

NM DECA Quiz Bowl Questions, State CDC 2009

Round 1

1. Something that has bearing upon the matter at hand is considered _____
Relevant, pertinent, related, important, applicable, necessary
2. The ability to express yourself and to stand up for your rights, principles and beliefs is called _____
Assertiveness
3. Training in which schools and businesses cooperate to provide on-the-job practice for learners is called a(n) _____
Internship, cooperative training
4. Failure or refusal to cooperate or follow instructions is also called _____
Noncompliance, disobedient, rebelliousness, non-cooperative, insubordination
5. A type of software people use as a visual aid when speaking in front of an audience is called _____
Presentation software, PowerPoint
6. *Excel* is an example of what type of software?
Spreadsheet
7. Joseph typed his term paper on the computer using what type of software?
Word processing, Word, Works, Notepad, Word Perfect
8. Public employment agencies are operated by the _____
Government
9. When determining if a company has any job openings, a job seeker should contact the department of _____
Human resources, personnel
10. Steps that employees take to improve skills needed to excel in their career is called _____
Professional development, skills development/training
11. What type of card is issued by a financial institution and allows you to withdraw money from a personal bank account to pay for purchases?
Debit
12. Being free from intrusion is also called a person's right to _____
Privacy
13. Instructions you must read are called _____
Written directions, instructions
14. When you are asking for information, you are making a(n) _____
Inquiry, query, question, request
15. When you indicate to the speaker that you understand the message, you are demonstrating
Active listening, confirmation, listening skills
16. The person to whom a verbal message is directed is called the _____
Receiver, recipient, audience, listener
17. What type of feedback comes from within yourself?
Internal
18. What traits are associated with your intellectual abilities?
Mental, IQ, aptitude

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19. Because Sally asked a lot of questions and was genuinely excited about starting the new project, she was demonstrating her interest and _____
Enthusiasm
20. A set image or assumption about a person is a(n) _____
Stereotype, prejudice
21. What computer icon do you click on when you send an existing e-mail message to another person?
Forward
22. When you can step into another person's shoes to try to understand their feelings, you are demonstrating _____
Empathy
23. The worldwide network of computers that enables users to access information and communicate with others is called the _____
Internet, world wide web
24. The willingness to act without having to be told to do so is called _____
Initiative
25. Dividing a market on the basis of a group's values and lifestyles is called _____
Psychographic
26. What types of producers provide goods such as carrots, coal, and lumber in their natural state?
Raw-goods
27. The four elements of the marketing mix consist of product, price, place, and _____
Promotion
28. The process or activity of using goods and services is called _____
Consumption
29. What marketing function involves determining client needs and wants and responding through planned, personalized communication that influences purchase decisions?
Selling
30. Intermediaries who assist in the sale or promotion of products but do not take title to them are called _____
Agents, middlemen
31. Items with special or unique characteristics that consumers are willing to exert special efforts to obtain are called _____
Specialty goods
32. What type of business performs intangible activities that satisfy consumers' needs and wants?
Service
33. The best way to stay safe in the workplace is by following company _____
Procedures, policies, guidelines, rules
34. The common characteristics of goods are that they are tangible, useful, scarce, and _____
Transferable
35. Because Martin broke his arm at work, he suffered from a(n) _____
Injury

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36. What type of accounting method involves a business recording its income and expenditures at the time transactions occur, even when no money exchanges hands?
Accrual
37. Because a car can be valued in terms of money, it is an example of a(n) _____
Economic want
38. Anything that can be used to produce goods and services is a(n) _____
Resource
39. A factory worker, a teacher, and a banker are examples of which type of resource?
Human
40. Tangible items produced for personal use _____
Consumer goods
41. Ratings assigned to products that tell to what extent standards were met are known as ____
Grades
42. Economic activities consist of consumption, production, distribution, and _____
Exchange
43. When we want more than one thing at the same time, our wants are _____
Competing
44. Items that are purchased quickly and without much thought or effort are called _____
Convenience goods
45. What type of corporation is Microsoft legally structured as?
Open
46. What type of item is purchased after consumers compare goods and stores in order to get the best quality, price, and/or service?
Shopping
47. What type of resources can be used in place of another?
Alternative, substitute

