

NSSC 2024 Student Competitor Instructions

NSSC ROLE-PLAY ROUND 1

This event will take place in the Perdue School of Business on Friday, April 5th from 8:30 a.m. – 11:00 a.m. There will be 10 competition rooms. The top 2 competitors from each room will advance to Role-Play Round 2. Role-plays will be 12-minutes in length. Results of Role-Play Round 1 will be announced at the Career Fair in the Guerrieri Academic Commons 4th Floor Assembly Hall on Friday, April 5th at 12:00 p.m.

Competitor Instructions

- Report to the registration desk in the Perdue Hall Atrium **30 minutes** before your assigned role-play time to be escorted to the second-floor holding room (PH251). Note: You should have received a hard-copy of the presentation schedule during university registration.
- **Groups 1 & 2 must both check in to the registration desk at 8:00 a.m.**
- Competitors will be escorted from the holding room to the role-play rooms on either the second- or third-floor.
- Student volunteers will line up competitors in front of their respective rooms and provide a countdown to knock and begin the role-play.
- At the end of the time period, a student volunteer will knock and open the door, and the competitor is to leave the room immediately. If competitors finish early, **they are required to remain in the room** until the student volunteer knocks on the door.
- Bring all required materials with you to the role play. If you plan to use any technology (mobile device, laptop, etc.) please ensure you are connected to the wi-fi. Login information will be provided.
- Please do not discuss any information you uncover during your presentation with fellow competitors. Competitors found violating this rule will be disqualified.
- Return immediately to the Career Fair to speak with sponsors and wait for the results to be announced.

Judge Instructions

- Report to the registration desk in the Perdue Hall Atrium at 7:45 a.m. to be escorted to either the second- or third-floor judging room (PH255 & PH353). **Please note that the competition cannot start without your presence, so please be on time.**
- In the judging room you will sit at a computer station marked with your assigned room number and then receive further instructions.
- Login will provide access to a live video feed and online scoring rubric for each competitor in your assigned room.

Buyer Instructions

- Report to the registration desk in the Perdue Hall Atrium at 7:45 a.m. to be escorted to the second-floor holding room (PH277). **Please note that the competition cannot start without your presence, so please be on time.**
- In the holding room you will receive further instructions and then be escorted to your assigned role-play room on the second- or third-floor.

NSSC WILD-CARD ROUND

This event will take place in the Perdue School of Business on Friday, April 5th from 1:00 p.m. – 2:00 p.m. for all competitors who do not advance to Role-Play Round 2. There will be 10 competition rooms. The top competitor from each room will advance to Role-Play Round 2. Competitors will have a dedicated space to make their sales presentation on zoom (video muted to simulate a phone call) to a buyer who will be located in a separate room. Each competitor will have 5 minutes to complete the warm-call. Results of the Wild-Card Round and subsequent time and room assignments will be announced at the Career Fair in the Guerrieri Academic Commons 4th Floor Assembly Hall on Friday, April 5th at 2:45 p.m.

Competitor Instructions

- Report to the registration desk in the Perdue Hall Atrium **10-minutes** before your assigned warm-call time to be escorted to the second-floor holding room (PH251). Note: You will receive your Wild-card assignment in the Academic Commons 4th Floor Assembly Hall.
- **Groups 1 & 2 must both arrive at 12:50 p.m.**
- Competitors will be escorted from the holding room to the wild-card rooms on either the second- or third-floor.
- Student volunteers will line up competitors in front of their respective rooms and provide a countdown for them to enter the room to begin the warm-call.
- Once competitors enter the room, the buyer/judge will already be on the zoom call (video muted). Their time starts from when they enter the room.
- A student volunteer will knock and open the door, and the competitor is to leave the room immediately.
- Return to the Career Fair to speak with sponsors and wait for wild-card results.

Judge/Buyer Instructions

- Report to the registration desk in the Perdue Hall Atrium at 7:45 a.m. to be escorted to the second-floor judging room (PH255). **Please note that the competition cannot start without your presence, so please be on time.**
- In the judge/buyer room you will sit at a desk marked with your assigned room number and then receive further instructions.
- The buyer will also judge the call using the scoring sheet provided.

- The single-page scoring sheet will include all competitors for the room in the order in which they will call. Please confirm that you have the right competitor on the phone.
- Judges/Buyers will be given a 30-second warning toward the end of the sales call. When the time expires a student volunteer will knock on the door and ask the student to leave the room.
- Judges/buyers will complete the scoring sheet.
- Judges/buyers will remain on the same zoom call and await the next competitor.

NSSC ROLE-PLAY ROUND 2

This is the semifinal round and it will take place in the Perdue School of Business on Saturday, April 6th from 9:00 a.m. – 10:30 a.m. The competitors will be in 5 competition rooms. The top competitor from each room will advance to the Role-Play Final Round. Role-plays will be 12-minutes in length. Results of Role-Play Round 2 will be announced at the Career Fair in the Guerrieri Academic Commons 4th Floor Assembly Hall on Saturday, April 6th at 12:00 p.m.

Competitor Instructions

- Report to the registration desk in the Perdue Hall Atrium **30-minutes** before your assigned role-play time to be escorted to the second-floor holding room (PH251). Note: You will receive the Role-Play Round 2 presentation schedule during the Career Fair in the Guerrieri Academic Commons 4th Floor Assembly Hall.
- **Groups 1 & 2 must both arrive at 9:00 a.m.**
- Competitors will be escorted from the holding room to the role-play rooms on the second floor (PH259-262 & PH264).
- Student volunteers will line up competitors in front of their respective rooms and provide a countdown to knock and begin the role-play.
- At the end of the time period, a student volunteer will knock and open the door, and the competitor is to leave the room immediately. If competitors finish early, **they are required to remain in the room** until the student volunteer knocks on the door.
- Bring all required materials with you to the role play. If you plan to use any technology (mobile device, laptop, etc.) please ensure you are connected to the wi-fi. Login information will be provided.
- Please do not discuss any information you uncover during your presentation with fellow competitors. Competitors found violating this rule will be disqualified.
- Return to the Career Fair to speak with sponsors.

