

RULES AND REGULATIONS

THE COMPETITION:

1. Open to all educational institutions and youth organizations.
2. There are two categories of the competition:
 - i. Junior Category: Open to students from primary schools, secondary schools and madrasahs.
 - ii. Open Category: Open to students from Institute of Technical Education, polytechnics and youth groups

OBJECTIVE:

1. To instill the entrepreneurship spirit among young Singaporeans.

ELIGIBILITY:

- i. Age: Junior Category: 10 to 18 years old;
Open Category: 10 to 20 years old;
- iii. Race: Multi-racial.

THE PARTICIPATING INSTITUTION:

1. Shall form a fictitious company to represent their institution.
2. Shall give a name to their fictitious company: *e.g. ABC Pte Ltd, ABC Enterprise.*
3. Shall use their fictitious company name to identify their institution throughout the competition.
4. Each company shall consist of;
 - a). one manager;
 - b). one supervisor;
 - c). one cashier;
 - d). four sales personnel;
 - e). three part-time staff (to act as reserve members of the team).
5. Only one team is allowed per institution.

CHANGE OF PARTICIPANTS:

1. The participating institution may make changes to its team members. Any such changes must be made known to the organizer, using a prescribed form available from the secretary. This notification must reach the organizer by 26 June 2010.
2. Participation Certificates will be awarded in accordance to the final list of team members submitted by the participating institution.

SEED MONEY:

1. Participating institutions may request for \$250 seed money.
2. The seed money shall be refunded to the organizer upon redemption of coupons.
3. The organizer will not seek refund of the seed money from any institution that does not register a substantial profit.

SEGMENTS OF THE COMPETITION:

1. SALE OF COUPONS: Each participating institution will be provided with 100 books containing four \$1 coupons and three \$2 coupons each (Total: \$10 per book) to sell. Participating institutions may request for more coupons. All monies collected from the sale of the coupons shall be refunded to Kesuma before 26 June 2010.
 - i. All monies refunded to Kesuma shall be in cash or a cashier's order addressed to 'Association of Malay Entrepreneurs'.
 - ii. No cheque payment will be accepted;
 - iii. Points will be allotted based on the number of coupons sold (see Scoreboard).
2. Buyers will use the coupons to purchase items during the Grand Finale.
3. SEMINAR AND WORKSHOP: A half-day session from 2.30 pm to 5 pm. Compulsory for all participants. Date: 7 May 2010 at ITE HQ, 10 Dover Drive, Singapore 138683. An invitation will be sent to all company managers. All managers are required to sit for a test (company personnel may assist) at the end of the session. Points will be allotted based on their answers (see Scoreboard).