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Round 2

1. What type of customer is shy or indecisive?
Slow, methodical
2. A rule governing the types of clothing that employees are permitted to wear to work is called a(n) ____
Dress code
3. Businesses that change raw materials into sellable goods are called _____
Manufacturers, producers
4. Wal-Mart, Sears, and Target are examples of what type of business?
Retail, retailers
5. A benefit that is lost when you decide to use scarce resources for one purpose rather than another is referred to as the _____
Opportunity cost
6. When one person owns a business, it is called a(n) _____
Sole proprietorship
7. Because people tend to purchase certain products only when the price is low, demand for those products is said to be _____
Elastic
8. Friendship is an example of which type of want?
Non-economic
9. A hybrid business structure that limits the liability of professionals such as doctors and lawyers is called a limited _____
Liability partnership, LLC
10. The gap between unlimited wants and limited resources creates a condition known as _____
Scarcity
11. Because Angela bought the rights to operate a McDonald's restaurant, she is a(n) _____
Franchisee
12. A condition in which the supply is high and demand is low is called a(n) _____
Buyer's market, surplus market
13. The amount of goods and services available for purchase at any given time is known as _____
Supply
14. The amount of money available is referred to as buying _____
Power
15. What type of demand exists when the demand for something is constant even though the product's price changes?
Inelastic
16. What is used to establish uniform, consistent products?
Standards, guidelines, codes
17. What type of warranty covers specific repairs or certain parts of a product?
Limited
18. Specifications used to measure the degree of excellence of a product are called _____
Quality standards

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19. What type of market structure involves a lot of businesses selling identical products to many buyers?
Pure competition, competitive
20. All the money owed to the company by others is referred to as accounts _____
Receivable
21. Caribou Coffee and Starbucks are direct ____
Competitors
22. An oligopoly exists when a few businesses sell a product, making it difficult for new businesses to enter the _____
Market
23. Name the type of economic system in which all or many of the means of production and distribution are owned and controlled by the government
Command, communism
24. When individuals or businesses control the means of production and distribution of products with limited government intervention, it is called a(n) _____
Market economic system, capitalism, free enterprise
25. The consumer approval of goods and services expressed by the purchase of the products is known as an economic _____
Vote
26. What condition exists when the market is controlled by one business, and there are not substitute products readily available?
Monopoly
27. Which economic system exists when people produce only what they must have in order to survive?
Traditional
28. The usefulness created when products are made available when they are needed or wanted by consumers is called _____
Time utility, just in time
29. The group of customers that a business wants to attract is called the _____
Target market
30. What type of utility involves the usefulness created when ownership of a product is transferred from the seller to the user?
Possession
31. The usefulness created by making sure that goods and services are available where they are needed or wanted is called _____
Place utility
32. What type of competition exists between a sporting event and a movie theater?
Indirect
33. What type of utility involves altering the characteristics of a good to make it more useful to the consumer?
Form
34. Tornadoes, fires, lightning, and earthquakes are examples of what type of risk?
Natural

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35. Business risk refers to the possibility of loss or _____
Gain, profit
36. The business activity that is responsible for moving, storing, locating, and transferring the ownership of goods and services is _____
Distribution
37. Competition and obsolescence are what type of business risk factors?
Economic
38. A company can transfer its business risk by purchasing _____
Insurance
39. The process of keeping and interpreting financial records is called _____
Accounting, bookkeeping, recordkeeping
40. A point of difference between a customer and a salesperson that might prevent a sale is called a(n) _
Objection
41. The command economic system that does not allow people to invest in the economy is called _____
Communism
42. The marketing function of funding a business venture is called _____
Financing
43. In the accounting function, what does GAAP stand for?
Generally accepted accounting principles
44. All the money a business owes to other is called _____
Accounts payable

