

Getting Started With DECA Competitions – Choosing the Right Event for You

A EVENTS

Choose One from either Team or Individual

(Circle Your Options)

INDIVIDUAL A EVENTS

- ◆ Accounting Applications
- ◆ Apparel & Accessories Marketing
- ◆ Automotive Services Marketing
- ◆ Business Services Marketing
- ◆ Food Marketing
- ◆ Hotel & Lodging Management
- ◆ Marketing Management
- ◆ Quick Serve Restaurant Management
- ◆ Restaurant & Food Service Management
- ◆ Retail Merchandising
- ◆ Sports and Entertainment Marketing

TEAM A EVENTS

- ◆ Business Law & Ethics
- ◆ Buying & Merchandising
- ◆ Financial Analysis
- ◆ Hospitality Services
- ◆ Internet Marketing
- ◆ Sports & Entertainment Marketing
- ◆ Travel & Tourism Marketing

B EVENTS

Choose One

(Circle Your Options)

- ◆ Economics In Marketing
- ◆ Employment Interview
 - Entry Level
 - Advanced Level
- ◆ Public Speaking
- ◆ Sales Demonstration
 - Direct Lines *
 - General Lines*
 - Hard Lines*
 - Soft Lines*

C EVENTS

Choose One

(Circle Your Options)

- ◆ Entrepreneurship Participating
- ◆ Fashion Merchandising Promotion Plan
- ◆ Advertising Campaign Event
- ◆ Technical Sales Event
- ◆ International Business Plan Event
- ◆ Retail Merchandising Research Event
- ◆ Business and Financial Services Marketing Research Event
- ◆ General Marketing Research Event
- ◆ Hospitality & Recreation Marketing Research Event
- ◆ Entrepreneurship Written Event
- ◆ Internet Marketing Business Plan Event

Where do you work?

What business / marketing classes at RHS have you / are you taking?

What do you know a lot about? What do you like to do in your spare time?

What do you want to do for a living?

* See other side for category definitions

SALES DEMONSTRATION CATEGORY DEFINITIONS:

Direct Sales: Typically, retail or wholesale products/services sold by a sales rep in an office or conference setting.

- ❖ **Soft Line Sales:** Typically, retail men's, women's and children's apparel items sold by a sales person on a sales floor.
- ❖ **Hard Line Sales:** Typically, retail home appliances and tools, sports and recreation equipment, and electronics sold by a sales person on a sales floor.
- ❖ **General Line Sales:** Typically, home furnishings, cosmetics, jewelry/gift items, toys and computer software sold by a sales person on a sales floor.

EXAMPLES:

<u>DIRECT SALES</u>	<u>SOFT LINE SALES</u>	<u>HARD LINE SALES</u>	<u>GENERAL LINE SALES</u>
All Wholesale Products	Shirts & Blouses	Hair Dryers & Curlers	Cosmetics & Lotions
All Industrial Products	Slacks & Pants	Blenders & Mixers	All Purpose Cleaners
Advertising Media	Suits & Dresses	Microwave Ovens	Candy & Foods
Stocks/Bonds/Securities	Sweaters & Vets	Musical Instruments	Jewelry**
Financial Planning	Sport Coats & Blazers	Adding Machines	Clocks & Lamps
Catering	Coat & Jackets	Computer Hardware	Computer Software
Home Repair	Ties & Scarves	Calculators	Brief Cases
Home Remodeling	Stockings & Socks	Cameras	Tables & Chairs
Banking Services	Pantyhose & Nylons	TV's Radios & VCRs	Beds & Bedding
Auto Leasing	Shoes & Slippers	CD & Tape Players	Towels & Linen
Apartment Rentals	Under Garments	Bicycles	Carpets & Drapery
Hotel/Motel Services	Hats & Caps	Mini Bikes & ATV's	Tents & Sleeping Bags
Insurance	Gloves & Mittens	Snow Boards	Luggage & Back Packs
Subscriptions	Sports Apparel	Snow Blowers	Tapes & CDs
Child Care	Swim & Wet Suits	Lawn Mowers	Books & Magazines
Maintenance Services	Jogging Suits	Rods & Reels	Toys, Dolls & Games
Accounting Services	Snow Suits	Tennis & Golf Equip	Stuffed Animals
Travel	Sweat Shirts & Pants	Water & Snow Skis	Candles & Pictures
Real Estate & Time	Purses	Sports Equipment	Stationary Items
Share	Billfolds & Belts	Sports Footwear**	Real & Silk Flowers
Health Care	Formal Wear	Shop Tools	Dishes & Flat Ware
Fund Raisers			

* Jewelry includes earrings, rings, necklaces, bracelets, watches, pins, pendants, tie clips, hair clips, barrettes and all other jewelry items.

** Sports Footwear includes hiking and camping boots, basketball/tennis/running/jogging shoes, ski boots, rollerblades, skates, and any shoes with cleats or spikes.

NOTE: all items, which could be considered weapons are strictly prohibited, this includes guns and rifles (including air guns), knives (including cutlery), bows and arrows, martial arts weapons, mace and other self-defense devices.