MICHIGAN DECA

# DISTRICT CONFERENCE ONLINE TESTING

## COMPREHENSIVE EXAMS AND CORRESPONDING COMPETITIVE EVENTS

### Business Administration Core Exam

| | |
|---|---|
| PBM | Principles of Business Management |
| PEN | Principles of Entrepreneurship |
| PFN | Principles of Finance |
| PHT | Principles of Hospitality and Tourism |
| PMK | Principles of Marketing |

### Business Management and Administration Cluster Exam

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|---|---|
| BLTDM | Business Law & Ethics Team Decision Making |
| HRM | Human Resources Management |

### Entrepreneurship and Small Business Management Cluster Exam

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|---|---|
| ENT | Entrepreneurship Series |
| ETDM | Entrepreneurship Team Decision Making |

### Finance Cluster Exam

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|---|---|
| ACT | Accounting Applications |
| BFS | Business Finance |
| FCE | Financial Consulting Event |
| FTDM | Financial Services Team Decision Making |

### Hospitality and Tourism Cluster Exam

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|---|---|
| HLM | Hotel & Lodging Management |
| HTDM | Hospitality Services Team Decision Making |
| HTPS | Hospitality & Tourism Professional Selling |
| QSRM | Quick Serve Restaurant Management |
| RFSM | Restaurant & Food Service Management |
| TTDM | Travel & Tourism Marketing Team Decision Making |

### Marketing Cluster Exam

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|---|---|
| AAM | Apparel & Accessories Marketing |
| ASM | Automotive Services Marketing |
| BSM | Business Services Marketing |
| BTDM | Buying & Merchandising Team Decision Making |
| FMS | Food Marketing |
| IMCE | Integrated Marketing Campign-Event |
| IMCP | Integrated Marketing Campign-Product |
| IMCS | Integrated Marketing Campign-Service |
| MCS | Marketing Communications |
| MTDM | Marketing Management Team Decision Making |
| PSE | Professional Selling Event |
| RMS | Retail Merchandising |
| SEM | Sports & Entertainment Marketing |
| STDM | Sports & Entertainment Team Decision Making |

### Personal Financial Literacy Exam

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|---|---|
| PFL | Personal Financial Literacy Event |

### Events without an Exam

***The following events do not include the comprehensive exam as part of their competition.***

*However, some chapter Advisors may require students in these events to take the Marketing Cluster Exam.*

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|---|---|
| EIP | Innovation Plan |
| ESB | Start-Up Business Plan |