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Round 3

1. The process of planning, controlling, and monitoring the day-to-day activities of the business is called _____
Operations management, operations
2. The point in the selling process at which the customer makes a favorable buying decision is called the _____
Close
3. The people who make or provide goods and services are called _____
Producers, manufacturers
4. In the selling process, the initial contact is called the _____
Approach, opening
5. The classification of customers into similar groups is called market _____
Segmentation
6. The process of choosing among alternatives is called _____
Decision making
7. The act of identifying any person or organization with the potential to buy a product is called _____
Prospecting
8. Your ability to accept circumstances as they changes is called _____
Adaptability, flexibility
9. The goods and services produced from combining inputs are called _____
Outputs
10. When Bob is showing his customer how to use the video camera, he is using a promotion technique called a(n) _____
Demonstration, product demonstration
11. If you are free from danger, risk, or injury at work, then you are _____
Safe
12. The customs, habits, and traditions of a particular group of people are known as their _____
Culture
13. A person who buys goods and services for a business is involved in the function of _____
Purchasing
14. When you value and respect diversity, you are exhibiting cultural _____
Sensitivity, awareness
15. Coupons, rebates, contests, and samples are examples of which type of promotional activity?
Sales promotion
16. What leadership style is built around mutual respect between the leader and subordinates and allows each person to have a say in the work-related activities?
Democratic
17. The management function that monitors the work effort is called _____
Controlling
18. When a business pays to promote its products in a nonpersonal way, it is engaging in _____
Advertising

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19. The future that you desire to create is called _____
Vision
20. What term describes the nonpersonal presentation of goods, services, or ideas that is not paid for by the individual or company that benefits from or is harmed by it?
Publicity
21. Utilities, inventory purchases, and wages are examples of _____ expenses
Operating
22. The rapid and unimpeded flow of capital, labor, and ideas across national borders is called _____
Globalization
23. What term describes a group of related items?
Product line
24. Taxes you pay for land that you own are called _____ taxes
Property
25. A product mix strategy that involves adding product items to the product mix is called _____
Expansion, product expansion
26. A salesperson who intentionally misrepresents the truth during a sales presentation is behaving unethically and is engaging in a(n) _____ activity
Illegal, fraudulent
27. Marketing information is gathered to help a business make important _____
Decisions, choices
28. Plain packaging and low prices are characteristics of which type of brand?
Generic
29. The way in which consumers see a product is called product _____
Position, positioning, perception
30. When a nation has the ability to produce a product with fewer resources than another nation, it has the _____
Absolute advantage
31. The ability to give another person what s/he wants is called bargaining _____
Power
32. GDP is the acronym for _____
Gross domestic product
33. Who finds markets for goods or services abroad?
Exporters
34. What part of the print advertisement intends to attract attention and encourage reading?
Headline
35. A country that exports more than it imports has a trade _____
Surplus
36. In which section of the newspaper would Jess place an advertisement to see his car?
Classified

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37. Another term for information or fact is _____
Data
38. A private wrongdoing against another individual is called a(n) _____
Tort
39. Obtaining data from various sources is called information _____
Gathering
40. Brainstorming and visualization are techniques that workers use to spark their _____
Creativity, imagination

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Round 4

1. The ability to buy now and pay later is called _____
Credit
2. Units of ownership in a corporation are called shares or _____
Stock
3. What management function involves providing guidance to workers and work projects?
Directing, direction
4. What term describes customer theft of goods from a business?
Shoplifting
5. The management function of deciding what will be done and how it will be accomplished is known as _____
Planning
6. If you are finding solutions to obstacles, you are solving _____
Problems
7. A leadership style that involves a high degree of control over employees and the work effort is called _____
Authoritarian, autocratic, micromanagement
8. A business structure that involves the authorization of and use of trademarked materials is called _____
Licensing
9. To create a respectful and productive workplace, it is important for each employee to foster positive working _____
Relationships
10. What type of segmentation involves dividing a group on the basis of location?
Geographic
11. To prevent robbery and theft, businesses must take what type of precautions?
Security
12. The process of resolving a disagreement is called _____
Conflict resolution, resolution
13. The cost of borrowing money is known as _____
Interest
14. The person accusing another person or business of a wrongdoing is called the ____
Plaintiff
15. A country that can produce pencils at a more efficient rate than another country is said to have the _____
Comparative advantage
16. What type of negotiating style are you using if you embrace a “win-win attitude”?
Collaborative
17. Setting selling prices below even-dollar amounts to suggest a bargain is a pricing method called ____
Odd pricing, odd number pricing

