



INSPIRE. LEAD. ACHIEVE.

2022-23 Nevada DECA Case Study Challenge: Possible Performance Indicators

- PI: Explain the principles of supply and demand (EC:005) (CS) (Tier 1, Economics)
- PI: Place orders/reorders (OP:016) (CS) (Tier 1, Operations)
- PI: Discuss the nature of customer relationship management (CR:016) (SP) (Tier 1, Customer Relations)
- PI: Describe the use of technology in customer relationship management (CR:018) (SP) (Tier 1, Customer Relations)
- PI: Explain the role of ethics in information management (NF:111) (SP) (Tier 1, Information Management)
- Demonstrate a customer service mindset (CR:004) (CS) (Tier 1, Customer Relations)
- Identify factors affecting a business's profit (EC:010) (CS) (Tier 1, Economics)
- Explain the concept of competition (EC:012) (CS) (Tier 1, Economics)
- Discuss the nature of information management (NF:110) (CS) (Tier 1, Information Management)

Register HERE: <https://leadable.info/CaseStudyReg>

Case Study Timeline:

- December 5 Performance Indicators posted to www.nevadadeca.org
- December 6 Registration Closes at 5:00 pm PST
- December 7 Case Study sent to student participants 5:00 pm
- December 16 Case Study submissions due by 5:00 pm
- If needed, technical support will only be available between the hours of 9:00 a.m. – 5:00 p.m. Mon-Fri.