

**We're Ready:
Team
Decision
Making for
Gladiators**





Workshop Objective

Team decision making doesn't just happen in DECA. Working together to accomplish SMART Goals as a team is the key to succeeding at TDM events.



DECA Gladiator Tips

1. Know the Performance Indicators.
2. Practice Study Tests and Questions.
3. Engage the Judge.
4. Conclusion.
5. Practice, Practice, and Practice Again!

SMART Goals

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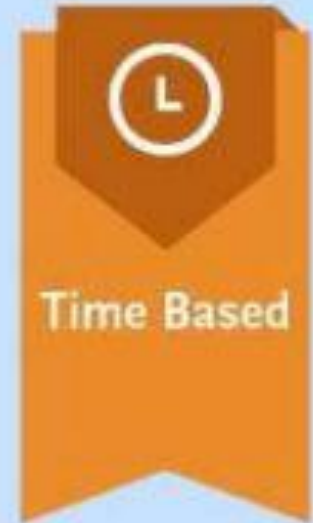
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TDM Overview

TEAM DECISION EVENTS

DECA's Team Decision Making Events provide an opportunity for participants to analyze one or a combination of elements essential to the effective operation of a business in the specific career area. The business situation to be analyzed will be presented as a case study.

PARTICIPANTS



2 participants

EXAM



Career Cluster Exam

APPEAR BEFORE A JUDGE



1 case study; 2nd for finalists

PREPARATION TIME



30 minutes

INTERVIEW TIME



15 minutes



The Team Decision Making events have seven performance indicators.

- At least **four of the performance indicators** will be from one instructional area.
- There are **no PATHWAY indicators** in team decision making events.




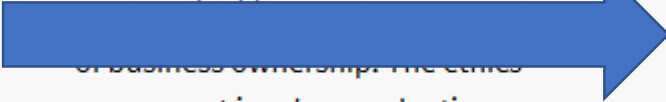

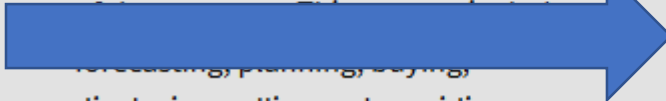
Where are Performance Indicators?

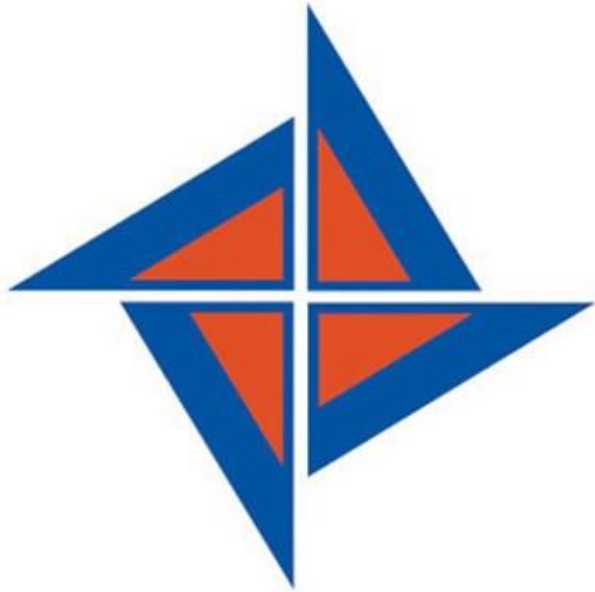
<https://www.deca.org/high-school-programs/high-school-competitive-events/>

EVENT	CAREER CLUSTER & ACRONYM	DESCRIPTION	RESOURCES
Business Law and Ethics	 BLTDM	For the purposes of this event, business product liability, employment and types of business ownership. The ethics component involves evaluating competing social values that may reasonably be argued from either side.	<ul style="list-style-type: none">• Guidelines• Performance Indicators• Sample Exam• Sample Event
Buying and Merchandising	 BTDM	Employees in buying and merchandising of the customer. This process includes forecasting, planning, buying, displaying, selling and providing customer service.	<ul style="list-style-type: none">• Guidelines• Performance Indicators• Sample Exam• Sample Event

Where are Sample Tests?

<https://www.deca.org/high-school-programs/high-school-competitive-events/>

EVENT	CAREER CLUSTER & ACRONYM	DESCRIPTION	RESOURCES
Business Law and Ethics	 BLTDM	For the purposes of this event, business law is U.S. law and will include contracts,  or business ownership. The ethics component involves evaluating competing social values that may reasonably be argued from either side.	<ul style="list-style-type: none">• Guidelines• Performance Indicators• Sample Exam• Sample Event
Buying and Merchandising	 BTDM	Employees in buying and merchandising positions get the product into the hands of the customer. This includes  receiving, planning, buying, displaying, selling and providing customer service.	<ul style="list-style-type: none">• Guidelines• Performance Indicators• Sample Exam• Sample Event



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A Judge Perspective

In general, judge's are not always familiar with Team Decision Making Events and Performance Indicators.

Be specific in describing plans and solutions, and use key vocabulary listed on the judge's rubric.

Practice, Practice, Practice!

Find as many sample role plays as you can find.

Ask for help from:

- Teachers
- Family
- Business People