



Spring 2023  
Tri State Challenge  
October 19-20, 2023



### Semi Finals Role Play Scenario

Prospect: John Christner Trucking, Inc. Website: <https://www.johnchristner.com>

Semi-finals Contact: John Noble, Operations Manager

Congratulations, you impressed Bob Kaiser, and he agreed to get you a meeting with John Noble. Based on social media profiles; you were able to learn that John is a 2005 graduate of the University of Oklahoma's MBA program. Also, his profiles revealed that he has an undergraduate degree in marketing/supply chain management from the University of Oklahoma. You learned from Jeremy that he and John are close personal friends, and that John and his wife often travel with Jeremy and his wife. In fact, John's wife and Jeremy's wife are going on a Caribbean cruise next month. With that information, you were feeling pretty confident until Jeremy also told you that for some reason John has been a bit distant recently, but he wasn't sure why.

During your meeting with Bob, you learned that as the operations manager, John is responsible for management and coordination of the logistics leadership team. The logistics leadership team includes the following individuals: Jason Sutherlin (East Coast), Stephen Chapman (Western Region), Hilda Aviles (Central Plains), and Carlos Rivera (Intra-California). Coordination and management of this team means that each regional manager is basically responsible for the shipping that occurs within his/her geographic region, but that shipping among the regions is coordinated by John. John is also ultimately responsible for ensuring that schedules are met. John basically trusts his subordinates, but ultimately he is the one that has to

explain any delays, failures, lost or damaged goods to his bosses Cori Manzi (Vice President of Brokerage Operations) and Dustin Byrd (Vice President of Account Management).

Your goal for this meeting is to figure out how you can get Love's back on track with JCT, and hopefully increase JCT's business with Love's. It may take one more meeting to finalize the deal. If it does take an additional meeting, you need to get a third and final meeting scheduled.