

BUSINESS MANAGEMENT ASSESSMENT

Section One: Circle the answer or answers that best apply to the question.

1. Which of the following are business expenses?

- | | |
|---|--|
| a. personal care | c. revenue |
| <input checked="" type="radio"/> b. advertising | <input checked="" type="radio"/> d. supplies |

2. Which two bank services is a new business likely to need?

- | | |
|------------|--|
| a. balance | <input checked="" type="radio"/> c. loan |
| b. salary | <input checked="" type="radio"/> d. checking account |

3. Prices for products that are popular often will _____.

- | | |
|--|------------------|
| a. remain constant | c. supply less |
| <input checked="" type="radio"/> b. be priced higher | d. be worth less |

4. What is the term for the revenue left over after paying business costs?

- | | |
|--|--------------|
| <input checked="" type="radio"/> a. profit | c. inventory |
| b. gross balance | d. loss |

Section Two: True or false?

5. Charging more for an item guarantees a higher profit. T ☒ F

6. A quality business follows a model of best practices. ☒ T F

7. Good advertising only tells people what they want to hear about a product. T ☒ F

8. Net pay is the amount of money a worker receives from an employer. ☒ T F

Section Three: Fill in the blanks

9. The money a business collects from sales is called revenue.

10. Selling price is the amount of money a buyer pays and a seller receives (or gets) for a good or service.

11. To make a profit, a business's revenue has to be greater than its costs.

12. The goods that a business has in stock to sell are called inventory.

BUSINESS MANAGEMENT ASSESSMENT (continued)

13. As an employee of a business at *JA BizTown*, you will receive two paychecks and need to deposit them in the bank.

14. When depositing a check, it is important to endorse it.

15. Describe the characteristics of a good advertisement. grabs a buyer's attention; holds a person's interest; creates a desire for the product; prompts a person to buy the product

16. Why is teamwork important to a quality business?
Employees who work together can help a business provide good customer service. It takes all employees to get the tasks done at JA BizTown for the business to be successful.