Judge Instructions

- Report to the registration desk in the Perdue Hall Atrium at 8:15 a.m. to be escorted to the second-floor judging room (PH255). **Please note that the competition cannot start without your presence, so please be on time.**

- In the judge room you will sit at a computer station marked with your assigned room number and then receive further instructions.
- Login will provide access to a live video feed and online scoring rubric for each competitor in your assigned room.

Buyer Instructions

- Report to the registration desk in the Perdue Hall Atrium at 8:15 a.m. to be escorted to the second-floor holding room (PH277). **Please note that the competition cannot start without your presence, so please be on time.**
- In the holding room you will receive further instructions and then be escorted to your assigned role-play room on the second-floor.

NSSC SPEED SELLING ROUND 1

This event will take place during the Career Fair in Guerrieri Academic Commons 4th Floor Assembly Hall across two days, Friday, April 5th and Saturday, April 6th. Competitors (all students, including alternates) will each deliver their 90 second pitch to 6 different sponsors during specified time periods at the Career Fair. There are 3 general time periods: Friday morning, Friday afternoon, and Saturday morning. The top 10 competitors will advance to the Speed Selling Final Round. Results of Speed Selling Round 1 will be announced in the Perdue Hall Auditorium Saturday, April 6th at 1:15 p.m. prior to the start of the Role-Play Final Round.

Competitor Instructions

- Competitors will receive 6 pre-filled sheets, including assigned sponsor, date, and time period in their registration packet on Thursday, April 4th.
- **Competitors must bring their 6 pre-filled sheets with them to the career job fair. Without these you will not be able to participate.**
- Competitor will approach a judge/sponsor booth, hand them the respective scoring sheet, and inform them that they wish to perform their pitch.
- Competitors must deliver at least 5 of their 6 assigned pitches to be counted toward individual/team points.

Judge Instructions

- All employers with a booth will be assigned 10-15 competitors who will make their pitch at the booth.
- Judges are to use the scoring sheet provided by each competitor.
- MASMI Ambassadors will make rounds approximately every hour to collect completed scoring sheets.
- In addition to the scoring sheets, judges will be asked to provide their top pitch at the end of each time period and that student will be entered into a raffle.

NSSC ROLE-PLAY FINAL ROUND

This event will take place in the Perdue School of Business on Saturday, April 6th from 1:30 p.m. – 3:00 p.m. and will be broadcast live in the Perdue Hall Auditorium. There are 5 total competitors and 1 competition room. Role-plays will be 12-minutes in length. The top competitor will become the NSSC Role-Play Champion. Results of Role-Play Final Round will be announced at the Dinner and Awards Ceremony at the Guerrieri Academic Commons on Saturday, April 6th at 5:30 p.m.

Competitor Instructions

- Report to the registration desk in the Perdue Hall Atrium at 1:00 p.m. to be escorted to the second-floor holding room (PH251).
- Competitors will be escorted one-at-a-time from the holding room to the second-floor role-play room (PH260).
- Student volunteers will line up a single competitor in front of the room and provide a countdown to knock and begin the role-play.
- At the end of the time period, a student volunteer will knock and open the door, and the competitor is to leave the room immediately. If competitors finish early, **they are NOT required to remain in the room** until the student volunteer knocks on the door.
- Return to the Perdue Hall Auditorium to receive a round-of-applause, watch the remaining role-plays and/or watch the Speed Selling Final Round.

Judge Instructions

- Report to the Perdue Hall Auditorium at 1:00 p.m. to be escorted to a judge laptop station at the front of the room. **Please note that the competition cannot start without your presence, so please be on time.**
- Login will provide access to an online scoring rubric for each competitor and you will view the role-plays live on the projector with the rest of the audience.

Buyer Instructions

- Report to the registration desk in the Perdue Hall Atrium at 1:00 p.m. to be escorted to the second-floor holding room (PH277). **Please note that the competition cannot start without your presence, so please be on time.**
- In the holding room you will receive further instructions and then be escorted to your assigned role-play room on the second-floor (PH260).

NSSC SPEED SELLING FINAL ROUND

This event will take place live in the Perdue Hall Auditorium Saturday, April 6th from 3:00 p.m. – 3:30 p.m., immediately following the Role-Play Final Round broadcast.

There are 10 total competitors who will each deliver their 90 second elevator pitch to a panel of judges seated in the auditorium. Results of Speed Selling Final Round will be announced at the Dinner and Awards Ceremony at the Guerrieri Academic Commons on Saturday, April 6th at 5:30 p.m.

Competitor Instructions

- Report to the front of the auditorium immediately following the announcement of the Speed Selling finalists.
- Each competitor will deliver their pitch one-at-a-time in front of the audience in the auditorium following the conclusion of the Role-Play Final Round.

Judge Instructions

- Report to the front of the auditorium at the conclusion of the Role-Play Final Round to check-in, collect scoring sheets, and find a seat up in the front row. **Please note that the competition cannot start without your presence, so please be on time.**
- Scoring sheet will be pre-filled with competitor names, in order of appearance.
- MASMI Ambassadors will collect completed scoring sheets at the conclusion of the event.