
FUTURE BUSINESS LEADER

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; résumé and letter of application; and interview. This is an individual event. The résumé and letter of application must be sent in six separate folders to the national center by the second Friday in May.

Website Resources

- Interviewing Information
<http://www.collegegrad.com/intv/>
- Resume Guide
<http://www.careeronestop.org/resumeguide/introduction.aspx>
- SoYouWannaAce a Job Interview?
<http://www.soyouwanna.com/site/syws/aceinterview/aceinterview.html>
- The 150 Typical Job Interview Questions
http://www.quintcareers.com/interview_question_database/interview_questions.html

FUTURE BUSINESS LEADER SAMPLE QUESTIONS

1. Meetings of the National FBLA Executive Council may be called by the president or upon the written request of:
 - a. three voting members
 - b. five voting members
 - c. a majority of the council
 - d. four voting members

Competency: FBLA History, Programs, and Bylaws

2. If the office of National FBLA President becomes vacant, the position is filled by the:
 - a. vice president from the president's region
 - b. president elect
 - c. national board of directors
 - d. national executive council

Competency: FBLA History, Programs, and Bylaws

3. What are the four levels a student may obtain for the BAA awards?
 - a. Future, Business, Leader, and America
 - b. Future, Business, Service, and America
 - c. Future, Business, Leader, and Education
 - d. Future, Business, Service, and Education

Competency: FBLA History, Programs, and Bylaws

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4. What is IFL?
- a. Institution for Leaders
 - b. Institute for Learning
 - c. Institution for Leadership
 - d. Institute for Leaders

Competency: FBLA History, Programs, and Bylaws

5. According to the Office of Vocational and Adult Education, the FBLA organization is a:
- a. ATSO
 - b. LTSO
 - c. YTSO
 - d. CTSO

Competency: FBLA History, Programs, and Bylaws

6. Which event is named in honor of Hamden L. Forkner?
- a. Community Service Project
 - b. Parliamentary Procedure
 - c. American Enterprise Project
 - d. Local Chapter Annual Business Report

Competency: FBLA History, Programs, and Bylaws

7. The national policy on Copyright and Fair Use Information is:
- a. to post all available sources on the national website so that documentation is not necessary
 - b. to comply with educational copyright laws
 - c. to require competitors to show event monitors documentation prior to any presentation
 - d. because this is student work for competition, national does not have a policy on this issue

Competency: FBLA History, Programs, and Bylaws

8. The parliamentary authority used by FBLA is:
- a. *Robert's Rules of Order*
 - b. *Robert's Rules of Order In Brief*
 - c. *Robert's Rules of Order Newly Revised*
 - d. *Robert's Rules of Order, 9th edition*

Competency: FBLA History, Programs, and Bylaws

9. The motion to Commit or Refer:
- a. sends the main motion to a committee for study
 - b. may be done at any time during the meeting
 - c. must be approved by the individuals making and seconding the original motion
 - d. obligates the assembly to an immediate vote

Competency: Parliamentary Procedure

10. The terms rules of order refers to:

- a. the written rules of parliamentary procedure adopted by an assembly or organization
- b. the order a business meeting agenda must follow
- c. the order in which members may speak for or against an agenda item
- d. the order in which items must be listed in an organization's bylaws

Competency: Parliamentary Procedure

11. With a limited number of exceptions, a member must:

- a. stand in order to address the assembly
- b. be able to show proof of membership in order to speak before the assembly
- c. be a two-year or longer member in order to speak before the assembly
- d. file a written request to speak before the assembly

Competency: Parliamentary Procedure

12. Which is the correct order of motions, from lowest to highest?

- a. amend, raise a question of privilege, fix the time to adjourn, and main motion
- b. fix the time to adjourn, main motion, raise a question of privilege, and amend
- c. main motion, amend, raise a question of privilege, and fix the time to adjourn
- d. fix the time to adjourn, main motion, amend, and raise a question of privilege

Competency: Parliamentary Procedure

13. How many errors are in the following sentence?

"Hole tomatoes are gorwn in dry heavy clay soil."