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18. What type of product mix strategy involves adding a higher priced product line to the product mix?
Trading up
19. When Casey allows iTunes to send him promotional e-mail, he is receiving _____ messages
Opt-in
20. Which form of advertising involves printing messages on pens, calendars, and key rings?
Specialty
21. Conflict among channel members on the same level is referred to as _____ conflict
Horizontal
22. A catalog sent to your home is an example of which type of promotional media?
Direct mail
23. The way in which the elements of print advertisements are arranged on the page is commonly called the _____
Layout
24. Which component of an income statement indicates the amount of money spent on raw materials, packaging and shipping?
Cost of goods sold, cost of sales
25. The goal of using a collaborative negotiating style is to create what type of situation?
Win-win
26. Another term for a tag line is _____
Slogan, by-line, motto
27. When workers rely on each other to accomplish their work, they are said to be _____
Interdependent
28. The photograph, drawing, or graphic in a print advertisement is called the _____
Illustration
29. Increasing productivity and improving the use of resources are ways in which a nation can encourage _____
Economic growth
30. A high gross margin indicates that a business is making a reasonable profit on _____
Sales
31. To achieve cooperation in the distribution channel, all of the channel members must embrace an attitude of _____
Teamwork
32. An income statement is a summary of income and _____
Expenses
33. What type of goal helps a business achieve diversity in the workplace?
Equity, equal opportunity, EEOC
34. A training method that allows an employee to learn several related jobs at one time is called _____
Job rotation
35. An interviewer should not ask questions about a job applicant's age because in many countries these types of questions are _____
Illegal

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36. Employees from different departments that work together on a project are part of what type of team?
Cross-functional
37. Because Andrea's employer provided her with more job responsibilities, a new title, and higher wages, Andrea has been given a(n) _____
Promotion
38. Ken expressed his dissatisfaction with a company policy using a specific written format as outlined by his employer. Ken has filed a(n) _____
Grievance
39. Stealing money from your employer is grounds for _____
Dismissal, firing, termination
40. What type of action is designed to help improve an employee's poor performance on the job?
Remedial, corrective
41. The pay that an employee earns for work that s/he completes is called _____
Wages, salary
42. An experienced worker who acts as a guide to a new employee is often referred to as a(n) ____
Mentor, coach

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Round 5

1. What type of advertisement is found in a newspaper or magazine?
Print
2. Managing stress helps employees be more _____.
Productive, efficient
3. What process involves making the best use of resources in the production of goods and services?
Specialization
4. The type of work that you perform in order to earn a living is called specialization by trade or _____.
Profession, industry, occupation
5. The element in a print advertisement that is unoccupied by text or illustrations is called the _____.
White space
6. To adapt in today's market, businesses must continuously watch market _____.
Trends
7. When you are highly skilled in one small portion of a job, it is known as specialization by _____.
Task
8. Becoming outdated because of advances in technology is called _____.
Obsolescence
9. The library and the Internet are sources for which type of data?
Secondary
10. Giving more meaning to work is called job _____.
Enrichment, enhancement
11. Manufactured resources used to make products are often referred to as _____ goods.
Capital, industrial
12. Oil and coal are examples of which type of resource?
Natural
13. What process describes making items quickly and in large quantities?
Mass production
14. When Janelle estimates that she can sell 450 candles in the next three months, she is providing a sales _____.
Forecast
15. A written document that describes the strategies and procedures that a business intends to use to attract a target market is called a(n) _____.
Marketing plan, business plan
16. Good marketing data are timely and _____.
Accurate, correct
17. A survey designed so that respondents must answer either "yes" or "no" is using what type of question?
Closed-end
18. Devon is analyzing survey data from a representative group of consumers, which is called a(n) _____.
Sample, focus group

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19. When Evan attends an event so he can demonstrate his company's products and build sales leads, he is participating in a(n) _____
Trade show
20. Taxes on imported goods are called _____
Tariffs
21. If a business wants to determine its customers' attitudes about the company and its products, it should conduct _____
Marketing research
22. What type of data are obtained for a specific reason or use?
Primary
23. When you break a large project into small units to accomplish the work faster and easier, it is called division of _____
Labor
24. The marketing-research method that involves watching the actions of others is called _____
Observation
25. A set of written questions that a business uses to obtain marketing information is called a(n) ____
Questionnaire, survey
26. What type of list helps employees organize tasks and manage their time?
To-do
27. Communicating with others in a professional organization in order to identify employment opportunities is called _____
Networking
28. Sales promotion, publicity, personal selling, and advertising are elements of the _____
Promotional mix
29. What type of laws deal with protecting our natural resources?
Environmental
30. A written document that outlines promises two parties make to one another is called a(n) ____
Contract
31. If the Potter Company prefers to hire employees who are younger than thirty, the company is discriminating on the basis of _____
Age
32. Work-team members who cooperate with one another and share authority in the group's decision-making process are said to be _____
Collaborative, collaborating, teaming
33. Controlling office supply usage can reduce unnecessary _____
Waste
34. A corrective action that involves providing feedback as a means of fostering improved performance is commonly referred to as constructive _____
Criticism
35. When Tia complains about the room temperature at work, she is expressing her dissatisfaction about her physical _____
Surroundings, environment

