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|  | **MANAGEMENT INFORMATION SYSTEMS**  **SAMPLE ROLE PLAY 1** |  |

***Disclaimer:*** *This is a sample role play of what a competitor will find in this competition. To view the official guidelines, visit the Competition page of the national website at* [*www.fbla.org*](http://www.fbla.org)*.*

**PARTICIPANT INSTRUCTIONS**

1. You have 20 minutes to review the case.
2. Presentation time is seven minutes. At six minutes the timekeeper will stand and hold up a colored card indicating one minute is left and at seven minutes the timekeeper will stand and hold up a colored card indicating time is up.
3. The presentation is interactive, and the judges will ask questions throughout the presentations. The judges will play the role of the committee composed of board members, management, or production staff for a restaurant supply company.
4. Each team member will be given two note cards. Note cards will be collected following the presentation.
5. All team members must participate in the presentation as well as answer the questions posed by the judges. Cover all the points described in the case.

**PERFORMANCE INDICATORS**

* Demonstrate ability to make a businesslike presentation.
* Demonstrate ability to work as a team.
* Demonstrate an understanding of the case and explain recommendations.
* Demonstrate effective decision-making and problem-solving skills.
* Demonstrate effective verbal communication skills.
* Display self-confidence through knowledge of content and articulation of ideas.
* Explain content logically and systematically.

**ROLE PLAY SITUATION**

Background Information

Your team has been contacted by a regional restaurant supply company in the Southeastern United States. The company has grown quickly over the past 10 years and now understands that they need to make changes to their current systems to increase efficiency. As the company continues to grow and the warehouse space becomes more limited, inventory control and management systems will exponentially increase or decrease the company's earnings.

Scenario

Your team has been tasked with determining the best practices for controlling the flow of inventory within the company’s warehouse operations. Your team needs to provide examples based upon sound management information system models to effectively control the space within the warehouse to prevent overstocking, turn stock over quicker, and implement systems that increase the efficiency of warehouse management, staff, and delivery areas.

Other Useful Information

* Funding is not an issue as the company is willing to make investments in their systems.
* Focus on multiple systems working together rather than just one system.
* Be able to explain each of the systems presented and defend the best choice.
* Provide recommendations based upon proven theories and practices.

Things to Consider

Your team must address the following in your presentation:

* The scenario and the scope involved.
* Your position and why.
* Effective solutions for meeting the customer’s needs.