

# HOKIES HELPING FUTURE PROFESSIONALS

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BIT 4484 PROJECT MANAGEMENT



# AGENDA

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- Team introductions
- Who are we working for and why?
- Partner organization and why we are passionate to help them
- Stakeholder Register
- Team Contract

# OUR TEAM

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Sophia Kim



Drake McKechnie



Andrew Bak



Jeffrey Aba



Owen Arehart

# PROJECT OVERVIEW

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- BHS DECA sells chocolate chip cookies after school as a fundraiser
  - Give back to the local high school, teach them about several business aspects we've learned
- Sales occur a few days each month and last about 15 minutes
- Average earnings are approximately **\$65 per session**
- This project focuses on improving sales strategies and promotion
  - Increasing the confidence of the sales team by providing support
  - Create lasting methods of fundraising for the DECA sales and marketing team
  - Establish and maintain a lasting healthy relationship with sponsor
- Our goal is to **increase revenue and double current profits**



# STAKEHOLDER REGISTER LIST

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Name	Position	Internal/ External	Project Role	Contact Information
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Jason Deane	Professor	Internal	Project Champion	jason.deane@vt.edu



THANK YOU  
QUESTIONS OR COMMENTS?