
Contents

[What is JDC West?](#)

[Your Role](#)

[Time Commitments](#)

[Coaching Resources](#)

[Contact Information](#)

What is JDC West?

[JDC West](#) is Canada's largest business competition and is a three-day event that showcases academics, athletics, debate, and an out-of-the-box social competition. The part we're asking for your help on is the academic case competition.

The format of the case competition has a team of three students assume the role of consultants for a three-hour period. In this time they analyze a business case study¹, prepare a series of recommendations, and present to a panel of judges for 20 minutes.

Your Role

There are three ways to get involved, with opportunities for overlap as well. The schedules for each are [here](#).

1. **[3-5 hours/week] Academic Coach.** Each academic team will have 3-5 coaches work with them every week from September 6 to January 14. Coaches read the case, watch the presentation, and provide feedback. Additionally, coaches are welcome to come to our workshops and run breakout sessions for their small team.
2. **[2-4 hours/event] Mock Case Competition (MCC) Judge.** We have five MCCs this year. These are designed to replicate the academic component of the JDC West weekend, and judges would be expected to judge at least two MCCs. Coaches are encouraged to be MCC judges as well!
3. **[2-4 hours/event] Simulation Judge.** We have two Simulations this year. These are designed to replicate the *entire* JDC West weekend, and judges would be expected to judge at least one simulation. We highly suggest this role for those wishing to get involved but with a minimal time commitment.

With each role you get a chance to work with the brightest and hardest working students in Western Canada. The average and median GPA of this year's competitors is **3.90**, and each student is committed to

¹ There are 10 case study disciplines: accounting, business strategy, entrepreneurship, finance, human resources, international business strategy marketing, management information systems, not-for-profit strategy, and taxation.

Sauder JDC West | Coaching Information

Information package for JDC West Coaches and Judges. ([Back to Top](#))



putting in 20 hours/week² to JDC West this year. In the summer, those in Vancouver spent every Saturday in a Strategy and Advanced Corporate Finance class with us from 9:00am – 6:30pm discussing cases they spent about 15 hours during the week to prepare. Those abroad also prepared their cases and submitted them for review on a weekly basis.

We think this is a wonderful opportunity for students, coaches, and judges alike to learn and grow together. We are here to support the development of all and will provide the resources and environment for that.

Time Commitments

Competitors

For reference, [here](#) is the schedule all academic competition members received (excluding case practices). Competitors have also completed our summer development program³, which required them to analyze 2-4 cases each week along with 3-4 supplementary readings. Coaches and judges are welcome to come to any of the Weekends, especially if they want to use some of that time to run a breakout session with their team. In the past coaches and teams have struggled to coordinate times, so we've set aside times on Saturdays and some Sundays for that.

Academic Coach Schedule

Note that all coaches are welcome to be MCC judges as well and attend the simulations. Additionally, as mentioned above, coaches are welcome to attend any of the workshops or MCC days before the MCC begins to run team specific workshops.

Date	Event	Description	Location	Time (Tentative)
Weekly from September 14 to January 14.	Regular Case Practice	Read case, watch team's presentation (20-30 min), provide feedback (1-2 hrs)	Coaches choose (often company boardrooms)	(2-3 hours) x ~18
At your discretion (we suggest once or twice).	Extended Case Practice	Coach(es) work through the entire case (including the prep) with their team.	Coaches choose (often company boardrooms)	(5-6 hours) x ~2

² We repeatedly reopened applications for *four months* to find the perfect team. These students put in 30 hours/week into JDC West this summer alongside their full time jobs, so feel free to work them as hard as you want—they'll thrive with it, we promise!

³ **Summer Development Program.** Students this year were required to spend the summer (May to July) taking a course with us primarily on Strategic Management and Finance. Every week they were required to read approximately 5 HBR articles (~15 pages each) and prepare 3 case studies (~20 pages each). On Sunday we would meet to discuss the cases from 9:00am – 6:30pm.

