

JA Economics®

Pre-Program: Survey

Please answer the following questions based on your current understanding of the concepts that will be taught in this learning experience. The results of this survey are confidential and will only be used to compute knowledge gain scores for students participating in this learning experience.

Please indicate the JA Area you are served by: _____

What are the first three letters of your **first** name? _____

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

In what **month** were you born? _____

On what **day** of the **month** were you born? _____

What is the name of your teacher, volunteer, or instructor? _____

Circle the best answer for each question.

1. A simple definition of economics is that it is the science of _____.
 - a. treasures
 - b. decision-making
 - c. knowledge and skills
 - d. time
2. How can entrepreneurs best make sound decisions about how to grow their businesses?
 - a. choosing a path based on popular trends
 - b. weighing the costs and benefits of individual choices
 - c. selecting a strategy suggested in a business magazine
 - d. balancing the needs of producers against the needs of customers
3. If there are not enough goods, services, and resources available for everyone to have everything they need or want, it is called _____.
 - a. scarcity
 - b. opportunity cost
 - c. economics
 - d. famine

- 4. The term *opportunity cost* is best described as something that _____.**
- a. a company receives when services are bought
 - b. a company receives when goods are purchased
 - c. a person gives up when a choice is made
 - d. a person gets as a result of working for a company
- 5. What is the main reason why people make voluntary exchanges of goods and services in a free market?**
- a. They expect to be better off as a result of an exchange.
 - b. They anticipate a time when exchanges will be more costly.
 - c. They follow laws of economics that require frequent exchanges.
 - d. They view exchanges as a good way to compete with other parties.
- 6. Which list of goods includes only needs and no wants?**
- a. cars, phones, Internet
 - b. textbooks, backpacks, pencils
 - c. pictures, lamps, televisions
 - d. shoes, socks, pants
- 7. You spend \$50 on supplies to open a car wash and sell washes for \$10. What is the term for the \$10 you receive for the sixth car wash?**
- a. risk
 - b. loss
 - c. profit
 - d. human labor
- 8. Iron ore, timber, tuna, and crude oil are examples of what type of productive resources?**
- a. capital resources
 - b. land/natural resources
 - c. human resources
 - d. entrepreneurial resources

9. Which effect is caused by new businesses supplying new goods and services to the market?

- a. expansion of consumer choice
- b. creation of new jobs
- c. innovation of new goods and services
- d. all of the above

10. What method of decision making for a consumer would an economist argue is most effective?

- a. comparing the opportunity costs of alternatives
- b. finding the lowest possible prices for goods and services
- c. eliminating the most expensive choices from consideration
- d. using the most popular brands when selecting goods or services

11. When setting up a budget, the first step is _____.

- a. counting your money
- b. getting a job
- c. mapping out your consumption
- d. writing down all of your wants

12. When you consider the extra costs or benefits of a decision you make, what type of thinking are you applying to your decision?

- a. marginal thinking
- b. incentives
- c. opportunity cost
- d. substitutions

13. In Shawn's lawn mowing business, the money he spends each week on the lawn mower, weed eater, and leaf blower would be considered which factor of production?

- a. land
- b. labor
- c. capital
- d. entrepreneurship

14. When a business has no more competition, _____.

- a. prices go up
- b. options increase
- c. customer service gets better
- d. customers benefit

15. When a business decides to focus its efforts on producing only a few goods, the business is _____.

- a. going to fail
- b. not taking the necessary risks for success
- c. specializing to keep costs down
- d. preventing competitors from noticing the new business

16. Which word describes an entrepreneur?

- a. indecisive
- b. adaptable
- c. follower
- d. unmotivated

17. A business that continues to find ways to improve their products while lowering costs will limit the effects of which stage in its life cycle?

- a. startup
- b. high growth
- c. decline
- d. innovation

18. An economist would probably state that in a market economy, prices are generally determined by the interaction between _____.

