

**Question 9: How can you teach students to complete projects? We can't get all those chapters covered before it is time to compete.**

**Allen Gancarz**

Deadlines need to be set and followed. The bottom line is that if your project is not completed on time you will not be attending the next conference.

**Mike Karpie**

Set milestones for the kids—daily, weekly or monthly due dates. Do not expect the kids to take a huge project and complete it all at once on time. They need to take baby steps and see success along the way. No one can lift 1,000 pounds, but everyone can manage 20 pounds at a time.

**Bill Lind**

The curriculum is a blend. Don't get in a hurry to complete a chapter. You're supposed to be teaching, not completing chapters. We did try to complete units that are more important for competition before they competed; i.e. salesmanship, promotion, free enterprise. Finishing projects is all about team building and individualized instruction. Teaching does not stop when you start an individual or team on a project. Every time you meet with those students you need to focus on their next step and helping them get there. You also need to have contingency and alternative plans for working through things. Don't let them sit. They will lose their motivation.

**Lucinda Mason**

How do I get them to complete projects—let me know when you find out!! No, you can't get all the chapters covered. Hopefully, they signed up to compete in something they are interested in, and if so, you can give them materials to study on their own. Do they actually do it? Some do and some don't. All you can do is encourage. If they get that first taste of competition and are successful, that goes a long way in getting them to prepare for the next level.

**Dennis Sweetapple**

I have to start on the chapters that are dealing with projects and then return to the beginning chapters to keep the students on task. I have freshmen through seniors with all levels just starting in the marketing program, so sometimes the students have to work on their own to prepare for competition.

**Debbie Tixier**

I have a third-year business, management and ownership class where the students' main focus is to complete a DECA written project. These projects seem huge and a lot of work, but if you break it down into small, manageable units, it is easier to complete. Some of my second-year students complete these projects, but I then have to meet after school to mentor them because class time is spent on completing our curriculum. Projects are very time consuming and take a lot of extra effort on the advisor's part. They are a wonderful teaching tool, help get students ready for college business programs, and help us integrate curriculum with the English department.

I really didn't start doing projects until five years ago, and I got started by attending Dennis Sweetapple's workshop at the international conference that year. That was undoubtedly the best workshop I have ever attended. It helped me to get started and taught me another way to help my students succeed. The more you do the written events, the easier they get, and we have had lots of success with our written projects in the last four years.