The course's curriculum, modelled heavily after the first year strategy and finance courses of Harvard, Ivey, and Darden, was meant to address the most common feedback our JDC West teams have been receiving: a disconnect between their recommendations and the organization's overarching strategy. If you're interested in the course outline feel free to e-mail us!

Mock Case Competition Judge Schedule

Note that the September competition dates are still in flux as we work out workshop times, but all the times are flexible if there is demand to move them to a more convenient time of day.

Date	Event	Description	Location	Time (Tentative)
September				
Sunday, September 18th	Mock Case Competition #1,	<ul style="list-style-type: none"> ● Watch ~2 presentations (25 minutes). ● Provide feedback (1 hour per group). 	UBC Point Grey Campus	3:00pm – 6:00pm (3 hours)
Sunday, September 25th	Mock Case Competition #2			3:00pm – 6:00pm (3 hours)
October				
Sunday, October 16th	Mock Case Competition #3	<ul style="list-style-type: none"> ● Watch ~2 presentations (25 minutes). ● Provide feedback (1 hour per group). 	UBC Point Grey Campus	3:00pm – 6:00pm (3 hours)
Sunday, October 23rd	Mock Case Competition #4			3:00pm – 6:00pm (3 hours)
November				
Sunday, November 12th	Mock Case Competition #5	<ul style="list-style-type: none"> ● Watch ~2 presentations (25 minutes each). ● Provide feedback (1 hour per group). 	UBC Point Grey Campus	3:00pm – 6:00pm (3 hours)
Saturday, November 26th	Mock Case Competition #6			3:00pm – 6:00pm (3 hours)
Sunday, November 27th	Mock Case Competition #7			3:00pm – 6:00pm (3 hours)

Simulation Judge Schedule

Note that the dates are fixed, but the times are flexible if there is demand to move them to a more convenient time of day. Regardless we will be providing lunches and dinners for all guests.

Date	Event	Description	Location	Time (Tentative)
November				
Saturday, November 5th	Simulation #1 (Day 1)	<ul style="list-style-type: none"> ● Watch ~2 presentations (25 	UBC Point Grey Campus	TBA (2-4 hours)

Sauder JDC West | Coaching Information

Information package for JDC West Coaches and Judges. ([Back to Top](#))



		<p>minutes each).</p> <ul style="list-style-type: none"> ● Provide feedback (1 hour per group). ● Lunch/dinner with all judges, coaches, and competitors 		
Sunday, November 6th	Simulation #1 (Day 2)	<ul style="list-style-type: none"> ● Watch ~2 presentations (25 minutes each). ● Provide feedback (1 hour per group). ● Lunch/dinner with all judges, coaches, and competitors 	UBC Point Grey Campus	TBA (2-4 hours)
January				
Monday, January 2nd	Simulation #2	<ul style="list-style-type: none"> ● Watch ~2 presentations (25 minutes each). ● Provide feedback (1 hour per group). ● Lunch/dinner with all judges, coaches, and competitors 	UBC Point Grey Campus	TBA (2-4 hours)

Coaching Resources

- **Case Studies.** Coaches will be provided with relevant cases along with expected learning outcomes from each case.
- **Coaching workshop.** Our head coaches, Chad Dylan and Dylan Callow, will be providing all coaches with material outlining best practices in how to coach.
- **Discipline Specific Learning Plans.** New in 2017, coaches will be provided with a detailed learning plan for their discipline. These are broken down into modules with readings covering every topic in the discipline from an academic perspective.
- **Prior year case analysis.** Also new in 2017! Our head coaches and captains went through every JDC West case from 2010 onwards to determine (a) what each discipline truly entails in the context

Sauder JDC West | Coaching Information

Information package for JDC West Coaches and Judges. ([Back to Top](#))



of JDC West, and (b) what a typical case in each discipline looks like. Coaches will be provided an outline of this analysis so they know what they are training their competitors for.

All of these resources will be provided to coaches at the beginning of September before our teams meet for the first time.

Contact Information

- E-mail the captains (Jason and Kevin Dhami) at sauder.jdcw@gmail.com or head coaches (Chad Embree and Dylan Callow) at headcoaches.jdcw@gmail.com if you have any questions.