



CAREER CLUSTER

Marketing

CAREER PATHWAY

Merchandising

INSTRUCTIONAL AREA

Economics

RETAIL MERCHANDISING SERIES EVENT

PARTICIPANT INSTRUCTIONS

- The event will be presented to you through your reading of the 21st Century Skills, Performance Indicators and Event Situation. You will have up to 10 minutes to review this information and prepare your presentation. You may make notes to use during your presentation.
- You will have up to 10 minutes to make your presentation to the judge (you may have more than one judge).
- You will be evaluated on how well you demonstrate the 21st Century Skills and meet the performance indicators of this event.
- Turn in all of your notes and event materials when you have completed the event.

21st CENTURY SKILLS

- Critical Thinking – Reason effectively and use systems thinking.
- Problem Solving – Make judgments and decisions and solve problems.
- Communication – Communicate clearly.
- Creativity and Innovation – Show evidence of creativity.

PERFORMANCE INDICATORS

- Explain the principles of supply and demand.
- Describe factors that affect the business environment.
- Explain the nature of business ethics.
- Explain factors affecting pricing decisions.
- Explain the importance of merchandising to retailers.

EVENT SITUATION

You are to assume the role of the general manager at a local CARE MORE drugstore. The district manager (judge) wants you to decide how to price a private label product and explain reasons for the pricing decision.

There is currently a nationwide shortage on disposable baby diapers. The popular name brands had to slow manufacturing due to a shortage of crucial materials needed. The shortage has led to panic buying and great concern among caretakers.

CARE MORE sells a private label brand of baby diapers. Since it is a private label brand, CARE MORE can price the product above or below the manufacturer advised pricing. Currently, a 30-pack of CARE MORE private label baby diapers is \$7.00, in comparison, a name brand package of 30 diapers is priced at \$15.00.

All retailers in town have little to no diapers in stock. CARE MORE will be receiving a shipment of private label brand diapers in tomorrow. The district manager (judge) is allowing you to determine if the price of each package should be kept at \$7.00 or if the price should be changed. The district manager (judge) wants you to analyze the situation, set a price and explain reasons for the pricing decision.

You will present your ideas to the district manager (judge) in a role-play to take place in your office. The district manager (judge) will begin the role-play by greeting you and asking to hear your ideas. After you have presented ideas and have answered the district manager's (judge's) questions, the district manager (judge) will conclude the role-play by thanking you for your work.

JUDGE INSTRUCTIONS

DIRECTIONS, PROCEDURES AND JUDGE ROLE

In preparation for this event, you should review the following information with your event manager and other judges:

1. Participant Instructions, 21st Century Skills and Performance Indicators
2. Event Situation
3. Judge Role-Play Characterization
Allow the participants to present their ideas without interruption, unless you are asked to respond. Participants may conduct a slightly different type of meeting and/or discussion with you each time; however, it is important that the information you provide and the questions you ask be uniform for every participant.
4. Judge Evaluation Instructions and Judge Evaluation Form
Please use a critical and consistent eye in rating each participant.

JUDGE ROLE-PLAY CHARACTERIZATION

You are to assume the role of a district manager for CARE MORE drugstore. You want a local general manager (participant) to decide how to price a private label product and explain reasons for the pricing decision.

There is currently a nationwide shortage on disposable baby diapers. The popular name brands had to slow manufacturing due to a shortage of crucial materials needed. The shortage has led to panic buying and great concern among caretakers.

CARE MORE sells a private label brand of baby diapers. Since it is a private label brand, CARE MORE can price the product above or below the manufacturer advised pricing. Currently, a 30-pack of CARE MORE private label baby diapers is \$7.00, in comparison, a name brand package of 30 diapers is priced at \$15.00.

All retailers in town have little to no diapers in stock. CARE MORE will be receiving a shipment of private label brand diapers in tomorrow. You are allowing the general manager (participant) to determine if the price of each package should be kept at \$7.00 or if the price should be changed. You want the general manager (participant) to analyze the situation, set a price and explain reasons for the pricing decision.

The participant will present information to you in a role-play to take place in the office. You will begin the role-play by greeting the participant and asking to hear about his/her ideas.

During the course of the role-play, you are to ask the following questions of each participant:

1. Do you think we should set limits on how many packages a customer can purchase?
2. How can we let the local community know that we have diapers in stock?

Once the general manager (participant) has presented information and has answered your questions, you will conclude the role-play by thanking the general manager (participant) for the work.

You are not to make any comments after the event is over except to thank the participant.

EVALUATION INSTRUCTIONS

The participants are to be evaluated on their ability to perform the specific performance indicators stated on the cover sheet of this event and restated on the Judge's Evaluation Form. Although you may see other performance indicators demonstrated by the participants, those listed in the Performance Indicators section are the critical ones you are measuring for this particular event.

Evaluation Form Interpretation

The evaluation levels listed below and the evaluation rating procedures should be discussed thoroughly with your event director and the other judges to ensure complete and common understanding for judging consistency.

Level of Evaluation	Interpretation Level
Exceeds Expectations	Participant demonstrated the performance indicator in an extremely professional manner; greatly exceeds business standards; would rank in the top 10% of business personnel performing this performance indicator.
Meets Expectations	Participant demonstrated the performance indicator in an acceptable and effective manner; meets at least minimal business standards; there would be no need for additional formalized training at this time; would rank in the 70-89 th percentile of business personnel performing this performance indicator.
Below Expectations	Participant demonstrated the performance indicator with limited effectiveness; performance generally fell below minimal business standards; additional training would be required to improve knowledge, attitude and/or skills; would rank in the 50-69 th percentile of business personnel performing this performance indicator.
Little/No Value	Participant demonstrated the performance indicator with little or no effectiveness; a great deal of formal training would be needed immediately; perhaps this person should seek other employment; would rank in the 0-49 th percentile of business personnel performing this performance indicator.



**RETAIL MERCHANDISING SERIES
2023**

JUDGE'S EVALUATION FORM
DISTRICT EVENT 2

Participant: _____

INSTRUCTIONAL AREA:
Economics

ID Number: _____

Did the participant:		Little/No Value	Below Expectations	Meets Expectations	Exceeds Expectations	Judged Score
PERFORMANCE INDICATORS						
1.	Explain the principles of supply and demand?	0-1-2-3-4	5-6-7-8	9-10-11	12-13-14	
2.	Describe factors that affect the business environment?	0-1-2-3-4	5-6-7-8	9-10-11	12-13-14	
3.	Explain the nature of business ethics?	0-1-2-3-4	5-6-7-8	9-10-11	12-13-14	
4.	Explain factors affecting pricing decisions?	0-1-2-3-4	5-6-7-8	9-10-11	12-13-14	
5.	Explain the importance of merchandising to retailers?	0-1-2-3-4	5-6-7-8	9-10-11	12-13-14	
21st CENTURY SKILLS						
6.	Reason effectively and use systems thinking?	0-1	2-3	4	5-6	
7.	Make judgments and decisions, and solve problems?	0-1	2-3	4	5-6	
8.	Communicate clearly?	0-1	2-3	4	5-6	
9.	Show evidence of creativity?	0-1	2-3	4	5-6	
10.	Overall impression and responses to the judge's questions	0-1	2-3	4	5-6	
TOTAL SCORE						