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| **FUTURE BUSINESS LEADER** | |
| |  |  | | --- | --- | | 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 |