

33rd Annual Student Career Days
March 26 – 29, 2009
Cal Poly Pomona

BUSINESS MANAGEMENT

Description: The student (maximum of two individuals per school) will be required to answer a series of multiple choice, matching, and calculation problems derived from *Business Principles of Landscape Contracting* by Stephen M. Cohan (Copyright 2006; available in the PLANET Bookstore). Students should be able to define key terms, understand the difference between direct and indirect costs, and understand the different types of accounting and estimating methods. A balance sheet and income statement will be presented with questions on both. The students should know the different ratios and what they represent, and they will be asked to calculate various ratios without the benefit of the formula being provided.

Time: 1 hour and 30 minutes

JUDGING CRITERIA

Points: 100 possible points per individual; individual scores are combined toward the team score for a total of 200 possible points.

The problem will be scored against pre-determined answers.

Time will be used only as a tiebreaker.

Students are required to bring the following materials to the event: Two sharpened pencils with erasers, and a calculator. No scratch paper will be allowed into the event.

Sponsor is required to supply the following materials for the event:

- 130 test and answer sheets
- Blank scratch paper
- Stopwatches
- Final test solution ready for scoring the students' tests
- Sufficient number of judges and event monitors
- Any other items deemed necessary for this event