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36. A benefit to orienting new employees to the workplace is that it can reduce their _____
Anxiety, nervousness, fears, stress
37. When selecting and hiring a new employee, a supervisor should make sure the person possesses the necessary _____
Qualifications, skills, attributes
38. Acknowledging a "job well done" is providing an employee with _____
Praise, recognition, positive feedback
39. A program designed to help new employees become familiar with their new surroundings during the first few weeks at work is called job _____
Orientation
40. What type of policy encourages employees to approach their supervisors at any time to discuss work-related issues?
Open-door
41. Courtney earns an annual income of \$75,000, which is called her _____
Salary
42. When the supervisor increased Kyle's pay by 50 cents an hour, Kyle received a pay _____
Raise
43. A supervisor who motivates, provides support, and helps employees achieve their goals is a good ____
Coach, manager, boss
44. Prioritizing tasks involves providing an employee with a list of activities in the order of _____
Importance
45. A country that bans exports to another country is restricting trade through a(n) _____
Embargo
46. What type of legislation protect competition?
Antitrust

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Round 6

1. Channel members operating between the producer and the end user to help move goods and services are called _____
Intermediaries
2. The income left after expenses are paid is called _____
Profit
3. Another term to describe sales or gross income is _____
Revenue
4. The ability to perform a task that is developed through knowledge, training, and practice is called a(n) _____
Skill
5. The document summarizing Kelsey's education and work experience that she provides to potential employers is called a(n) _____
Resume
6. Designing products and directing marketing activities in order to appeal to the whole market is called _____
Mass marketing
7. The form that a business fills out to order goods is called a(n) _____
Purchase order
8. Anything of value belonging to the borrower that is pledged to the lender to guarantee that the loan will be repaid is called _____
Collateral
9. The formal process of holding a person or business liable for a wrongdoing involves going through the court system, which includes filing a(n) _____
Lawsuit, claim
10. When unemployment goes up, consumer spending tends to _____
Fall, decrease, drop, decline
11. The government tends to lower interest rates as a way to stimulate the _____
Economy, spending, borrowing
12. The United Auto Workers is an example of a(n) _____
Trade union
13. When more money flows into the business than out of it, the business is experiencing a cash _____
Surplus
14. The advantage a customer receives from using a product is called a(n) _____
Benefit
15. When Alyssa's supervisor provides directions to complete the work, she should provide them in the appropriate _____
Sequence, order, steps
16. A racial, religious, or cultural group within a country that is smaller than the majority is called a(n) ____
Minority

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17. An effective way for a supervisor to share business information with several employees is by holding a staff _____
Meeting
18. The amount of Chad's paycheck after deductions was \$345.97, which is also called his _____
Net pay, take-home pay
19. What training method involves an employee who learns how to do certain tasks by performing the actual work?
On-the-job, hands-on
20. What type of law mandates that employers must pay certain types of workers at least \$6.10 per hour?
Minimum wage
21. Failing to hire people on the basis of their race, age, or gender is an illegal action called _____
Discrimination
22. Monitoring office-supply use can reduce waste and save the company _____
Money
23. Luke earns \$14.50 for every sixty minutes he works, so he is paid by the _____
Hour
24. When a producer limits the number of outlets it allows to sell its products, it is using a _____
distribution system
Selective
25. When a business selects a wholesaler to move its products rather than selling to retailers, it is using which method of distribution?
Indirect
26. A tool that a business develops to evaluate its strengths, weaknesses, opportunities and threats is called a(n) _____ analysis
SWOT
27. To evaluate a customer's experience with a business, the manager might ask the customer for _____
Feedback, input
28. A business's image can be damaged if it does not provide excellent _____ service
Customer
29. A business that wants to position itself as having a customer-service orientation should thoroughly train its _____
Employees, workers, staff
30. A business' beliefs and what it stands for is its _____ values
Core
31. A declaration about what you want your business to be doing is called a(n) _____
Mission statement
32. An identifiable mark or symbol that represents your brand or business is called a(n) _____
Logo