4. BUSINESS ASSIGNMENT (formerly 'on-the-job assignment'): A half-day session. Compulsory for all participants. Date: 21 May 2010 Time: 2.30 pm - 5.30 pm to be held at ITE College Central, Bishan Campus, 21 Bishan Street 14, Singapore 579781. An invitation will be sent to all company managers. Points will be allotted based on the company's performance (see Scoreboard)
5. GRAND FINALE: A full-day session from 9 am to 6 pm. Compulsory for all participants. Date: 4 July 2010. Venue: HDB Hub Mall, Toa Payoh Central. An invitation will be sent to all company managers. Points will be allotted based on the company's performance (see Scoreboard).
 - i. All participating institutions must ensure that their teams take part in the Grand Final, failing which the organizer reserves the right to claim from such institution fees for attending the Seminar and Workshop, participation in the Business Assignment and rental for the reserved table space, to a maximum of \$500.
 - ii. All participating institutions will be provided with two tables to display and sell their products.
 - iii. All participating institutions shall ensure that there is no obstruction of the pathway and that they do not intrude into the areas of other participants.
 - iv. The sale of food and drinks is strictly prohibited.
 - v. There shall be no open fires within the provided area.
 - vi. Strictly no monetary transaction is allowed on the day.
 - vii. All transactions shall be by way of coupons.
 - viii. Extra coupons may be purchased from the Yescom booth.
 - ix. Coupons are redeemable for cash at the Kesuma office from 19 July to 21 August 2010. Address: 799 Geylang Road #02-02 Singapore 389640.
 - x. A 10% administration fee will be deducted from the total amount redeemed.
 - xi. Coupons not redeemed by 21 July 2010 will be considered null and void.
6. PROFIT AND LOSS ACCOUNT:
 - i. All cashiers must submit the company profit and loss account after the Grand Final.
 - ii. The profit and loss account must be in the format taught during the Seminar and Workshop session.
 - iii. Points will be allotted based on the preparation of the accounts (see Scoreboard).
 - iv. The closing date for submission of the profit and loss account is 21 August 2010.
 - v. Any profit and loss account submitted after 21 August 2010 will not be considered.
7. AWARD PRESENTATION CEREMONY: To be held on 25 September 2010. Time: 2.30 pm – 5.00 pm. Venue to be confirmed. An invitation will be sent to all company managers. Compulsory for all participants and persons-in-charge.
8. THE WINNER: The participating institution with the highest points will be declared Yescom 2010 champion.
9. All participants will receive a Participation Certificate.
10. APPLICATION:
 - a. Kindly fill in the attached application form and submit it to us by:
 1. Fax: 6346 6856,
 2. E-mail: admin@kesuma.org.sg / ibrahimariff@yahoo.com
 3. Mail: The Secretary, Yescom 2010, Singapore Post Centre P.O. Box 361, Singapore 914013
 - b. Closing date: 12 March 2010.
 - c. Late applications will not be considered.



**Complete form
and return by mail to:**

**YESCOM 2010
c/o Association of Malay Entrepreneurs
Singapore Post Centre P.O. Box 361
Singapore 914013**

Or by Fax to: 63466856

**or email to:
admin@kesuma.org.sg /
ibrahimariff@yahoo.com**

APPLICATION FORM

Name of Institution: _____

Type of Institution: School / Association / Group (Delete where not appropriate)

Address: _____

_____ **Postal Code:** _____

Person in Charge: _____ **Designation:** _____
(Must be an adult)

Tel: _____ **Fax:** _____ **H/p:** _____

Email: _____

I, the person in charge of the above participating institution, agree and undertake to abide by all the Rules and Regulations governing the competition. I also agree to fully indemnify the organizer, their partners, agents, staff and members against all claims, demands, actions, losses, costs and expenses of any nature whatsoever arising from our participation in Yescom 2010, and we agree to be solely responsible for our exhibits and properties and all such like articles.

I also understand that while every precautionary measure has been taken by the organizer to ensure the safety and security of the participants, the organizer, their partners, agents, staff and members shall not be liable for any mishap of any kind whatsoever suffered by the participants while taking part in Yescom 2010.

Signature of Person in Charge,

Chop of Institution,

Date: _____

NOTE:

- 1. Application form must reach the organizer before 12 March 2010**

SCOREBOARD

S/N	CRITERIA	POINTS
1.	Sales of Coupons	50
2.	Seminar and Workshop	50
3.	Business Assignment	50
4.	The Grand Finale	
	Promotion and Publicity	25
	Showcase and Decoration	25
	Teamwork	25
	Leadership Quality	25
	Parents/school support	50
	Product Creativity and Service	50
	Profit and Loss	50
		250
5.	Presentation of Statement of Account	50
TOTAL POINTS		450
6.	BONUS POINT	POINTS
	Sales of Coupons	
	i. Top Sales	50
	ii. Second Position	30
	iii. Third Position	20
	Business Assignment	
	i. Best Implementation	50

NOTES:

1. The judges reserve the right to deduct points from a team who:
 - i. Does not perform in accordance to the rules and regulations governing the competition;
 - ii. Acts in a manner that may, in the judges' opinion, obstruct, intrude and / or disturb the performance of other participating institutions.
2. In the event of a misbehavior that may disrupt the conduct of the competition and / or cause the reputation of the organizers to be tarnished, the judges reserve the right to penalize the participants and / or the participating institution and prevent them from taking part or continue to take part in the competition.
3. The decision of the judges is final.