

**STATE DECA QUIZ BOWL
2000-2001**

Round 4

1. The process of offering merchandise in several different price ranges is called
A. Price Lining

2. The inventory level where the business places an order is called the
A. Reorder Point

3. Liabilities owed to the federal, state, and local governments are called
A. Taxes Payable

4. People who own stock in a company and are permitted to elect the board of directors are known as
A. Stockholders

5. Current assets less current liabilities equals _____.
A. Working Capital Ratio

6. Supervision, defined, is getting work done through
A. Others

7. The coolness or warmth of a color is called the
A. Tone

8. Money payments for labor is called
A. Wages OR Salary

I. Six

50. Cost plus markup equals what?

A. Retail

9. Shares of ownership in a corporation is called

A. Stock

10. The management function which involves evaluating performance, problem solving, and setting employee standards is

A. Controlling

11. The act of distinguishing between or separating two or more things is

A. Differentiation

12. The amount the customer gives the cashier to pay for a purchase is called the

A. Amount Tendered

13. The quantity of goods or services that buyers are willing to purchase at a given price and at a particular time is known as

A. Demand

14. Specific sales goals to be met are called

A. Quotas

I. Six

50. Cost plus markup equals what?

A. Retail

15. Brands that carry the name of the person who created the original design are

A. Designer Brands

16. Brands that carry the name of the store that sells them are called

A. Store Brands or Private Labels

17. The system in which people make and spend their incomes is the

A. Economy

18. The premise of a sale when a salesperson and customer first communicate is the

A. Approach

19. A fact or characteristic of a product is what?

A. Feature

20. The term that refers to the number of products and assortment of sizes, colors, and models offered in product lines is

A. Depth

I. Six

50. Cost plus markup equals what?

A. Retail

21. The presiding officer calls a meeting to an end by accepting a motion to _____?

A. Adjourn

22. The full name for DECA's final conference of the year is

A. National Career Development Conference

23. The first interstate conference for DECA was held in what city?

A. Memphis, Tennessee

24. According to parliamentary procedures, which officer is responsible for preparing materials for media?

A. Reporter

25. What is the term that means "let the buyer beware?"

A. Caveat Emptor

I. Six

50. Cost plus markup equals what?

A. Retail

26. When making a motion, what three words are appropriate to say to begin the motion?

A. I Move That

27. The minimum number of members of a group needed to conduct official business is called a

A. Quorum

28. The phase of the selling process when the seller tries to gain the interest of the prospect by putting the person in a receptive frame of mind is known as what phase?

A. Approach

29. The last step in the communication process is

A. Action

30. Total fixed costs divided by selling price minus variable costs is known as what?

A. Break-Even Point

31. A type of arrangement in which the buyer does not pay for goods until they are sold is called

I. Six

50. Cost plus markup equals what?

A. Retail

A. Consignment

32. What term is also known as liquidation bankruptcy?

A. Chapter 7

33. A short description of the venture that should be the first information the interested reader encounters is

A. Executive Summary

34. A business owned and operated by family members is called a

A. Family Business

35. A partner who has unlimited liability and can enter into contracts in the name of the business is what kind of partner?

A. General Partner

36. A prepaid insurance plan consisting of a group of hospitals, Physicians, and other health-care providers who have joined together to provide health services to members is what?

A. HMO (Health Maintenance Organization)

I. Six

50. Cost plus markup equals what?

A. Retail

37. A cost that remains constant, at least in the short run, regardless of operations is a

A. Fixed Cost

38. A cooperative or group method of pooling financial risks is

A. Insurance

39. The favorableness or un-favorableness with which employees view their work is referred to as

A. Job Satisfaction

40. The application of the scientific method to business problems is called

A. Market Analysis

41. The process of inducing people to take action is known as

A. Motivation

I. Six

50. Cost plus markup equals what?

A. Retail

42. The capacity to know or understand is called

A. Mental Ability

43. The term to describe the protection of a business from employee dishonesty is

A. Fidelity or Bonded

44. Name two incidental motions?

A.	Point of Order	Division
	Appeal	Withdraw
	Suspend	Special Orders

45. What is the term which defines the practice of cheating, misleading, or misrepresenting?

A. Deceit

46. When something is new, fresh, innovative, unusual, or unique it is known to be ____.

A. Original

47. What word means skill and ability?

I. Six

50. Cost plus markup equals what?

A. Retail

A. Aptitude

48. Your personal data sheet containing educational and occupational facts is called

A. Resume

49. In the world of fashion, there are how many fashion seasons?