



# VIRTUAL BUSINESS CHALLENGE

## ACCOUNTING VBCAC

*Sponsored by Knowledge Matters*

## HOTEL MANAGEMENT VBCHM

*Sponsored by The J. Willard and Alice S. Marriott Foundation*

## PERSONAL FINANCE VBCPF

*Sponsored by Knowledge Matters*

## RESTAURANT VBCRS

*Sponsored by Knowledge Matters*

## RETAIL VBCRT

*Sponsored by Knowledge Matters*

## SPORTS VBCSP

*Sponsored by Knowledge Matters*



THE J. WILLARD AND ALICE S. MARRIOTT FOUNDATION

Participants in the **DECA Virtual Business Challenge (VBC)** operate a web-based business simulation utilizing a competition version of the Virtual Business software. The VBC qualifying rounds are conducted via the internet, where participants post competition scores for chartered association, regional and overall rankings.

## CAREER CLUSTERS + DEFINITIONS

The following definitions are used to determine the activities that are included in each of the Virtual Business Challenges.

### \$ FINANCE

**Accounting:** Participants will:

- use forensic accounting to identify fraud and errors and use managerial accounting techniques to maximize profits
- analyze accounting documents, such as T-accounts, worksheets, journals and the general ledger, as well as source documents such as time sheets, customer invoices, pay records and more in order to identify issues

### 🌐 HOSPITALITY + TOURISM

**Hotel Management:** Participants will:

- manage different aspects of a hotel, such as revenue management, group sales, marketing, front desk operations, banquets/meetings, housekeeping and more
- interpret industry specific reports, such as the Group Sales PACE Report, the STAR Competitive Report, the Market Data Report, the Daily Revenue Report and more, in order to assist with making informed decisions and implementing strategies that will optimize profitability

**Restaurant:** Participants will:

- manage specific marketing and business concepts, such as market research, menu design and pricing, advertising strategies and purchasing within their own restaurant
- interpret actions, financial information, and reports, such as the Product/Menu Mix and Menu Matrix Analysis reports, in order to make strategic marketing decisions for their restaurant

### 📱 MARKETING

**Retailing:** Participants will:

- manage specific marketing concepts, such as pricing, purchasing and promotion within their own supermarket, sporting goods or electronics stores
- interpret actions, charts and reports, such as the Inventory and Sales & Margin reports, in order to make strategic marketing decisions for their store to optimize profitability

**Sports:** Participants will:

- manage specific marketing concepts, such as ticket pricing, social media, concessions and sponsorships within their own football franchise
- Interpret actions, charts and reports, such as the event reports, financials report and social media results, in order to make strategic marketing decisions for their franchise to optimize profitability

## KNOWLEDGE AND SKILLS DEVELOPED

Participants will demonstrate knowledge and skills needed to address the components of the project as described in the content outline and evaluation forms.

Participants will also develop many 21<sup>st</sup> Century Skills, in the following categories, desired by today's employers:

- Communication and Collaboration
- Creativity and Innovation
- Critical Thinking and Problem Solving
- Flexibility and Adaptability
- Information Literacy
- Initiative and Self-direction
- Leadership and Responsibility
- Media Literacy
- Productivity and Accountability
- Social and Cross-cultural Skills

Many Common Core Standards for Mathematics and English Language Arts & Literacy are supported by participation in DECA's competitive events.

Crosswalks that show which 21<sup>st</sup> Century Skills are developed and which common core standards are supported by participating in each competitive event are available at [deca.org](http://deca.org).

**Personal Finance:** Participants will:

- manage bank accounts, credit and debit cards, bills, credit scores, taxes, insurance, online banking and more
- interpret actions, charts and reports, such as credit reports, bank statements and pay and tax records, in order to make strategic financial decisions and optimize net worth

## EVENT OVERVIEW

- The Virtual Business Challenge will contain two (2) International Career Development Conference qualifying rounds.  
Challenge 1: Monday, October 24, 2016, 10:00 a.m. EDT through Friday, November 18, 2016, 5:00 p.m. EST  
Challenge 2: Monday, January 9, 2017, 10:00 a.m. EST through Friday, February 3, 2017, 5:00 p.m. EST
- Entries will be composed of **one to three members** of the DECA chapter. A team member may be on an accounting, a hotel, a personal finance, a restaurant, a retail and a sports team at the same time; however, a team member may not be on two accounting, two hotel, two personal finance, two restaurant, two sports or two retail teams at the same time. No additional team members may be added once a team has registered.
- For all tracks, the top two teams from each region from each of the qualifying rounds will be eligible to compete at ICDC. However, eligibility to attend ICDC is determined by the chartered associations, based on their policies. Finalists should consult with their chartered association advisor for eligibility guidelines. Only one team per chapter, per round, per track may qualify to compete at ICDC.
- A member may compete in the accounting VBC, the hotel VBC, the personal finance VBC, the restaurant VBC, the retail VBC, and the sports VBC; however, the member will be allowed to participate in only one VBC track at ICDC.
- At ICDC, all VBC tracks will be administered as double-elimination competitions. For each VBC track, eight teams will compete against each another within each competition session. Four teams will advance to a winner's bracket and four teams will move on to a consolation bracket. Teams will be ranked based on their total profit (or net profit).
- The competition sessions at ICDC will run for approximately 15 minutes. Each team will control starting and stopping their own simulation file as well as the speed at which they would like to run the file. Teams will be competing in single-player mode. Participants should expect to control most, if not all, of the features listed under the Actions menu within the simulation. During the competition sessions, participants must run their simulation through at least three months simulated time in order to be eligible to advance to the next round (for Sports—three simulated games).
- Participants are allowed to bring notes to use during the competition sessions at ICDC.
- Members qualifying for participation at ICDC must wear a DECA blazer during the competition sessions.
- Top teams in each chartered association may receive recognition by their chartered association.
- For complete Virtual Business Challenge event guidelines and procedures, go to <http://vbc.knowledgematters.com/vbc>.



1 to 3  
PARTICIPANTS



ONLINE  
SIMULATION