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Section 7

1. If Sidney fails to fulfill her contractual promises to Adrian, Sidney may be in _____
Breach of contract
2. When inflation rises, money loses its _____
Value
3. Businesses tend to hire more employees during which stage of the economic cycle?
Expansion
4. When a want exists, and an idea for a product to fulfill that want exists, it is called a market ____
Opportunity
5. What type of financial summary contains estimates of when, where, and how much money will enter and will leave the business?
Cash flow statement
6. Focusing your mind creatively involves the ability to think outside the _____
Box
7. Sienna is developing a synopsis, or a miniature version of her business plan, which is often called the _____
Executive summary
8. A decision-making outcome that requires the substantial agreement of each member is called a(n) ____
Consensus
9. Time is a valuable _____
Resource
10. Putting off until tomorrow what you could get done today is called _____
Procrastination
11. The negotiating process in which union leaders and company representatives discuss the terms and working conditions that are to be provided to employees is called _____
Collective bargaining
12. Writing down and tracking how you spend your time is called a time-management _____
Log, technique
13. To manage your time effectively, it is best not to over _____
Schedule, block
14. Kevin told Marin about the great food at a new pizza place and said that she should try it. Kevin was engaging in what type of marketing?
Word-of-mouth
15. The promotional mix consists of sales promotion, personal selling, public relations, direct marketing, advertising and _____
Publicity
16. The purpose of a labor union is to improve laborers' working _____
Conditions
17. Invoices and purchase orders are types of information found in what type of business record?
Sales

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18. A written summary of tasks that an employee performs is called a(n) _____.
Job description
19. A limit on the amount of goods allowed in or out of a nation is called a(n) _____.
Quota
20. Sweeping the floor and changing the light bulbs are routine _____ activities.
Maintenance
21. The company gathered 12 consumers in a room to have them taste test a new soft drink. The twelve consumers were part of a(n) _____.
Focus group
22. A graphic that depicts all the characteristics and advantages of a product is called a(n) _____ chart.
Feature-benefit, benefit-feature
23. "Time" media is also known as _____.
Broadcast media
24. What negotiating strategy involves two people on the same side—one who is reasonable and the other who is disagreeable?
Good cop/bad cop
25. Stand-alone structures located in public places, like malls, that provide information and sell products are called _____.
Kiosks
26. When two items are packaged together and priced so that it costs less to purchase both items together than it is to purchase each item separately, it is called _____.
Product bundling
27. What term describes an international business that hires young children to work in unfavorable conditions for unreasonable pay?
Sweatshops
28. To provide staff members with important discussion points for a meeting, supervisors often distribute a(n) _____.
Agenda
29. Dental insurance and paid holidays are _____.
Benefits
30. When Elliot was promoted, he needed to learn how to perform his new job, so his employer provided him with job _____.
Training
31. Making a penalty more severe each time an offense is repeated is a form of remedial action called _____.
Progressive discipline
32. A tangible item given for someone's service or accomplishment is known as a(n) _____.
Reward, award
33. When the supervisor helps Pedro determine which tasks he should perform first, the supervisor is helping Pedro _____ his workload.
Prioritize

