



**2011-12 Missouri DECA
Mini Competitive Events**

CAREER CLUSTER
Hospitality & Tourism

INSTRUCTIONAL AREA
Financial Analysis

PARTICIPANT INSTRUCTIONS

PROCEDURES

1. The event will be presented to you through your reading of these instructions including performance indicators and the event situation. You will have 10 minutes to review this information to determine how you will handle the role play situation and demonstrate the competencies of this event. During the preparation period, you may make notes to use during the role-play presentation. You must turn in this sheet to the facilitator upon completion of the 10 minute prep time.
2. You will have up to 10 minutes to role-play your situation with a judge
3. You will be evaluated on how well you meet the competencies of this event
4. Turn in all of your notes and event materials when you have completed the role play

PERFORMANCE INDICATORS

1. Explain forms of financial exchange—cash, credit cards, debit cards, Automated Teller Machines, Electronic Funds Transfer
2. Explain the purpose and importance of credit
3. Demonstrate the wise use of credit
4. Explain the value of money

EVENT SITUATION

You will assume the role as a candidate for a tour reservation position at GREAT ESCAPE TOURS, a company that specializes in arranging and providing tours of destinations, activities and experiences for individuals and small groups. You have submitted your resume and have been invited in for a personal interview with the owner (judge). This interview will be used to measure your knowledge and understanding of an important aspect of the tour business. The owner (judge) also wants to make sure you understand the importance of credit before offering you the tour reservationist position.

Over 90% of customers who make a reservation for a GREAT ESCAPE TOUR, do so with a credit card. In the first part of your interview, you are to explain the value and importance that credit has for both customers and the business (performance indicator #2).