Agenda

• Timeline of events
• Room Review
• How to Manage your Room
• Best Practices
Timeline of events

4.16.201

1:00pm: Opening Remarks and student briefing and LinkedIn Competition winners announced

1:30pm-2:30pm: Q&A with POA-Doug Pitassi presenting & Answering Questions from students and coaches

1:30pm-2:30pm- Judges/Buyers Briefing

2:45pm-3:00pm- Break

3:00pm-4:40pm- Speed Selling Competition (20 Speed Selling Competitors will each visit 2 booths to give their 90 second elevator pitch.)

4:40pm- 5:00pm: Closing Remarks

4.17.2021

• 4:17.2021

• 8:00am-8:15am Opening Remarks

• 8:30am-10:10am: Round 1 (22 students, 5 rooms, 20 minutes each – 15 minutes of active roleplaying)

• 12:00pm- Round 1 winners announced, judging feedback released to those moving to round 2

• 1:00pm-2:30pm- Round 2 (12 students, 4 rooms, 25 minutes each - 20 minutes of active roleplaying)

• 3:30pm- Round 2 winners announced- Judging Feedback released to those moving into Round 3

• 4:00pm - 6:05pm- Round 3 (5 students, 1 room, 25 minutes each - 20 minutes of active roleplaying)

• 7:00pm – 7:30pm- Final Round Winners Announced and Awards Ceremony
# Speed Selling Room Proctors

## POAPNWSC | Speed Sell | 4/16

<table>
<thead>
<tr>
<th>Room 1</th>
<th>Room 2</th>
<th>Room 3</th>
<th>Room 4</th>
<th>Room 5</th>
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### Judges
- Elissa McGilluray, Colby Stone, Mick Dougharty, Emily Arce, Lindsay Roll
- Karla Thommen
- Makayla Gilbenedetto, Brian Sheppard, Tiae Gilmartin, Rumeet Haq, Ryan Anhalt
- Caitlin Fetzer, Victoria Kasman
- David Seinstra, Jonathan Neill, Christian Kocherscheidt
- Melana Kipp, Alex Scott
- AIFP 1, AIFP 2

### Sponsors
- POA
- TPG
- CED
- Gallo
- Federated
- Unum
- AIFP

### Proctors
- Susan Crist
- Jacquelyn Matl
- Christine Roth
- Lauren Schmidt
- Ian Johnston
- Bryan Ngo
- Natalie

### Schools

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<th>WSV</th>
<th>Chico</th>
<th>WSP</th>
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<th>AS</th>
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<td>NW</td>
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## Role Play Room Proctors Round 1

### POAPNWSC | Role Play Round 1 | 4/17

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### Judges
- Caitlyn Fetzer
- Brian Shepard
- Camille Scottaline
- Jacob Friedman
- Jake Howard
- Victoria Kassman
- Melana Kipp
- Karla Tommen
- Mick Dougherty
- Kevin Cardoza
- David Seenstra
- India Bossart
- Taylor Wentworth
- Makayla Dibenedetto
- Alex Scott
- Trea Gilman
- Rumeez Haq
- Ryan Anhalt

### Buyers
- Mick Whitehead
- Ethan Faust
- Josh Cowell
- Colby Stone***
- Dominic Merrill

### Room Proctors
- Susan Crist
- Christine Roth
- Lauren Schmidt
- Caydan Henslee
- Ian Johnstone

### Students

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<tr>
<th>8:50 AM</th>
<th>Jose V</th>
<th>Jimmy Li</th>
<th>Travis K</th>
<th>Steven T</th>
<th>Brooke F</th>
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<td>Dalen B</td>
<td>Jabari M</td>
<td>Lindsey A</td>
<td>Sierra F</td>
<td>Mackenzie W</td>
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<td>9:10 AM</td>
<td>Zach K</td>
<td>Ryan J</td>
<td>Tracey L</td>
<td>Nathan O</td>
<td>Andrea L</td>
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<td>9:20 AM</td>
<td>Rachel L</td>
<td>Tony P</td>
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<td>Kelsie R</td>
<td>Ben M</td>
<td>Kelli Rollins</td>
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**Judges**
- Christian Kocherscheidt
- Kevin Cardoza
- Trent Linden
- Zach Torson
- David Seenstra
- Jacob Friedman
- Nolan Kiem
- Conor McGuiness
- Trae Gilman
- Rueen Haq
- Ryan Anhalt
- Makayla Dibenedetto

