

## SAM PROUDLY ANNOUNCES

2017

# SAM MANAGEMENT CASE COMPETITION

The Society for Advancement of Management (SAM) is pleased to provide the opportunity to showcase students' management knowledge and skills in our annual Management Case Competition.

The Management Case Competition:

- Has two divisions – Open and Undergraduate
- Is open to all SAM Campus Chapters
- Provides the opportunity to compete with other students nationwide
- Provides feedback to the competing teams
- Provides certificates of participation to all team members
- Gives recognition in *SAM Advanced Management Journal* to the winning teams and universities

Location of the 2017 SAM Management Case Competition – The Thirty-Third Annual SAM Management Case Competition will be held on Friday, March 31, 2017, at the Rosen Plaza Hotel, Orlando, Florida, at the SAM International Business Conference.

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**CASE COMPETITION RULES:** Violating any of the following rules will disqualify the team.

1. Each SAM Campus Chapter is eligible to enter one team of two to five members in each division. Division definitions follow.  
**Undergraduate Division:** Students pursuing a bachelor's degree or any lower degree if all other eligibility requirements are met.  
**Open Division:** Students pursuing a master's degree or any lower degree if all other eligibility requirements are met.
2. Each team member must be on record with the International Headquarters of SAM as a paid member.
3. Each team member must register for the entire conference and pay the fees outlined in the conference material. **BECAUSE WE RECOGNIZE THAT EMERGENCIES ARISE, SUBSTITUTION WILL BE PERMITTED IF THE SAM HEADQUARTERS AND CASE COMPETITION DIRECTOR ARE NOTIFIED AS SOON AS THE SUBSTITUTION IS MADE AND THE SUBSTITUTE MEETS ALL OTHER ELIGIBILITY REQUIREMENTS.**
4. At least five teams must be entered in a division in order for SAM to certify competition and award prizes in that division.
5. Student teams agree that they will not seek outside help from any source after receiving the case. It is not acceptable to ask specific or general questions related to the case of anyone, or to have anyone read, listen to, watch, or provide feedback on the presentation. The presenting team is charged with doing its own work on the case with no assistance from anyone not on the team. It is NOT permissible to contact the case authors.
6. All deadlines below must be met.
7. Chapters wishing to receive case materials should contact the Conference Chair no later than February 1:  
Dr. Moustafa H. Abdelsamad, Professor of Finance  
Former Dean, College of Business  
6300 Ocean Dr., OCNR 383, Unit 5808  
Corpus Christi, TX 78412-5808  
TEL: (361) 825-3045; FAX: (361) 825-5609  
E-mail: [sam@samnational.org](mailto:sam@samnational.org)  
  
With a copy to: Dr. Sara Kiser  
SAM Management Case Competition Director  
Alabama State University  
College of Business Administration  
915 S. Jackson Street  
Montgomery, AL 36104  
TEL: (334) 229-5057  
E-mail: [skiser@alasu.edu](mailto:skiser@alasu.edu)
8. Case materials will be mailed in January to each campus chapter that has reported a minimum of 15 paid members.
9. After receiving their materials, chapters should review them to determine if they wish to compete. A Response Form will be included in the materials and must be returned to Dr. Abdelsamad with a copy to Dr. Kiser no later than February 15. Later entrants may not be permitted to compete.
10. The presentation and question session will last up to 25 minutes. Presentations will be limited to fifteen minutes. Judges will have the remaining time (typically 10 minutes) to ask questions.
11. Teams should provide a lead-in graphic that clearly identifies the school and participants' names.
12. Each team may select the media it feels will most effectively deliver its message. However, two caveats apply. First, SAM will provide only the following support equipment: tables, chairs, and a lectern, an LCD projector and screen. Teams must provide their own computers, extension cords, etc. Second, it will NOT be acceptable for teams to record (audio, movie, etc.) their presentation and show it to the judges. Teams should have other plans if an LCD projector does not work. Advisors and Coaches are not team members. **Those using Apple computers need to bring appropriate connectors. Those with IBM compatible computers need to also provide appropriate connectors (USB if there is no pin connector slot).**
13. Presentations will be closed to the public. Each team may, at their discretion, have two designated "listeners" attend their presentation. The designated listeners will not be permitted to ask questions, make comments, or provide direction of any kind to the team. That may result in disqualifying the team. Teams may audio or videotape their presentation so long as doing so does not interfere with SAM's videotaping the competition.
14. Each team and its faculty sponsor/advisor must certify that all work on the case and presentation was completed by those presenting the case and no others. A certification form will be provided with the case materials and must be submitted to the case competition director (or his/her representative) at the presentation.
15. By agreeing to participate in the Management Case Competition, each team is also agreeing to have its presentation videotaped. Upon request, each team will receive, as available, a videotape of the winning team in its division.