

Overview

This event honors outstanding FBLA members who have demonstrated leadership qualities, participation in FBLA, and evidence of knowledge and skills essential for successful careers in business.

This is a three part event: objective test; resume and letter of application; and interview

Competencies

<http://www.fbla-pbl.org/docs/ct/FBLA/FUTUREBUSINESSLEADER.pdf>

Web Site Resources

- Interviewing Information
<http://www.collegeQrad.com/intv/>
- [Monster.com](http://www.monster.com)
<http://resume.monster.com/archives/samples/>
- Soyouwannabeace a Job Interview?
<http://www.sovouwanna.com/site/svws/aceinterview/aceinterview.html>
- The 150 Typical Job Interview Questions [http://www.quintcareers.com/interview question database/interview questions.html](http://www.quintcareers.com/interview/question%20database/interview%20questions.html)

FUTURE BUSINESS LEADER SAMPLE QUESTIONS

1. Which one of the following is **not** a question to consider when editing the content of a report?
 - a. Is the information relevant to the overall writing goal?
 - b. Is the font appropriate?
 - c. Is each point supported with evidence?
 - d. Is the argument complete?
2. In order to maximize total revenue, a firm should price its product:
 - a. in the elastic range of demand
 - b. in the unit elastic range of demand
 - c. in the inelastic range of demand
 - d. out on the open range
3. What is the purpose of a transition word or phrase?
 - a. to show who or what performs the action of the verb
 - b. to introduce a new idea
 - c. to indicate the relationship between one thought and the next
 - d. to indicate the message is coming to an end
4. The mission of the FBLA National Awards Program (NAP) is to prepare students for successful careers in business through support for curriculum development and:
 - a. effective classroom instruction
 - b. job search skills development
 - c. innovative assessment tools
 - d. career aptitude testing

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5. The groundskeeper in Janna s apartment complex failed to properly notify her and other residents about the slick conditions resulting from a broken water pipe in the building. Janna subsequently fell and broke her ankle. What type of tort was committed in this instance?
 - a. Vicarious
 - b. Intentional
 - c. Strict
 - d. Negligence
 6. The manager of the Ace Motel is replacing carpet in four rooms. Room A needs $26 \frac{3}{4}$ yards, Room B needs $33 \frac{1}{3}$ yards, Room C needs $41 \frac{7}{8}$ yards, Room D needs $36 \frac{1}{2}$ yards. How many yards of carpet are needed for the four rooms?
 - a. 139
 - b. $138\frac{11}{24}$
 - c. $137 \frac{13}{24}$
 - d. $136 \frac{9}{24}$
 7. If you wanted to compare American TV viewing rates with those of Canadians and South Africans, you should use which type of graph?
 - a. Pie graph
 - b. Contrast graph
 - c. Line graph
 - d. Bar graph
 8. One of the most widely used presentational software tools is:
 - a. ProfessionalPresenter
 - b. PicturePerfect
 - c. PowerPoint
 - d. Pagemaker
 9. The ways in which businesses get products and services to potential customers are known as _____ of distribution.
 - a. methods
 - b. models
 - c. channels
 - d. agents
 10. Copying on both sides of a page is known as:
 - a. collating
 - b. duplexing
 - c. sorting
 - d. folding
 11. A group of people who **cannot** get motor vehicle insurance who are assigned to each insurance company operating in the state is called:
 - a. high-risk pool
 - b. assigned-risk pool
 - c. traffic insurance police
 - d. no motor vehicle insurance group
 12. One million bytes of data is called a:
 - a. Megabyte
 - b. Gigabyte
 - c. Kilobyte
 - d. Terabyte

