### Student Information

1. What are the first three letters of your last name?  
2. When were you born?  
<table>
<thead>
<tr>
<th>Month</th>
<th>Day</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
3. What grade are you in? *(Please check one only.)*
   - [ ] 9th  
   - [ ] 10th  
   - [ ] 11th  
   - [ ] 12th  
   - [ ] Other_________
4. NOT including this program, how many times have you participated in Junior Achievement?  
   - [ ] This is my first time  
   - [ ] 1  
   - [ ] 2  
   - [ ] 3  
   - [ ] 4  
   - [ ] 5 or more

### Knowledge Questions (Please circle the correct answer.)

1. Selling shares of stock to get start-up money for a new company is called:  
   - [ ] Liquidation  
   - [ ] Bankruptcy  
   - [ ] Capitalization  
   - [ ] Dividends
2. A __________ represents a company’s dream of where it wants to go and what it wants to be.  
   - [ ] market report  
   - [ ] business plan  
   - [ ] stock portfolio  
   - [ ] vision statement

Read the statement below and then answer Question 3.

You are the head of the Marketing Department at a start-up company that produces and distributes organic baked goods to supermarkets across the state. To ensure success, you identify your target market as supermarkets that already carry organic goods, develop an advertising plan that includes distributing free samples in target supermarkets, and project the number of boxed baked goods you think your company will sell.

3. The work you completed in the scenario above is an example of which of the following?  
   - [ ] Market strategy  
   - [ ] Liquidation  
   - [ ] Capitalization  
   - [ ] Cost-benefit analysis
4. When a company liquidates, it does which of the following?  
   - [ ] Streamlines its processes to be more fluid  
   - [ ] Counts the number of finished products  
   - [ ] Converts company assets to cash  
   - [ ] Obtains additional funding to purchase new assets
5. By definition, a company must have which of the following?
   a. Stockholders
   b. Many branch offices
   c. Large capital assets
   d. Government subsidies

Read the statement below and then answer Questions 6 and 7.

The Bright Ideas company has decided to sell specialty high-tech light bulbs that use a new infrared technology. The company is comprised of 10 employees who work 30 hours a week and are paid $12/hour. The marketing department requires $200 a month for supplies and rent for office space is $500 a month. For the month of June, the company sold 150 light bulbs and paid its employees a 10% sales commission and is responsible for a sales tax rate of 5%.

6. Using the information above, what are the Bright Ideas company’s total fixed costs for the month of June?
   a. $3,600
   b. $4,300
   c. $4,300 plus 5% sales tax rate
   d. $4,300 plus 10% sales commission and 5% sales tax rate

7. In addition to the information provided in the description above, what additional information would you need to calculate the number of units that must be sold to cover the company’s costs?
   a. The number of salespeople employed by Bright Ideas
   b. The net price of the light bulbs
   c. The state where Bright Ideas is located
   d. Information on the retail company buying Bright Ideas’ light bulbs

Read the statement below and then answer Question 8.

The Bright Ideas company has decided to close shop after 30 years in business despite records sales of its newest product—an infrared light bulb. The company’s financial records reveal that there is a net profit of $75,000 after bonuses are paid. Capital stock totals $10,000 and there are 250 shares of stock sold in the company.

8. What is the formula used to calculate the book value of the Bright Ideas company stock upon liquidation?
   a. (Net profit after bonuses + capital stock)/shares of stock
   b. (Capital stock + shares of stock)/net profit after bonuses
   c. Net profit/number of years in business
   d. Number of employees/(number of years in business/shares of stock)

Instructions: Please rate your level of agreement to each statement below.

<table>
<thead>
<tr>
<th></th>
<th>Strongly Disagree</th>
<th>Disagree</th>
<th>Neither Agree nor Disagree</th>
<th>Agree</th>
<th>Strongly Agree</th>
</tr>
</thead>
<tbody>
<tr>
<td>9.</td>
<td>I have set goals for my future.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>10.</td>
<td>I feel in control over how my future will turn out.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>11.</td>
<td>I feel good about myself.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>12.</td>
<td>Doing well at school is important to me.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>13.</td>
<td>I expect to graduate from high school.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>14.</td>
<td>I expect to go to college.</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
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