

HOKIES HELPING FUTURE PROFESSIONALS

BIT 4484 PROJECT MANAGEMENT



DECA[®]



VIRGINIA TECH[®]

AGENDA

- 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



Sophia Kim



Drake McKechnie



Andrew Bak



Jeffrey Aba



Owen Arehart

PROJECT OVERVIEW

- 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

Name	Position	Internal/ External	Project Role	Contact Information
Sophia Kim	Student	Internal	Project Manager	sophiakim@vt.edu
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**THANK YOU
QUESTIONS OR COMMENTS?**