- a. three
- b. one
- c. two
- d. four

Competency: General Concepts -- accounting, banking, business procedures, communications, economics, ethics, global business, law, management, marketing, technology

14. Big Fish Trading Corporation paid dividends of \$9,000 and had a net profit of \$32,000. With 20,000 shares of stock, the company's dividends per share would be which one of the following?

- a. \$0.63
- b. \$0.45
- c. \$1.60
- d. \$.028

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15. Which one of the following is **not** an ethical trait needed in the banking and financial industry?

- a. responsibility
- b. intolerance
- c. integrity
- d. honesty

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16. A management decision style in which a manager makes a decision alone, with little or **no** input from subordinates is called:

- a. autocratic
- b. accommodating
- c. leading
- d. collaborative

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17. Multinational corporations are challenged with the _____ in other countries.

- a. availability of human resources
- b. fluctuation of currency exchange rates
- c. variation in litigation procedures
- d. publication of judicial opinions

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18. Scarcity is when:

- a. resources meet all needs
- b. there are limited resources and unlimited needs
- c. there are few products
- d. where there are few needs

Competency: General Concepts -- accounting, banking, business procedures, communications, economics, ethics, global business, law, management, marketing, technology

19. _____ is an example of an exhaustible resource.

- a. Corn
- b. Cotton
- c. Timber
- d. Oil

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20. The group of laws that reduce anticompetitive behavior and promote competition in the marketplace where competition is desirable are known as:

- a. laws against perpetuities
- b. business ownership laws
- c. usury laws
- d. antitrust laws

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21. Forms of communication are best described by:

- a. taking communication to a higher level of critical thinking
- b. realizing that communication is rarely permanent
- c. stating that communication can be expressed verbally and nonverbally
- d. selecting messages by type and channel

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22. The main point of a paragraph is stated in the:

- a. coherence of each paragraph
- b. italicized parts of the paragraph
- c. transitional
- d. topic sentence

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23. Which is **not** an advantage of operating a business as a sole proprietorship?

- a. freedom to make business decisions
- b. owner is the boss
- c. limited risks
- d. ease of starting

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24. June wants to purchase new carpet for her hall and master bedroom. The hall is 3½' wide by 12' long. The master bedroom measures 11' x 14'. Carpet costs \$5/square foot. How much will June spend for these two rooms?

- a. \$ 770
- b. \$ 210
- c. \$ 980
- d. \$1,000

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25. The most basic need in Maslow's Hierarchy of human needs is:

- a. safety
- b. food and shelter
- c. self esteem
- d. self-actualization

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26. Any **nonpaid** communication about a product is:

- a. advertising
- b. personal selling
- c. publicity
- d. public relations

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27. Which one of the following statements is **true** about using marketing information in business decisions?

- a. Decisions in business rarely take marketing information into account.
- b. Marketing information is the basis for many important decisions made in business.
- c. Marketing information is not as important as financial data about products.
- d. Decisions in business vary widely, marketing information sometimes is used.

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28. When sending an email to several people, one way to ensure that email addresses are protected from strangers would be to:

- a. insert the email addresses into the CC part of the email heading
- b. insert the email addresses into the TO part of the email heading
- c. insert the email addresses into the BCC part of the email heading
- d. insert the email addresses into the Subject part of the email heading

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29. If you write a paper for a class and use a quote from an Internet resource without giving proper credit to the source, this is called:

- a. immoral
- b. bootlegging
- c. plagiarism
- d. breaching information

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30. Identify the type of noun in the following sentence:

The lawyer's brief was short and to the point.

- a. collective
- b. compound
- c. possessive
- d. plural

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FBLA Principles & Procedures Answer Key

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

Future Business Leader Answer Key

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

Global Business Answer Key

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

Health Care Administration Answer Key

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