



# KELLEY SCHOOL OF BUSINESS

CENTER FOR GLOBAL SALES LEADERSHIP  
National Team Selling Competition

Wednesday, October 21 – Friday, October 23, 2020

## SCHEDULE OF EVENTS

- Wednesday, October 21, 6:00p-7:00p EST – welcome and instructions (all participants)
- Thursday, October 22, 8:45a-5:15p EST – first appointment (60 minute time commitment)\*
- Friday, October 23, 8:45a-4:35p EST – second appointment (60 minute time commitment)\*
- Friday, October 23, 5:15p-6:00p EST – conclusion and winners announced (all participants)
- \*Teams appointments detailed below. Teams will receive Zoom links via email.

COMPETITION ROUND 1 Thursday, OCT 22 EST	NTSC ROOM D	NTSC ROOM E	NTSC ROOM G	NTSC ROOM H
8:45a - 9:45a	Southern New Hampshire University	Penn State University	North Carolina A&T State University	Villanova University
9:45a - 10:45a	University of Tampa	University of Richmond	Northern Illinois University	University of North Alabama
10:45a - 11:45a	Indiana State University	University of North Carolina Wilmington	Indiana University	Florida International University
11:45a - 12:45p	Utah State University	Marian University	University of Wisconsin Parkside	Morehouse College
30 min break	30 min break	30 min break	30 min break	30 min break
1:15p - 2:15p	St Catherine University	University of New Mexico	University of Kansas	Michigan State University
2:15p - 3:15p	Xavier University of Louisiana	Baylor University	University of Wyoming	University of Washington
3:15p - 4:15p	University of San Diego	Winona State University	Weber State University	University of Missouri
4:15p - 5:15p	Ferris State University			
COMPETITION ROUND 2 Friday, OCT 23 EST	NTSC ROOM D	NTSC ROOM E	NTSC ROOM G	NTSC ROOM H
8:45a - 9:40a	Southern New Hampshire University	Penn State University	North Carolina A&T State University	Villanova University
9:40a - 10:35a	University of Tampa	University of Richmond	Northern Illinois University	University of North Alabama
10:35a - 11:30a	Indiana State University	University of North Carolina Wilmington	Indiana University	Florida International University
11:30a - 12:25p	Utah State University	Marian University	University of Wisconsin Parkside	Morehouse College
30 min break	30 min break	30 min break	30 min break	30 min break
12:55p - 1:50p	St Catherine University	University of New Mexico	University of Kansas	Michigan State University
1:50p - 2:45p	Xavier University of Louisiana	Baylor University	University of Wyoming	University of Washington
2:45p - 3:40p	University of San Diego	Winona State University	Weber State University	University of Missouri
3:40p - 4:35p	Ferris State University			