



## Level Up with DECA #1 - Grades 9-12

"Part 1: Why DECA Matters & The Competitive Edge: DECA isn't just a club; it's a professional credential. It proves to colleges and employers that you can think on your feet. & Networking: Connect with a global community of over 250,000 students and industry leaders. & Real-World Skills: You aren't just memorizing facts; you're learning how to sell an idea, manage a team, and analyze a profit/loss statement. & Travel & Recognition: Mention the thrill of the State (SCDC) and International (ICDC) conferences. Part 2: DECA 101 (The New Member Deep Dive) & Choosing Your Path: Explain the different competitive categories (Marketing, Finance, Hospitality, Management, and Entrepreneurship). & Event Types: Differentiate between Individual Series (Roleplay + Test) and Written Projects (Business plans and research). & The DECA "Year": A quick timeline of the season so they know what to expect. Part 3: Advanced Role Play (The "Wow" Factor) & The Hook: Don't just start with "Hello." Teach students how to open with a creative "firm handshake," a professional business card, or a compelling story that frames the problem. & The Performance: Focus on non-verbal eye contact, hand gestures, and using the "scrap paper" as a professional visual aid. & Closing for the Win: How to summarize the solution and ask for the "sale" or the "follow-up meeting." Part 4: Test Prep Mastery & Cracking the Cluster: Explain that the test is 50% of the score for many events. It's the difference between a "Top 10" finish and a trophy. & The Logic of DECA Exams: Tips on how to identify "distractor" answers and how to study using the Performance Indicators (PIs). & Practice Sprint: A 5-10 minute lightning round with real past exam questions to build confidence. "

**Camp Start Date:** June 15, 2026

**Start Time:** 8:00:00 AM

**Camp End Date:** June 18, 2026

**End Time:** 12:00:00 PM

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**Venue Name:** Prosper High School Front Entrance

**Venue Address:** 301 Eagle Drive, Prosper, TX 75078

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**Camp Cost:** \$205.00

**Questions:** Michael Foster (Toby) [msfoster@prosper-isd.net](mailto:msfoster@prosper-isd.net)

**Special Notes:**

Grade levels 9th, 10th, 11th, & 12th - ONLY