- a. wholesalers and retailers
- b. producers and labor unions
- c. buyers and sellers
- d. consumers and government officials

19. Demand is best defined as the measure of how much consumers are able and willing to buy _____.

- a. at one price in a given period of time
- b. at different possible prices in a given period of time
- c. above the equilibrium price at a given time
- d. according to their income and budget over time

20. In economics, the term *supply* refers to _____.

- a. the quantity of a good or service a producer must sell to earn a profit
- b. the quantity of a product that people want to buy
- c. the quantity of an item offered for sale at a particular price
- d. the quantities of a good or service a producer is willing and able to sell at different possible prices

21. What is an example of the rule of law in economics?

- a. The oldest members have more advantages.
- b. All market members follow the same rules.
- c. Benefits are based on the size of the company.
- d. The level of revenue determines which rules have to be obeyed.

22. What is a benefit of competition?

- a. motivating rival businesses to develop better products
- b. making prices increase
- c. guaranteeing job security
- d. encouraging international trade

23. What is most likely to improve a company's overall productivity?

- a. higher tax rates on its workers' incomes
- b. improvements in its trade relations
- c. advances in its technology
- d. none of the above

24. The United States economy is best described as _____.

- a. a command economy
- b. a traditional economy
- c. a pure market economy without government regulation
- d. a mixed economy with market and government elements

25. Which statement identifies roles of a limited government?

- a. ensuring stable prices with increasing GDP
- b. supplying a large number of public goods
- c. discouraging competition
- d. defining and protecting private property rights

26. Select the term that reflects a negative impact of fiscal policy tools.

- a. national defense spending
- b. salaries and equipment for the government to meet its duties
- c. short-hand effect
- d. special-interest effect

27. Which action represents one of the tools of monetary policy for the U.S. government?

- a. raising taxes
- b. changing required reserves
- c. borrowing from banks
- d. making new coins

28. Which phrase best describes the structure of the U.S. Federal Reserve Banking system?

- a. central
- b. local
- c. regional-local
- d. central-regional

29. What is one consequence of inflation?

- a. Borrowers lose purchasing power because they may gain less than they lose to inflation.
- b. Imported goods become less attractive.
- c. The standard of living can decline for those on a fixed income.
- d. Savers and lenders gain purchasing power because they may gain more than they lose to inflation.

30. What is the best definition of GDP?

- a. money paid and earned for loanable funds
- b. number of ready and able workers in the labor force actively seeking work but unable to find it
- c. money value of final goods and services produced in the economy in a year
- d. sustained increase in general prices across markets

31. Which fiscal and monetary policies can the government use to address a recession?

- a. decrease taxes; decrease reserve requirements
- b. increase contractionary policies
- c. increase trade
- d. none of the above

32. Which statement expresses economic reasoning in considering a closed versus an open economy?

- a. Open borders lead to lower standards in production and consumption.
- b. Open borders are preferable because they allow countries to specialize and trade efficiently.
- c. Closed borders protect jobs and national interests.
- d. Closed borders reduce risks for groups most affected by global competition.

33. Which statement expresses economic reasoning in considering trade barriers versus free trade?

- a. Trade barriers improve factory working conditions.
- b. Trade barriers could stimulate innovation if they help new U.S. industries compete against foreign industries that are government subsidized.
- c. Trade barriers endanger U.S. world leadership.
- d. U.S. workers can't compete with labor in other countries.

34. What is an effect of globalization for most countries in the world economy?

- a. decreased productivity
- b. advancements in technology
- c. increased per-unit costs of labor
- d. increased trade deficits

35. Which objective approach to studying behavior and decision-making focuses on observable facts, which can be tested, tracked, and repeated?

- a. social
- b. normative
- c. positive
- d. negative

	1 - Strongly disagree	2 - Mainly disagree	3 - Somewhat disagree	4 - Somewhat agree	5 - Mainly agree	6 - Strongly agree
I have hope in my financial future.	☐	☐	☐	☐	☐	☐
I have confidence that I can succeed in my future workplace.	☐	☐	☐	☐	☐	☐
I am motivated to pursue my educational and/or career interests.	☐	☐	☐	☐	☐	☐
I can see how education will help me be successful in the future.	☐	☐	☐	☐	☐	☐
I know how to set personal financial goals for myself.	☐	☐	☐	☐	☐	☐
I know how to explore potential careers.	☐	☐	☐	☐	☐	☐