

Oregon DECA Knowledge Test Guide 2018

The first part of this guide covers Oregon DECA specific information and DECA competitive events. The rest of the guide is produced by National DECA and includes general information and facts about DECA. Test questions will be drawn from all areas of this guide. Please keep in mind that if you are planning to run for a state office, you are **strongly encouraged** to attain a score of 90% or higher.

<u>People</u>	
High School Division Director (National DECA)	Christopher Young
Oregon DECA Executive Director	Brycen Woodley
National President	Jaron May
Western Region Vice-President	Hayley Haas
State President	Brian Josephson
Vice President of Public Relations	Trent Rabe
Vice President of Communications	Akhila Kandaswamy
District I VP	Daniel Chen
District II VP	Patrick Davis
District III VP	Dhrushil Patel

<u>Oregon DECA</u>	
Active in:	1955
Oregon DECA Board of Trustees	Sets policies for Oregon DECA
The DECA Connection	Official Oregon DECA publication.
www.oregondeca.org	Web address for Oregon DECA: contains information on state officers and Oregon DECA activities.
Three Geographical Regions	Districts I, II and III
Career Technical Student Organizations (CTSO) recognized by the Oregon Department of Education:	DECA, FBLA, SkillsUSA, FFA, HOSA and FCCLA

<u>Conferences</u>		
Oregon Leadership Institute	October 29-30, 2017	Bend, Oregon
Western Region Leadership Conference	November 16-19, 2017	Phoenix, Arizona
Oregon DECA State CDC	February 11-13, 2018	Portland, Oregon
International CDC	April 21-24, 2018	Atlanta, Georgia
1 st Interstate DECA Conference	1947	Memphis, Tennessee



COMPETITIVE EVENTS

Principles of Business Administration Events: (4)	
<i>Principles of Business Administration Events consist of a 100-question written test, and 1 content interview (10 minutes preparation time, 10 minutes presentation). Open to first year DECA members only.</i>	
Principles of Business Management and Administration	PBM
Principles of Finance	PFN
Principles of Hospitality and Tourism	PHT
Principles of Marketing	PMK
Individual Series Events: (14)	
<i>Series Events consists of a 100-question written test, and 2 role-plays (10 minutes preparation time, 10 minute presentation)</i>	
Accounting Applications	ACT
Apparel & Accessories Marketing	AAM
Automotive Services Marketing	ASM
Business Finance	BFS
Business Services Marketing	BSM
Entrepreneurship	ENT
Food Marketing	FMS
Hotel and Lodging Management	HLM
Human Resources Management	HRM
Marketing Communications	MCS
Quick Serve Restaurant Management	QSRM
Restaurant and Food Service Management	RFSM
Retail Merchandising	RMS
Sports and Entertainment Marketing	SEM
Personal Financial Literacy Event: (1)	
<i>Event consists of a 100-question written test, and 1 role-play (10 minutes preparation time, 10 minute presentation)</i>	
Personal Financial Literacy	PFL
Team Decision-Making Events: (8)	
<i>Teams are composed of two members who each complete a 100-question written test and 1 team role-play (30 minutes preparation time, 15 minute presentation)</i>	
Business Law and Ethics	BLTDM
Buying and Merchandising	BTDM
Entrepreneurship	ETDM
Financial Services	FTDM
Hospitality Services	HTDM
Marketing Management	MTDM
Sports and Entertainment Marketing	STDM
Travel & Tourism	TTDM
Operations Research Events: (5)	
<i>A group of 1-3 members complete a 30-page written document submitted before competition. On the day of competition, competitors are given 10 minutes to present their project to a panel of judges with an additional 5 minutes for judges' questions.</i>	
Business Services	BOR
Buying and Merchandising	BMOR
Finance	FOR
Hospitality and Tourism	HTOR
Sports and Entertainment	SEOR



Written Chapter Team Events: (6)	
<i>An entire chapter may contribute to this project. The chapter completes a 30-page written document submitted before competition. On the day of competition, 1-3 members from the chapter are given 10 minutes to present their project to a panel of judges with an additional 5 minutes for judges' questions.</i>	
Community Service Project	CSP
Creative Marketing Project	CMP
Entrepreneurship Promotion Project	EPP
Financial Literacy Promotion Project	FLPP
Learn and Earn Project	LEP
Public Relations Project	PRP
Business Management and Entrepreneurship Events: (6)	
<i>An individual or group members complete a written document that is submitted before competition. On the day of competition, competitors are given time to present their project to a panel of judges with an additional amount of time for judges' questions.</i>	
<i>For EIP: 1 to 3 members on team. 5 page written document submitted. 15 minute presentation plus 5 minutes for Q&A</i>	
<i>For EIB: Individual Event. 11 page written document submitted. 15 minute presentation plus 5 minutes for Q&A</i>	
<i>For EIB/EFB/EBG/IBP: 1 to 3 members on team. 30 page written document submitted. 10 minute presentation plus 5 minutes for Q&A</i>	
Innovation Plan	EIP
Independent Business Plan	EIB
Business Growth Plan	EBG
International Business Plan	IBP
Start-Up Business Plan	ESB
Franchise Business Plan	EFB
Marketing Representative Events: (3)	
<i>A group of 1-3 members complete an 11-page written document submitted before competition. On the day of competition, each group member completes a 100-question written exam. The group is given 15 minutes to present their speech, prepared ahead of time, to a panel of judges with an additional 5 minutes for judges' questions.</i>	
Advertising Campaign	ADC
Fashion Merchandising Promotion Plan	FMP
Sports and Entertainment Promotion Plan	SEPP
Professional Selling Events: (2)	
<i>Individual events with no written document to submit ahead of time. On the day of their competition there is a 100-question written exam and the student is given 15 minutes to present their project to a panel of judges with an additional 5 minutes for judges' questions.</i>	
Financial Consulting Event	FCE
Hospitality and Tourism Professional Selling	HTPS
Professional Selling Event	PSE
Online Events: (8)	
Stock Market Game	SMG
Virtual Business Challenge Accounting	VBCAC
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

