



JA It's My Business[®]

PRE-TEST

Student Information

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

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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