



JA Company Program[®]

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.*)
 9th 10th 11th 12th 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. Selling shares of stock to get start-up money for a new company is called:
 - a. Liquidation
 - b. Bankruptcy
 - c. Capitalization
 - d. Dividends
2. A _____ represents a company's dream of where it wants to go and what it wants to be.
 - a. market report
 - b. business plan
 - c. stock portfolio
 - d. vision statement

Read the statement below and then answer Question 3.

You are the head of the Marketing Department at a start-up company that produces and distributes organic baked goods to supermarkets across the state. To ensure success, you identify your target market as supermarkets that already carry organic goods, develop an advertising plan that includes distributing free samples in target supermarkets, and project the number of boxed baked goods you think your company will sell.

3. The work you completed in the scenario above is an example of which of the following?
 - a. Market strategy
 - b. Liquidation
 - c. Capitalization
 - d. Cost-benefit analysis

4. When a company liquidates, it does which of the following?
 - a. Streamlines its processes to be more fluid
 - b. Counts the number of finished products
 - c. Converts company assets to cash
 - d. Obtains additional funding to purchase new assets

5. By definition, a company must have which of the following?
 - a. Stockholders
 - b. Many branch offices
 - c. Large capital assets
 - d. Government subsidies

Read the statement below and then answer Questions 6 and 7.

The Bright Ideas company has decided to sell specialty high-tech light bulbs that use a new infrared technology. The company is comprised of 10 employees who work 30 hours a week and are paid \$12/hour. The marketing department requires \$200 a month for supplies and rent for office space is \$500 a month. For the month of June, the company sold 150 light bulbs and paid its employees a 10% sales commission and is responsible for a sales tax rate of 5%.

6. Using the information above, what are the Bright Ideas company's total *fixed costs* for the month of June?
 - a. \$3,600
 - b. \$4,300
 - c. \$4,300 plus 5% sales tax rate
 - d. \$4,300 plus 10% sales commission and 5% sales tax rate

7. In addition to the information provided in the description above, what additional information would you need to calculate the number of units that must be sold to cover the company's costs?
 - a. The number of salespeople employed by Bright Ideas
 - b. The net price of the light bulbs
 - c. The state where Bright Ideas is located
 - d. Information on the retail company buying Bright Ideas' light bulbs

Read the statement below and then answer Question 8.

The Bright Ideas company has decided to close shop after 30 years in business despite records sales of its newest product—an infrared light bulb. The company's financial records reveal that there is a net profit of \$75,000 after bonuses are paid. Capital stock totals \$10,000 and there are 250 shares of stock sold in the company.

8. What is the formula used to calculate the book value of the Bright Ideas company stock upon liquidation?
 - a. (Net profit after bonuses + capital stock)/shares of stock
 - b. (Capital stock + shares of stock)/net profit after bonuses
 - c. Net profit/number of years in business
 - d. Number of employees/(number of years in business/shares of stock)

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

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

Post-Test ONLY Questions

We are interested in learning about the skills you may or may not have acquired during the *JA Company Program*. Please answer the following questions honestly.

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

Because of my participation in the <i>JA Company Program</i> I have increased my ability to . . .	Strongly Disagree	Disagree	Neither Agree nor Disagree	Agree	Strongly Agree
15. Think creatively	1	2	3	4	5
16. Negotiate	1	2	3	4	5
17. Manage my time	1	2	3	4	5
18. Speak in public	1	2	3	4	5
19. Conduct research	1	2	3	4	5
20. Act as an effective salesperson	1	2	3	4	5
21. Solve problems	1	2	3	4	5
22. Think critically	1	2	3	4	5
23. Work in a team	1	2	3	4	5
24. Be a good decision-maker	1	2	3	4	5

25. Select the 3 skills in the right-hand column that you feel were **most improved** because of your participation in the *JA Company 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 Company Program</i> ...	Strongly Disagree	Disagree	Neither Agree nor Disagree	Agree	Strongly Agree
26. I have developed or further developed my educational goals.	1	2	3	4	5
27. I have developed or further developed my career goals.	1	2	3	4	5
28. I know more about entrepreneurship.	1	2	3	4	5
29. 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.

	Strongly Disagree	Disagree	Neither Agree nor Disagree	Agree	Strongly Agree
30. Since completing the program, I revised the Personal Action Plan I created in the program and/or I created a new one.	1	2	3	4	5
31. Since completing the program, I have taken steps toward starting my own business.	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
32. The things I learned in JA will be important later in the future.	1	2	3	4	5
33. The things I learned in JA will help me get a good job.	1	2	3	4	5
34. The things I learned in JA will help me be successful in life.	1	2	3	4	5
35. I feel like my opinions are respected by my peers in JA.	1	2	3	4	5
36. My JA volunteer makes me feel important.	1	2	3	4	5
37. JA made school more interesting to me.	1	2	3	4	5
38. The things I learn in JA will help me do better in school.	1	2	3	4	5
39. I look forward to going to school more on the days JA takes place.	1	2	3	4	5
40. 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
41. My involvement in JA has helped me stay out of trouble out-of-school.	1	2	3	4	5
42. Junior Achievement connected what I learned in the classroom with real life.	1	2	3	4	5
43. Junior Achievement taught me how to manage my money.	1	2	3	4	5
44. Junior Achievement was fun.	1	2	3	4	5
45. Junior Achievement made me realize the importance of staying in school.	1	2	3	4	5

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

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

a.

b.