**Buyers**
- Greg Boyd
- Dominic Merrill
- Mick Whitehead
- Josh Cowell

**Room Proctors**
- Susan Crist
- Christine Roth
- Natalie G
- Lauren Schmidt
- Jacquelyn

**Students**

<table>
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<td>5:40 PM</td>
<td>5</td>
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<tr>
<td>6:05 PM</td>
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OPENING YOUR ROOM- SPEED SELLING COMPETITION

- Please arrive 15 minutes early to open your room
- Press Record when it is time to begin the event (if not already recording).
- Allow the judges(s) in and ask them to turn off their cameras.
- Welcome buyers in
- Welcome student competitors from the waiting room once all judges are in place. Two student competitor should be in the room at a time.
- Introduce the students to their buyer, there will be 2 students in each team
- Ask the student, are you ready?
- When the student says yes, the sponsor will say “Thank you for your interest in our company, why should we hire you?”
- When the student begins speaker, start the timer for 90 seconds. When the timer ends say time.
- This will repeat for the second student
- Let the students and sponsor know they have 3 minutes for feedback on both pitches. At the 6 minute mark excuse the students from the room and ask the judges to complete their judging forms and enter their final score into launchpad
- Welcome the next student group into the room from the waiting room
OPENING YOUR ROOM- ROLE PLAY COMPETITION

- Please arrive 15 minutes early to open your room.
- Press Record when it is time to begin the event (if not already recording).
- Allow the judges(s) in and ask them to turn off their cameras.
- Set up 1 breakout room and select “assign manually”
- Welcome buyers in
- Welcome student competitors from the waiting room once all judges are in place. Only ONE student competitor should be in the room at a time. The next competitor should go into the waiting room.
- Introduce the student to their buyer, there will be 1 student seller
- Ask the student, are you ready?
- When the student begins speaker, start the timer for 15 minutes. When the timer ends say time.
- Move the student and buyer into the breakout room for 3 minutes of feedback. After three minutes close the breakout room and excuse the student.
- Ask judges to complete their scoring for the student and enter their score into launchpad
- Welcome the next student group into the room from the waiting room
REMINDERS FOR JUDGES

• After each student group remind judges to fill our their judging forms
• Judges will be muted upon entry. You can unmute them as long as students are not in the room to converse.
• Coaches may enter the room to watch their students. Please dismiss the students and coaches at the same time
BEST PRACTICES

• Students are nervous, stay friendly and relaxed so help calm their nerves
• Be bold with time, you are in charge and need to keep accurate time. This is your MOST important job
• If a student runs out of time before closing, you have to end the meeting for them by saying time. Do not let your feelings get in the way here.
• If you have ANY struggles, do not try to figure it out, call or text me at 404.695.3982 and I can jump into your room to help.
SETTING UP A BREAKOUT ROOM

• In Zoom, you will see BREAKOUT ROOMS in the options menu
• Set up 1 breakout room at the beginning of your meeting
• Choose ASSIGN MANUALLY
• At the end of each round, assign the student and buyer to the breakout room for 3 minutes of feedback
YOUR ZOOM ROOM

• Make sure the password in your room is set to password
• Make sure your camera is on until role play/speed sell starts and then turn it off
• If you are missing a student notify me immediately
• If you have any technical issues notify the help desk immediately.
Role Play Example- Pre-Recorded
QUESTIONS
THANK YOU.

Presenter Name

Presenter Title

business.oregonstate.edu