



CAREER CLUSTER
Hospitality and Tourism

CAREER PATHWAY
Economics

PRINCIPLES OF HOSPITALITY AND TOURISM EVENT

PARTICIPANT INSTRUCTIONS

This event is presented to you through your review of the Career Competencies, Performance Indicators and Event Situation.

You have up to 10 minutes to review this information and prepare your presentation. Using the materials provided, you may make notes to use during your presentation.

You will have up to 10 minutes to present to the judge(s).

You will be evaluated on your solution to the event situation, how you incorporate the performance indicators of this event and how you demonstrate the career competencies.

Turn in all your notes and event materials when you have completed the event.

SOLUTION

- Unique – Demonstrate original thinking, fresh perspectives and an insightful approach.
- Practical – Develop an actionable/viable solution in a real-world context.
- Effective – Develop a solution that achieves relevant outcomes.

CAREER COMPETENCIES

- Critical Thinking – Think critically to understand and solve problems.
- Communication – Communicate clearly, effectively and with reason.
- Decision Making – Consider the impacts of decisions.

PERFORMANCE INDICATORS

- Describe the functions of prices in markets.
- Explain the principles of supply and demand.
- Identify factors affecting a business's profit.
- Explain the concept of competition.

EVENT SITUATION

You are to assume the role of a server at TACO CAFÉ, a local restaurant open during breakfast and lunch hours featuring a variety of tacos. A coworker (judge) wants you to explain why the price of certain menu items have increased.

TACO CAFÉ is a popular spot for breakfast due to the variety of breakfast tacos on the menu. TACO CAFÉ promoted a special of 3 breakfast tacos for \$5 for the last two years, but recently management had to end the promotion. The skyrocketing price of eggs resulted not only in the end of the promotion, but the price of any taco containing eggs increased by a dollar.

The coworker (judge) wants you to explain why the price of tacos containing eggs increased. The coworker (judge) does not understand how food costs and menu pricing affect TACO CAFÉ'S profits.

You will explain economics to the coworker (judge) in a role-play to take place at the restaurant. The coworker (judge) will begin the role-play by greeting you and asking about the pricing. After you have explained the information and have answered the coworker's (judge's) questions, the coworker (judge) will conclude the role-play by thanking you for your work.

JUDGE INSTRUCTIONS

JUDGE CHARACTERIZATION

You are to assume the role of an employee at TACO CAFÉ, a local restaurant open during breakfast and lunch hours featuring a variety of tacos. You want the server (participant) to explain why the price of certain menu items have increased.

TACO CAFÉ is a popular spot for breakfast due to the variety of breakfast tacos on the menu. TACO CAFÉ promoted a special of 3 breakfast tacos for \$5 for the last two years, but recently management had to end the promotion. The skyrocketing price of eggs resulted not only in the end of the promotion, but the price of any taco containing eggs increased by a dollar.

You want the server (participant) to explain why the price of tacos containing eggs increased. You do not understand how food costs and menu pricing affect TACO CAFÉ'S profits.

The participant will present information to you in a role-play to take place at the restaurant. You will begin the role-play by greeting the participant and asking to hear about pricing.

During the course of the role-play, you are to ask the following questions of each participant:

1. What should we tell customers that ask about the price increase?
2. When will we be able to lower prices or offer the promotion again?

Once the server (participant) has presented information and has answered your questions, you will conclude the role-play by thanking the server (participant) for the work.

You are not to make any comments after the event is over except to thank the participant.

EVALUATION INSTRUCTIONS

- The participants are to be evaluated on their solution and ability to apply the specific performance indicators stated on the cover sheet of this event and restated on the Judge’s Evaluation Form. Although the participants may demonstrate other performance indicators, those listed in the Performance Indicators section are the selected ones you are evaluating for this particular event.
- Maintain a consistent expectation when evaluating each participant.
- The maximum score for the evaluation is 100 points. The presentation will be weighted twice (2 times) the exam score.

Levels of Evaluation

FOCUS AREA	NOVICE	DEVELOPING	PROFICIENT	EXEMPLARY
Content Understanding	Demonstrates a limited or inaccurate understanding of key concepts.	Demonstrates a basic understanding of key concepts.	Demonstrates a solid understanding of key concepts and clearly explains and supports ideas using appropriate evidence.	Demonstrates comprehensive understanding of concepts and applies them effectively to solve the scenario, including in more complex or extended contexts.
Application of Performance Indicators and Career Competencies	Lists the performance indicators and career competencies, but understanding is incomplete or inaccurate.	Defines the performance indicators and career competencies, but does not connect them to solve the objective of the case study scenario.	Explains the performance indicators and career competencies and connects them to solve the objective of the case study scenario.	Strategically applies the performance indicators and career competencies and connects them to comprehensively solve the objective of the case study scenario.
Reasoning	Ideas are unclear, inaccurate, or lack logical support. There is no application of the ideas and concept.	Ideas are present and somewhat logical but contain gaps in reasoning, development, or supporting evidence.	Ideas are logical, well-developed, and supported with appropriate evidence, with only minor gaps.	Ideas are logical, well-supported using appropriate business concept and theories and demonstrates reasoning with clear practicality and real-world relevance.
Workplace Readiness	Participants represent an employee who requires significant guidance and support to complete tasks.	Participants represent an employee who demonstrates basic skills and can complete routine tasks with some guidance.	Participants represent an employee with solid skills and who works independently to complete tasks effectively.	Participants represent an employee with advanced skills, works independently, and adapts effectively to new or unpredictable challenges.



PRINCIPLES OF HOSPITALITY AND TOURISM – 2026

JUDGE'S EVALUATION FORM
DISTRICT EVENT

Participant: _____

INSTRUCTIONAL AREA:
Economics

ID Number: _____

Rate the participant's ability to:		Novice	Developing	Proficient	Exemplary	Judged Score
PERFORMANCE INDICATORS						
1.	Describe the functions of prices in markets.	0-1-2-3	4-5-6-7	8-9-10-11	12	
2.	Explain the principles of supply and demand.	0-1-2-3	4-5-6-7	8-9-10-11	12	
3.	Identify factors affecting a business's profit.	0-1-2-3	4-5-6-7	8-9-10-11	12	
4.	Explain the concept of competition.	0-1-2-3	4-5-6-7	8-9-10-11	12	
SOLUTION						
5.	Unique Demonstrate original thinking, fresh perspectives and an insightful approach.	0-1-2	3-4-5	6-7	8	
6.	Practical Develop an actionable/viable solution in a real-world context.	0-1-2	3-4-5	6-7	8	
7.	Effective Develop a solution that achieves relevant outcomes.	0-1-2	3-4-5	6-7	8	
CAREER COMPETENCIES						
8.	Critical Thinking Think critically to understand and solve problems.	0-1	2-3	4-5	6	
9.	Communication Communicate clearly, effectively and with reason.	0-1	2-3	4-5	6	
10.	Decision Making Consider the impacts of decisions.	0-1	2-3	4-5	6	
OVERALL IMPRESSION						
11.	Demonstrate overall career readiness through professionalism, poise and confidence.	0-1-2-3	4-5-6	7-8-9	10	
TOTAL SCORE						