



JA It's My Business[®]

POST-TEST

Student Information

1. What are the first three letters of your **last** name?

--	--	--

2. When were you born?

Month			Day			Year			

3. What grade are you in? (*Please check one only.*)

6th 7th 8th 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

5. Are you completing the pre- or post-test?

Pre-Test Post-Test

Knowledge Questions (Please circle the correct answer.)

1. An entrepreneur is:

- a. A person who works for someone else's company and comes up with ideas for cool new products.
- b. A person who starts his or her own business in hope of earning a profit.
- c. A person who always buys the best and most expensive things.
- d. A person from France who visits the United States.

2. Ray Kroc revolutionized the fast food industry by using the "Speedee Service System" at his McDonald's restaurants. This system was new, original, and groundbreaking. He was a successful entrepreneur because he was:

- a. Self-taught
- b. Innovative
- c. Wealthy
- d. Kind

3. Kayla discovered that people in her town wanted to buy books and there was not a bookstore. When Kayla decided to start a business to sell books in her town, she:

- a. Became a volunteer
- b. Filled a need
- c. Started a book club
- d. Ignored what her town wanted

4. When creating the "Teen Club," Joe and Donna wanted to know what teens liked. They gathered data about what teens preferred in different products and services to make their club better. They were conducting:

- a. A game show
- b. Market research
- c. An auction
- d. Advertising

5. Omar has a product he wants to sell. Before he can sell this he must determine who he will be selling to. The collection of current or prospective customers Omar needs to know is his:
- Friends
 - Market
 - Service
 - Sales partners
6. Beatrice makes and sells 10 sweaters at \$15.00 each. It costs only \$12.00 to make each sweater. How much money does Beatrice have left?
- \$45.00
 - \$24.00
 - \$30.00
 - \$50.00
7. The money Beatrice has remaining after she has sold all of her sweaters and paid her expenses is called?
- Market
 - Profit
 - Taxes
 - Insurance

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

		Strongly Disagree	Disagree	Neither Agree nor Disagree	Agree	Strongly Agree
8.	I have set goals for my future.	1	2	3	4	5
9.	I feel in control over how my future will turn out.	1	2	3	4	5
10.	I feel good about myself.	1	2	3	4	5
11.	Doing well at school is important to me.	1	2	3	4	5
12.	I expect to graduate from high school.	1	2	3	4	5
13.	I expect to go to college.	1	2	3	4	5

Post-Test Only

We are interested in learning about the skills you may or may not have acquired during the *JA It's My Business!* program. Please answer the following questions honestly are

Please rate your level of agreement as it relates to the statements below.

The <i>JA It's My Business!</i> program helped to increase my skills in the following areas . . .	Strongly Disagree	Disagree	Neither Agree nor Disagree	Agree	Strongly Agree
14. Thinking creatively.	1	2	3	4	5
15. Conducting research.	1	2	3	4	5
16. Brainstorming.	1	2	3	4	5
17. Working in a group.	1	2	3	4	5
18. Understanding my own abilities and skills.	1	2	3	4	5
19. Problem solving.	1	2	3	4	5
20. Thinking critically.	1	2	3	4	5
21. Teamwork.	1	2	3	4	5
22. Being a good decision-maker.	1	2	3	4	5

23. Select the 3 skills in the right-hand column that you feel were **most improved** because of your participation in the *JA It's My Business!* program.

	Top 3 ONLY
Creative thinking	<input type="checkbox"/>
Conducting research	<input type="checkbox"/>
Brainstorming	<input type="checkbox"/>
Working in a group	<input type="checkbox"/>
Understanding my skills and abilities	<input type="checkbox"/>
Problem-solving	<input type="checkbox"/>
Critical thinking	<input type="checkbox"/>
Teamwork	<input type="checkbox"/>
Decision-making	<input type="checkbox"/>

Please rate your level of agreement as it relates to the statements below.

Because of my participation in the <i>JA It's My Business!</i> program . . .	Strongly Disagree	Disagree	Neither Agree nor Disagree	Agree	Strongly Agree
24. I am more aware of my skills and abilities.	1	2	3	4	5
25. I am more confident in my ability to successfully compete in the workforce in the future.	1	2	3	4	5
26. I know more about entrepreneurship.	1	2	3	4	5
27. I am more interested in owning my own business.	1	2	3	4	5

Please rate your level of agreement as it relates to the statements below.

After completing the <i>JA It's My Business!</i> Program . . .	Strongly Disagree	Disagree	Neither Agree nor Disagree	Agree	Strongly Agree
28. I have talked to my peers and/or adults about an idea for owning my own business.	1	2	3	4	5
29. I have talked to my peers and/or adults about my interest in owning my own business.	1	2	3	4	5
30. I researched the careers of entrepreneurs in a business area that interests me.	1	2	3	4	5
31. I have thought about how I can be an entrepreneur now and in the future.	1	2	3	4	5
32. I have revised the Personal Entrepreneurial Profile I created in the program and/or created a new one.	1	2	3	4	5

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

		Strongly Disagree	Disagree	Neither Agree nor Disagree	Agree	Strongly Agree
33.	The things I learned in JA will be important later in the future.	1	2	3	4	5
34.	The things I learned in JA will help me get a good job.	1	2	3	4	5
35.	The things I learned in JA will help me be successful in life.	1	2	3	4	5
36.	I feel like my opinions are respected by my peers in JA.	1	2	3	4	5
37.	My JA volunteer makes me feel important.	1	2	3	4	5

38.	JA made school more interesting to me.	1	2	3	4	5
39.	The things I learn in JA will help me do better in school.	1	2	3	4	5
40.	I look forward to going to school more on the days JA takes place.	1	2	3	4	5
41.	My involvement in JA has helped me stay out of trouble in-school. (For example, this could include: skipping class, bullying, cheating, etc.).	1	2	3	4	5
42.	My involvement in JA has helped me stay out of trouble out-of-school. (For example, this could include: drugs, alcohol, sexual activity, etc.).	1	2	3	4	5
43.	Junior Achievement connected what I learned in the classroom with real life.	1	2	3	4	5
44.	Junior Achievement taught me how to manage my money.	1	2	3	4	5
45.	Junior Achievement was fun.	1	2	3	4	5
46.	Junior Achievement made me realize the importance of staying in school.	1	2	3	4	5

47. Would you recommend this program to a friend? Yes No

48. List two things you learned from the program that you think are important:

a.

b.