

JA Titan®

Post-Program: Survey

Please answer the following questions about your participation with this learning experience. The results of this survey are confidential and will only be used to compute an average level of knowledge gain and attitude responses for all 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? _____

Please indicate your level of agreement with the following statements.

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

Circle the best answer for each question.

1. What is the profit equation?

- a. Profit equals total costs minus total revenue.
- b. Profit equals total profit margin minus loss.
- c. Profit equals interest plus revenue.
- d. Profit equals total revenue minus total costs.

2. Why is profit important?

- a. A company cannot remain in business if it is not profitable.
- b. Being profitable is essential for offering a future IPO.
- c. Being profitable increases your marketing.
- d. Being profitable leads to innovation.

3. What is the difference between cost and price?

- a. Price is the total amount of money you earn after costs have been accounted for.
- b. Cost is the total amount of money made for selling your product minus price.
- c. Cost is the total amount of money required to make a product; price is the amount charged for the product.
- d. Price is another word for cost.

4. How can companies use a budget?

- a. to monitor income
- b. to track expenses
- c. to monitor cash on hand
- d. all of the above

5. When overseeing your company's budget, it is important to return to your overall budget after determining the spending for each department in order to ____.

- a. understand your total financial situation
- b. reduce your spending
- c. focus on your expenses
- d. increase your spending

- 6. When you produce more phones than the market demands, you incur a cost because you now have _____.**
- a. a profit margin
 - b. inventory
 - c. a nonstandard deviation
 - d. a loss
- 7. What is a likely consequence of focusing all of a company's resources into one department?**
- a. It will require unintended trade-offs from other departments.
 - b. It will require higher than average interest rates.
 - c. It will require the company to lower the price of its product.
 - d. It will require investment in innovation.
- 8. You have noticed that new companies are selling the same product as your company and they are taking your market share. What can you do to maintain your profitability?**
- a. Stay with your current plan, because it has been successful so far.
 - b. Take a loan to increase the ratio in your profit margin.
 - c. Invest in R&D to discover and develop new product features so that you can stand out from the competition.
 - d. Lower your sales projections to decrease costs.
- 9. You have a limited R&D budget, so you don't want to spend money on new features unless your customers will want them. What do you do?**
- a. decrease production
 - b. conduct market research
 - c. increase production
 - d. remove any limit on R&D spending
- 10. Why do companies invest in R&D and marketing?**
- a. R&D and marketing are required for corporate social responsibility.
 - b. All R&D and marketing activities are tax deductible.
 - c. R&D and marketing can increase the appeal of the product and might increase market share.
 - d. All R&D and marketing activities lead to increased sales projections and profits.

- 11. Because the goal of spending money on marketing now is to increase profits later, the money spent on marketing is a(n) ____.**
- a. investment
 - b. innovation
 - c. interest
 - d. profit margin
- 12. When an economic shock occurs that affects a whole industry, a company must ____.**
- a. evaluate options and make the best decision given the available resources
 - b. default to the standard deviation
 - c. minimize the rate of the profit margin
 - d. evaluate and select the strategy that has worked best in the past
- 13. What is one reason companies invest in corporate social responsibility (CSR)?**
- a. It may make their company and products more appealing to the market and may attract buyers.
 - b. It may lead to further innovation, making the products more appealing to the market, and it may attract buyers.
 - c. It ensures more income from potential customers.
 - d. It guarantees future business relationships with other socially-minded organizations.
- 14. When making company decisions in the Production department, the CEO's ultimate goal should be ____.**
- a. to be profitable
 - b. to be innovative
 - c. to become a well-known brand
 - d. to have high sales projections
- 15. Who are the stakeholders in a company?**
- a. community members
 - b. employees
 - c. customers
 - d. all of the above