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| **FUTURE BUSINESS LEADER** |
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| 1)  | If the cost of producing one unit of a product is $10 and the firms add a mark-up of 40%, what is the selling price? |
|  | A) $6.00 |
|  | B) $10.40 |
|  | C) $14.00 |
|  | D) $15.40 |

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| 2)  | The term used to describe when people believe that norms, values, and beliefs of their own culture represent only correct ways of dealing with the world is called: |
|  | A) cultural relativism. |
|  | B) stereotyping. |
|  | C) ethnocentrism. |
|  | D) polycentrism. |

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| 3)  | When you work alone at the office after regular hours you should **not \_\_\_\_\_.** |
|  | A) keep an open-door policy |
|  | B) work near a phone and keep emergency telephone numbers handy |
|  | C) get to know the cleaning staff and when to expect them |
|  | D) lock all doors to your work area |

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| 4)  | A ratio is \_\_\_\_\_. |
|  | A) the quantitative relation between two amounts |
|  | B) an equation |
|  | C) always equal to 1 |
|  | D) never equal to 1 |

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| 5)  | What is the purpose of a union? |
|  | A) to promote a given brand or industry |
|  | B) to create a fraternal organization of employees of a certain industry |
|  | C) to make employees learn specific skills |
|  | D) to improve workers’ economic status and working conditions |

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| 6)  | Net sales **-** Cost of goods sold = \_\_\_\_\_. |
|  | A) net loss |
|  | B) gross profit |
|  | C) net profit |
|  | D) net worth |

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| 7)  | Scarcity is when \_\_\_\_\_. |
|  | A) there are not enough productive resources and unlimited needs |
|  | B) there are few needs |
|  | C) resources meet all needs |
|  | D) there are few products |

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| 8)  | Economics that examines the factors that influence individual economic choices and how markets coordinate the choices of various decision makers is \_\_\_\_\_. |
|  | A) socioeconomics |
|  | B) macroeconomics |
|  | C) choice economics |
|  | D) microeconomics |

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| 9)  | Convenience food packaging adds value to \_\_\_\_\_. |
|  | A) product freshness |
|  | B) product protection |
|  | C) product advertising |
|  | D) product utility |

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| 10)  | Theft of personal property is \_\_\_\_\_. |
|  | A) larceny |
|  | B) perjury |
|  | C) forgery |
|  | D) false pretense |

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| 11)  | If no state chapter submits a candidate for a particular FBLA national office by the deadline, then the deadline for that office shall be extended to \_\_\_\_\_. |
|  | A) May 15 |
|  | B) June 1 |
|  | C) May 1 |
|  | D) June 15 |

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| 12)  | The first FBLA Chapter was formed in\_\_\_\_\_. |
|  | A) 1962 |
|  | B) 1942 |
|  | C) 1968 |
|  | D) 1957 |

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| 13)  | FBLA has \_\_\_\_\_\_ competitive events. |
|  | A) 150+ |
|  | B) 40 |
|  | C) 70+ |
|  | D) 50 |

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| 14)  | The \_\_\_\_\_ is considered the pinnacle of the FBLA and PBL experience. |
|  | A) PBL Career Connections Conference |
|  | B) IFL |
|  | C) NLC |
|  | D) Fall Leadership Conference |

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| 15)  | Which motion would be proposed to kill a pending main motion and avoid a vote on it for the rest of the meeting? |
|  | A) reconsider |
|  | B) rescind |
|  | C) postpone indefinitely |
|  | D) postpone to a certain time |

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| 1) | C |
| 2) | C |
| 3) | A |
| 4) | A |
| 5) | D |
| 6) | B |
| 7) | A |
| 8) | D |
| 9) | D |
| 10) | A |
| 11) | D |
| 12) | B |
| 13) | C |
| 14) | C |
| 15) | C |