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13. If cash is paid for advertising:
- an asset and owner's equity are changed
 - two assets are changed
 - two liabilities are changed
 - an asset and a liability are changed
14. A pricing strategy that is based on what the competition does is called:
- counter advertising
 - cooperative advertising
 - comparative advertising
 - deceptive advertising
15. The process of buying foreign exchange, stocks, bonds, and other commodities in one market and immediately selling them in another market at expected hopefully higher prices is called:
- arbitrage
 - avalisationacceed
 - accumulation
 - arbitration
16. Which one of the following types of software would be the most appropriate for maintaining schedules and lists of telephone numbers and addresses?
- database
 - personal information manager
 - presentation
 - spreadsheet
17. NAFTA is a free trade agreement between:
- Mexico and the United States
 - Canada and the United States
 - Canada, Mexico, and the United States
 - France, China, and the United States
18. The intersection of a column and a row in a spreadsheet is which one of the following?
- cell
 - record
 - formula
 - object
19. A business incurred a gross loss. This means:
- operating revenue exceeds operating expenses
 - revenue was greater than expenses
 - cost of goods sold exceeds sales income
 - sales income exceeded cost of goods sold
20. A year ago, you put \$1000 in a savings account. The interest rate for one year was 6 percent. The inflation rate during that year was 4 percent. How much money would you need at the end of the year to buy what you bought a year ago with \$1000?
- \$1040
 - \$1060
 - \$1020
 - \$1100

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21. You often see displays in stores and decide to buy the item on the spur of the moment. This is called:
- impulse buying
 - necessities
 - purchasing
 - open buying
22. A financial institution that traditionally specialized in savings accounts and mortgage loans is called:
- commercial bank
 - savings and loan association
 - investment company
 - credit union
23. The process of spreading your assets among several different types of investments to reduce risk is called:
- diversification
 - speculative investments
 - options
 - investment
24. A fund that is established for a corporation to make deposits in for the purpose of paying back a bond issue is:
- bond fund
 - pay-back fund
 - sinking fund
 - debtor fund
25. The increase of an amount of money due to earned interest or dividends is called:
- future value
 - time value of money
 - financial opportunity costs
 - opportunity costs
26. A for-profit institution that offers a full range of financial services, including checking, savings, and lending is called:
- credit union
 - investment company
 - savings and loan association
 - commercial bank
27. The _____ considers the needs of customers when planning a product or service.
- marketing concept
 - retailer
 - team leader
 - HR manager
28. What would be the primary purpose of this situation: It is December, and your bank sends you a calendar for the upcoming new year.
- to persuade
 - to establish or build goodwill
 - to get more customers
 - to obtain information

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29. A major advantage of a partnership is:
- a. partners can specialize in their individual areas of expertise.
 - b. double taxation of profits and dividends
 - c. limited liability of the partners
 - d. death of a partner ends the partnership
30. _____ makes it possible for managers in different cultures around the world to use the Internet.
- a. Groupware
 - b. Hard drives
 - c. Modems
 - d. Cookies

FBLA Principles & Procedures Answer Key

1) C	11) A	21) C
2) B	12) A	22) D
3) C	13) B	23) B
4) A	14) A	24) D
5) C	15) D	25) A
6) A	16) D	26) A
7) D	17) B	27) C
8) D	18) A	28) B
9) A	19) D	29) A
10) A	20) A	30) C

Future Business Leader Answer Key

1) B	11) B	21) A
2) B	12) B	22) B
3) C	13) A	23) A
4) C	14) C	24) C
5) D	15) A	25) B
6) B	16) B	26) D
7) D	17) C	27) A
8) C	18) A	28) B
9) C	19) C	29) A
10) B	20) A	30) A

Global Business Answer Key

1) C	11) C	21) A
2) B	12) A	22) B
3) A	13) C	23) B
4) B	14) D	24) B
5) D	15) A	25) A
6) D	16) A	26) D
7) C	17) D	27) C
8) C	18) D	28) A
9) A	19) D	29) C
10) B	20) B	30) C

Health Care Administration Answer Key

1) B	11) A	21) B
2) B	12) A	22) D
3) B	13) B	23) B
4) D	14) D	24) A
5) D	15) C	25) C
6) B	16) B	26) D
7) A	17) A	27) D
8) A	18) C	28) C
9) B	19) C	29) C
10) B	20) B	30) C

Help Desk Answer Key

1) A	11) B	21) C
2) A	12) B	22) A
3) C	13) A	23) B
4) D	14) B	24) D
5) C	15) A	25) C
6) B	16) A	26) B
7) A	17) C	27) C
8) A	18) D	28) D
9) D	19) D	29) D
10) B	20) D	30) A