

The Design Presentation event was created by DECA/Delta Epsilon Chi in response to the career opportunities available for college graduates in the area of design.

Each participant will create a design for a particular area to be sold to a company for resale or to the ultimate consumer. The participant will make decisions regarding the situation and delivery of the sales presentation. The participant will assume the role of a designer presenting his/her original design(s). The role of the judge(s) will be that of potential buyers.

Judging the Presentation

Please familiarize yourself with all of the guidelines before interacting with the participants. Your job is to evaluate the participant's design/presentation using the Evaluation Form.

1. To ensure fairness, at no time should a participant be asked where he/she is from (school, state, country, etc.).
2. Please place the participant's name and identification number (using labels if provided) on the bubble score sheet as instructed (if not already done). If a bubble score sheet has not been provided, this information must be placed on the evaluation form for this event.
3. Participants will be scheduled for presentations at twenty (20) minute intervals. Remember, you are role-playing a potential buyer as specified by the participant.
4. The participant will have up to twenty (20) minutes to set up visuals in the presentation room/area, present the proposed design plan and respond to any questions you may have. Part of this time may be used by the participant to make an oral introduction to:
 - a. Inform you, as potential buyer(s), of the active role you are to play.
 - b. Set the stage for a typical situation.
5. While you as judges are serving as potential buyers, the participant may involve you in the presentation. You may also initiate interaction with the participant based on your role.
6. Following the participant's interaction with you, please thank the participant but do not discuss the presentation or your evaluation.
7. During the last three (3) minutes, after the participant is excused from the judging area, you may score the participant. Refer to the Evaluation Criteria section for guidelines. On the bubble sheet provided, please bubble in the appropriate score and write the score on the corresponding line to verify accuracy. Please make sure not to exceed the maximum score possible for each item.

Please make sure to score all categories, add them for the total score, then initial the total score. When scoring, the main question to ask yourself is "Would I purchase this design based on the participant's presentation?" The maximum score for the evaluation is one hundred (100) points.

Note: If a bubble sheet has not been provided, you will indicate your scores on the Design Presentation Evaluation Form.

Presentation Schedule

Presentations will be scheduled at twenty-five (25) minute intervals:

- Twenty (20) minutes for participant set up, presentation of the design and questions by the judges
- Five (5) minutes for scoring by the judges