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34. Employees can help the business control expenses by arriving to work on _____
Time
35. At job orientation, the instructor gave Ella a publication that describes the company's policies and procedures. The publication is often called an employee _____
Handbook, manual, guide
36. When your employer puts your paycheck in your bank savings/checking account every Friday, it is making an automatic payroll _____
Deposit
37. Employees might be fired if they repeatedly violate the company's _____
Rules, policies
38. Instruction with the purpose of helping trainees become more aware of their own behaviors and how others perceive them is called _____
Sensitivity training
39. Interviewers usually ask job applicants about their skills and about their previous work _____
Experience
40. When Sarah tells her supervisor that she doesn't think it's fair that Sam is getting better project assignments than she is, Sarah is expressing a verbal _____
Complaint
41. An unfilled position within a company is called a job _____
Opening
42. Acting out a situation without a script is a training method commonly called _____
Role-playing
43. A document that is addressed to the hiring manager or that summarizes a job applicant's interest and accompanies the applicant's resume is called a(n) _____
Cover letter
44. What type of interview often takes place when an employee leaves the company to go work for another business?
Exit
45. When the supervisor tells Ashley to obtain quotes for the project and tells Mike to develop a production schedule, s/he is _____ tasks
Delegating
46. When The Parson Company asked Jackie if she would like to start working as a salesperson, the company was extending her a job _____
Offer
47. Antitrust legislation prevents the formation of business monopolies and encourages _____
Competition
48. A government's monetary policies affect the nation's _____ growth
Economic
49. On a profit-and-loss statement, what term refers to net sales minus the cost of goods sold?
Gross margin, gross profit
50. The document that serves as a guide for the business's future activities is called a(n) ____
Business plan

NM DECA Quiz Bowl Questions, State CDC 2009

51. The purpose of developing a marketing plan is to control _____
Spending, expenses
52. A marketing audit helps a business measure its _____
Performance
53. Unfavorable circumstances in the surrounding environment are called _____
Threats
54. A written proposal often begins by summarizing a specific _____
Problem
55. Supporting documents at the end of a complex report are called the _____
Appendices
56. The concept of economies of scale is related to mass _____
Production
57. The primary consideration when assessing an organization's culture is the workplace _____
Environment
58. When forecasting sales, a business considers its previous years' sales, which is its sales _____
History
59. What type of stock is issued by strong, reputable companies and is considered a safe option for conservative investors?
Blue-chip
60. A break-even analysis involves identifying the level of sales needed to reach the break-even point at various _____
Prices
61. A government that increases taxes is implementing what type of policy?
Fiscal
62. A government's fiscal and monetary policies are used to regulate the _____
Economy
63. A manager who strives to be honest, fair, and objective with all his/her subordinates is demonstrating what type of behavior?
Ethical
64. What type of risk involves the chance of loss that may result in loss, no change, or gain?
Speculative
65. To respond appropriately to external factors, a business should conduct an environmental _____
Analysis, scan
66. To determine if a business's outputs are generating enough profit, the business should calculate the _____
Marginal revenue
67. When a business spends money to purchase a new facility, it is making a(n) _____
Capital investment
68. A business often presents its business plan to a bank when it wants to apply for a(n) _____
loan

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Round 8

1. www.ilovedeca.org is an example of a(n) _____
Domain name, web address
2. Exhibiting patience and tolerance during a difficult situation is called having _____
Self-control
3. What inhibits the understanding of a message?
Barriers, noise
4. If you believe in your own talents, skills, and objectives, you have _____
Self-confidence
5. Constructive criticism should be viewed as a tool to use for personal _____
Growth
6. An individual who poses as another person and then uses that person's credit card without authorization is engaging in _____
Identity theft
7. What types of customer doubts everything that a salesperson says, and requests proof about the product's quality?
Suspicious
8. What is the type of tax that you pay when you purchase a computer, car, or television?
Sales
9. What does NAFTA stand for?
North American Free Trade Agreement
10. A country that imports more than it exports has a trade _____
Deficit
11. The elements of a business's promotional mix are advertising, personal selling, sales promotion, and _____
Publicity
12. Tasks that must be done today are called top _____
Priorities
13. Health insurance, vacation, and retirement-savings programs are some benefits that make up a company's _____ plan
Compensation
14. Training programs can help employees improve their job _____
Performance, productivity
15. Work teams that manage themselves and their work are said to be _____
Self-directed
16. Wages earned before taxes are deducted are called _____
Gross income, taxable income
17. Civil rights have helped pave the way for a workforce that is highly _____
Diverse

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18. The component of the business plan that provides information as to how the company intends to do what it has planned is called the strategy and _____ section
Implementation
19. Before marketing products in another country, a business should evaluate the stability of the nation's government, which is what type of factor?
Political
20. Increasing sales by 20 percent is an example of a marketing _____
Objective, goal
21. The liquidation of assets would be listed in a cash flow statement as _____
Income
22. One a company's financial statement, the building's rent or mortgage is listed as what type of expense?
Fixed