



DISTRICT INSTRUCTIONAL AREAS

HIGH SCHOOL DIVISION 2025-2026

Competitive Event			Instructional Area
PRINCIPLES OF BUSINESS ADMINISTRATION EVENTS			
PBM	Principles of Business Management and Administration		Customer Relations
PEN	Principles of Entrepreneurship		Information Management
PFN	Principles of Finance		Operations
PHT	Principles of Hospitality and Tourism		Economics
PMK	Principles of Marketing		Communication Skills
PERSONAL FINANCIAL LITERACY EVENT			
PFL	Personal Financial Literacy		Managing Credit
TEAM DECISION MAKING EVENTS			
BLTDM	Business Law and Ethics Team Decision Making		Customer Relations
BTDM	Buying and Merchandising Team Decision Making		Selling
ETDM	Entrepreneurship Team Decision Making		Product/Service Management
FTDM	Financial Services Team Decision Making		Financial Analysis
HTDM	Hospitality Services Team Decision Making		Customer Relations
MTDM	Marketing Management Team Decision Making		Economics
STDM	Sports and Entertainment Marketing Team Decision Making		Promotion
TTDM	Travel and Tourism Team Decision Making		Customer Relations
INDIVIDUAL SERIES EVENTS			
AAM	Apparel and Accessories Marketing Series	Scenario 1	Operations
		Scenario 2	Marketing-Information Management
ACT	Accounting Applications Series	Scenario 1	Financial Analysis
		Scenario 2	Financial Analysis
ASM	Automotive Services Marketing Series	Scenario 1	Promotion
		Scenario 2	Marketing
BFS	Business Finance Series	Scenario 1	Financial Analysis
		Scenario 2	Financial Analysis
BSM	Business Services Marketing Series	Scenario 1	Product/Service Management
		Scenario 2	Emotional Intelligence
ENT	Entrepreneurship Series	Scenario 1	Product/Service Management
		Scenario 2	Entrepreneurship
FMS	Food Marketing Series	Scenario 1	Market Planning
		Scenario 2	Customer Relations
HLM	Hotel and Lodging Management Series	Scenario 1	Promotion
		Scenario 2	Financial Analysis
HRM	Human Resources Management Series	Scenario 1	Emotional Intelligence
		Scenario 2	Communication Skills
MCS	Marketing Communications Series	Scenario 1	Promotion
		Scenario 2	Product/Service Management
QSRM	Quick Serve Restaurant Management Series	Scenario 1	Promotion
		Scenario 2	Market Planning
RFSM	Restaurant and Food Service Management Series	Scenario 1	Customer Relations
		Scenario 2	Information Management
RMS	Retail Merchandising Series	Scenario 1	Promotion
		Scenario 2	Product/Service Management
SEM	Sports and Entertainment Marketing Series SEM	Scenario 1	Selling
		Scenario 2	Customer Relations