



2022-2023 DISTRICT INSTRUCTIONAL AREAS HIGH SCHOOL DIVISION

Competitive Event		Instructional Area
PRINCIPLES OF BUSINESS ADMINISTRATION EVENTS		
PBM		Customer Relations
PFN		Economics
PHT		Economics
PMK		Emotional Intelligence
PERSONAL FINANCIAL LITERACY EVENT		
PFL		Earning Income
TEAM DECISION MAKING EVENTS		
BLTDM		Marketing
BTDM		Market Planning
ETDM		Promotion
FTDM		Operations
HTDM		Customer Relations
MTDM		Promotion
STDM		Marketing
TTDM		Promotion
INDIVIDUAL SERIES EVENTS		
AAM	Scenario 1	Product/Service Management
AAM	Scenario 2	Operations
ACT	Scenario 1	Professional Development
ACT	Scenario 2	Financial Analysis
ASM	Scenario 1	Customer Relations
ASM	Scenario 2	Market Planning
BFS	Scenario 1	Economics
BFS	Scenario 2	Financial Analysis
BSM	Scenario 1	Market Planning
BSM	Scenario 2	Selling
ENT	Scenario 1	Economics
ENT	Scenario 2	Entrepreneurship
FMS	Scenario 1	Product/Service Management
FMS	Scenario 2	Selling
HLM	Scenario 1	Promotion
HLM	Scenario 2	Pricing
HRM	Scenario 1	Human Resources Management
HRM	Scenario 2	Communication Skills
MCS	Scenario 1	Promotion
MCS	Scenario 2	Market Planning
QSRM	Scenario 1	Information Management
QSRM	Scenario 2	Customer Relations
RFSM	Scenario 1	Selling
RFSM	Scenario 2	Promotion
RMS	Scenario 1	Market Planning
RMS	Scenario 2	Economics
SEM	Scenario 1	Promotion
SEM	Scenario 2	Emotional Intelligence