Pounds |
| Ali Morrisey & Olivia Murphy | United Kingdom | Nothing Bundt Cakes | Demos & Pounds |
| Chynna Chan & Catherine Demos | Norway | Urban Outfitters | Deutshle & Kuuskvere |
| Devon Atkins & Vince Lograss | Italy | Extended Stay Hotels | Deutshle & Kuuskvere |
| Tharun Kintali & Billy Sample | Canada | In & Out Burger | Deutshle & Kuuskvere |
| Saheli Parekh & Natasha Shah | Australia | Ritz Carlton | Seery & Vigliotti |
| Amani Larocque & Isaiah Stubbs | USA | A & I Hair | Seery & Vigliotti |
| Annalise Boese & Vanessa Ye | Costa Rica | Eno | Seery & Vigliotti |