

2015-2016 New Jersey Future Business Leaders of America JA Titan® Virtual Competition



Competition Overview

Join Junior Achievement and the New Jersey Future Business Leaders of America (“NJ FBLA”) for the 2015-2016 JA Titan Virtual Competition. Participating students will take on the role of a corporate business leader by making decisions to steer their business to success. Student teams will be prompted to make decisions that affect the profitability and sustainability of their virtual company, and will attempt to outperform competitors in profit, sales, and market share. Students will set prices, determine production levels, invest in capital, develop budgets, and plan marketing and research. The competition will involve a maximum of 256 teams from the NJ FBLA high school chapters. Round one of competitions will be held virtually, based on the schedule below. The top teams in each industry will progress to the regional round which will be held at a corporate office where the students will partake in both the competition and a job shadow experience. The hosting company will have various executives discuss their roles during the regional competition. Then the top teams in each industry will progress to the final round which will be held at the Johnson & Johnson (J&J) office where the students will partake in both the competition and a job shadow experience. J&J will have various executives discuss their roles at J&J and the overall J&J business.

Virtual Elimination Round – Using JA Titan 3.0

Round One: **November 2, 2015 – November 27, 2015**

Regional Round: Date to be determined in conjunction with TBD company/office locations (should be no later than the first week of February due to NJ FBLA State Competitions).

Final Round: Date to be determined in conjunction with Johnson & Johnson (should be no later than The first week of March due to NJ FBLA State Competitions).

Registration

Only FBLA Members are eligible to register teams for the 2015 - 2016 NJ FBLA JA Titan Virtual Competition. Registration will open from **September 15, 2015 and will remain open until October 23, 2015; at 5:00 p.m.** Teams will be filled on a first come first serve basis. Teams will consist of no more than 3 members to a team.

You register by sending an email to Alicia Fusco, Senior Program Director with Junior Achievement at afusco@ja.org indicating the following:

- Listing of team members (first name & last name of each team member); limit 3 team members per team.
- Email addresses of all team members.
- Team name.
- School name, address and county.
- Advisor name, phone number and email address.

Prizes:

1st Place Team: Monetary reward \$1000.00 & recognition at the NJ FBLA State Leadership Conference.

2nd Place Team: Monetary reward \$500.00 & recognition at the NJ FBLA State Leadership Conference.

3rd Place Team: Monetary reward \$250.00 & recognition at the NJ FBLA State Leadership Conference.

2015 – 2016 NJ FBLA Titan Virtual Competition Schedule

Round 1 Decision Deadlines

The competition will run as one decision per day with quarters closing at 9:00 p.m. on the dates listed below. The first elimination round begins Monday, November 2, 2015, at 9:00 a.m., and concludes Friday, November 27, 2015 at 9:00 p.m. Decision deadlines as follows:

Decision 1 deadline – November 2, 2015

Decision 2 deadline – November 4, 2015

Decision 3 deadline – November 6, 2015

Decision 4 deadline – November 9, 2015

Decision 5 deadline – November 11, 2015

Decision 6 deadline – November 13, 2015

Decision 7 deadline – November 16, 2015

Decision 8 deadline – November 18, 2015

Decision 9 deadline – November 20, 2015

Decision 10 deadline – November 23, 2015

Decision 11 deadline – November 25, 2015

Decision 12 deadline – November 27, 2015

Regional and Finals Round

The Regional rounds will take place at four different office locations throughout the state of New Jersey with eight or sixteen teams at each location.

Date and Location:

- January 12, 2016 at Samsung, Ridgefield Park
- January 14, 2016 at Horizon, Newark
- January 20, 2015 at Synchronoss, Bridgewater
- January 21, 2015 at Munich Re, Princeton

The final round will take place at Johnson & Johnson Ethicon office in Bridgewater, date TBD and will incorporate into the Job Shadow Program. The finalists will have access to the internet and teams will be required to make decisions within 10 minutes for each quarter. There will be a total of 12 quarters run for the regional and final round.

What Happens Next?

The top team from each game (industry) will advance to the regional round. First-place winners that have met all registration requirements will advance to the final round. The remaining slots (if we do not have 32 teams sign-up) *could* go to second-place winners in order of the point spread from the winning team in their round. Point spread will be determined by subtracting the difference of the second-place team's Performance Index (PI) with the first-place team's PI within each industry or game. The overall team with the smallest spread *could* continue to the next round. Not all second-place winners will move forward.

Competition Logistics

Key points to keep in mind for the competition:

- **A \$12 minimum price is required during the competition. Prices below this level are unwise and unprofitable because of production costs, and often are used only to sabotage fellow competitors. We will be watching; *don't do it!***
- The game will begin when the countdown timer reaches zero at 8:00 a.m. Monday, November 2, 2015.
- Teams should use the username and password provided and confirmed by the Competition Administrator (Joey Richter richterjr@hotmail.com). A confirmation email will be sent prior to the start of the competition indicating your username and password.
- In the case of a tie, the value of Retained Earnings in the final quarter will be used to determine the winner.
- Each quarter lasts a minimum of one 24-hour period and may be longer to accommodate weekends and holidays; the manual-close method will be used. Quarters will not be held open for teams that have not entered decisions, and no decisions will be due on Saturday or Sunday during the competition. It is highly recommended to enter the team decision well in advance of the deadline to allow time to address any IT issues that may arise. If a technical issue requires a modified schedule, all teams will be notified by email from the administrator (JA Contact).
- Students may participate from any location with a high-speed Internet connection.
- In the event you experience any technical problems during the competition, please take the following corrective steps:
 - Close and re-open your browser window.
 - Log back into the competition.
 - Double-check that your Internet connection is working by visiting another website.
- Should you have additional difficulty, contact Alicia Fusco, Senior Director of Programs with Junior Achievement of New Jersey at afusco@ja.org Office: 609.419.0404 ext. 104 Cell: 609.731.6381.

FREQUENTLY ASKED QUESTIONS

Which username and password do we use?

Use the username and password provided by the Competition Administrator.

Which game do we choose?

There will be only one game available using the username and password provided. Select this game, and click the Play Game button.

How do we know we are winners and advancing to the next elimination round?

Winning teams will be notified by Competition Administrator to confirm their winning status after the qualifying competition. Please do not assume that your ranking within the system confirms your winning status.

Why might our team not be declared a winner even when *JA Titan* ranks our team with the highest PI? To ensure fair play and that sound business decisions are made by the team/company, the Competition Administrator reserves the right to intervene in cases where it is believed collusion, price-fixing, or cartel development is occurring. The decision of the Competition Administrator is final and may impact your teams standing and the game outcome.