

NOTES

Work-Based Learning Student Guide:

ODUNHE Education

YOUR SURVIVAL IN THE BUSINESS WORLD !



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TEAM THE THEME!!



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## FACTS ABOUT DECA

1. The various membership divisions of DECA are:

- a. High School Division
- b. Collegiate Division
- c. Alumni Division
- d. Professional Division

2. DECA operates in all 50 states plus Puerto Rico, the District of Columbia, Guam, Canada, Germany, China, Hong Kong, Korea & Mexico.

3. Persons belonging to a DECA chapter are members not "DECA students".

4. DECA is the youth organization, Marketing Education is the class.

5. Competitive events are available in a variety of topics and formats for student members to choose.

6. Scholarships are made available to DECA members from the following sources:

DECA, Inc.

Hilton International

Otis Spunkmeyer

The Men's Warehouse

Johnson & Wales University

CTAT

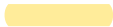
Marriott

Napa

Safeway

Walgreens

And more....



## On -The -Job Training:

The purpose of the on-the-job training phase of the Marketing Education Program is to provide planned learning experiences in marketing and management occupations. Your training sponsors or supervisors have and will agree to provide you with a minimum of 15 hours of work experience for which you will receive pay and school credit. You will receive 3 credits for a full school year.

On-the-job training is an important part of the Marketing Education Program. A job is more than a way of earning a living; it is a way of life. Knowing what your job is, being ready to work, and fitting into the company are the ways in which you become a valuable employee. If you give an M ech

OE Program Learning Objectives:

- Depending on the actual course, students will learn the following objectives:
- Salesmanship
  - Free Enterprise
  - Distribution
  - Display
  - Retail Math Concepts
  - Communications
  - Entrepreneurship
  - Advertising
  - Pun tising

- You are responsible for your transportation to and from your training station.
- x In the event that you are fired or released from the job because of improper work procedures or poor work habits, you will be removed from the ME program. A failing grade and no credit will be given for the on-the-job training.
- If you are laid-off or released from the job because of unforeseen circumstances, you



- x No phone calls or visits by friends while you are working. You can visit or see them after work.
- x Shoplifting in your business or any other business is grounds for IMMEDIATE DISMISSAL from the program. This includes giving out merchandise to your friends.
- x Listen and follow directions. Ask questions when in doubt. Do not be afraid to ask for help. However, make every effort to remember what you were told, rather than to ask multiple times.
- x Be cooperative. Be ready to help other employees when possible.
- x Learn as much as you can about the products or services of your company.
- x Obey all company rules and regulations.
- x Look alive and show your enthusiasm. Be sure you have plenty of rest. Maintain good physical condition. Look and act as if you enjoy your job.
- x Leave your perr y! f MfMa ali m