

POINTS SUMMARY

Competitors can earn points for their university in each event. Although there will be a role-play and speed-selling individual champion based on rank, points will only be calculated to award an overall team champion.

Event	Max University Points Possible
Role-Play Round 1	200
Wild-Card Round	40 ^A
Role-Play Round 2	200
Speed-Selling Round 1	100 (avg.) ^B
Role-Play Final Round	175
Speed-Selling Final Round	100 (avg.) ^B

^A Wild-Card Round: If a competitor finished 3rd in their Role-Play Round 1 room and then 1st in their Wild-Card Round room, then the points awarded across those events would be 50 and 20, respectively, for a total of 70 points.

^B Speed-Selling Round 1 and Finals: Points will not be assigned by rank like in the role-play events. University scores for this event are a team average since 2-7 competitors may be participating from a single university. However, a ranking will still be used to assess which individuals advance to the finals and subsequently who earns 1st, 2nd, and 3rd place awards.

EVENT POINTS

Role-Play Round 1 & 2

Individual points by room rank
(Top 2 individuals from each room advance to Role-Play Round 2)

1 st	100
2 nd	75
3 rd	50
4 th	40
5 th	30
6 th	20
7 th +	10

Wild-Card Round

Individual points by room rank
(Top individual from each room advances to Role-Play Round 2)

1 st	20
2 nd	15
3 rd	10
4 th	5
5 th +	0

Speed-Selling Round 1

Individual/team points averaged
(Top 10 individuals advance to Speed-Selling Final Round)

Since universities may have 2-7 competitors participating in Speed-Selling Round 1 the individual points are averaged to create a single team score for this event.

Role-Play Final Round

Individual points by room rank
(Top individual is Role-Play Champion)

1 st	100
2 nd	75
3 rd	50
4 th	40
5 th	30

Speed-Selling Final Round

Individual/team points averaged
(Top individual is Speed-Selling Champion)

Since universities may have 2-7 competitors participating in Speed-Selling Final Round the individual/team points are averaged to create a single team score for this event.