

Overview

Each year we ask leaders in our community to set aside a few hours to judge students in realistic role-play situations. The role-play is a common situation that could arise on a job at any time. This could include a human relations problem, a sales demonstration, a job interview, presentation of an innovative idea to increase business, or other business situations. The judge's role is to play a customer, fellow employee or supervisor one-on-one with the marketing students. After the role-play has ended, the judge will then evaluate the student based on how well the participant handled the situation.

Those students who receive high evaluations, based on a minimum level of proficiency, will then continue in competition at the Washington DECA Career Development Conference to be held in Bellevue in March. Based on the outcome of that competition, they could advance to the international competition.

Judging Fundamentals

- Demonstrate the exact same behavior and provide the same information to all competitors.
- Maintain a professional empathy for the competitors (remember when you were in high school and how much pressure they may be feeling!).
- Never judge someone you know personally or professionally.
- Maintain a totally unbiased attitude...be careful not to subconsciously favor a particular chapter.
- Fair and impartial judging is absolutely crucial to the credibility of the competition.

What to Expect from Competitors

- Students will, of course, vary in their ability to address the issues in the case study.
- The effectiveness of their interaction with you will vary depending on whether they have competed before or have a job in that occupational field.
- For (many), this is the very first time they have had opportunity to compete.
- A smile, a friendly greeting, and a few words of positive reinforcement help to ease their tension.