

**PENNSYLVANIA DECA STATE OFFICER TEST
2014-2015**

Name _____

Date _____

Officer Position Sought _____

District _____ School _____

INSTRUCTIONS: DO NOT BEGIN UNTIL TOLD TO DO SO.

Total Possible Points: 100
Minimum Level of Achievement: 70
Testing Time: 60 minutes

Section A. True of False – please circle the correct choice. Each correct answer is worth 2 points.

- | | | |
|---|---|---|
| 1. Business Finance is a competitive event. | T | F |
| 2. There are 7 Districts in PA DECA. | T | F |
| 3. The Virtual Business Challenge is a competitive event. | T | F |
| 4. This year's National theme is 'Go for Gold.' | T | F |
| 5. There are 4 points in the DECA Diamond. | T | F |
| 6. PA DECA started in 1932. | T | F |
| 7. National DECA Headquarters are in Reston, VA. | T | F |
| 8. Cash scholarships are given out at the State Conference. | T | F |
| 9. DECA now stands for Distributive Education Clubs of America. | T | F |
| 10. The New York Experience Conference is open to all members. | T | F |

Section B. Matching. Please select an answer from the following list. Each Answer is worth 2 points.

Jerry DiGiovanni
LaVerne Dixon
Cyndee Barkley
Michelle Jackson

Zack Schaja
Tara Nath
Paul Wardinski
Charles Mariotz

11. Who is the State Officer Advisor of PA DECA? _____

12. Who is the current State President? _____

13. Who is the President of the PA DECA Board of Trustees? _____

14. Who is the Executive Director of National DECA? _____

15. Who is the PA DECA Executive Director? _____

Section C. Completion. Please answer the following questions. Each question is worth 4 points.

16. What is the official governing body of PA DECA? _____

17. Name one of the sections of this year's Program of Work. _____

18. What is the name of the National DECA Publication sent to each chapter?

19. Who is the current State Representative for you District? _____

20. Name a college in PA that offers a DECA Scholarship _____

Name 5 of the more than 40 Competitive Events in which DECA members may choose to participate.

21. _____

22. _____

23. _____

24. _____

25. _____

Give the website addresses for both PA DECA and National DECA:

26. _____

27. _____

List a purpose of the DECA Competitive Events Program.

28. _____

Section D. The DECA Creed. Fill in the blank. Each blank is worth 2 points.

I believe in the _____ which I am planning for myself in the field of _____ and _____, and in the opportunities which my _____ offers.

I believe in fulfilling the highest measure of service to my vocation, my fellow beings, my country, and my _____ - that by doing so, I will be rewarded with personal _____ and material wealth.

I believe in the democratic philosophies of private enterprise and _____. and in the freedoms of this nation – that these philosophies allow for the fullest development of my individual _____.

I believe that by doing my best to live according to these high _____, I will be of greater service to both myself and to mankind.

**PENNSYLVANIA DECA STATE OFFICER TEST
2014-2015 -KEY**

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Section A. True of False – please circle the correct choice. Each correct answer is worth 2 points.

1. Business Finance is a competitive event. T
2. There are 7 Districts in PA DECA. F
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4. This year's National theme is 'Go for Gold'. F
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6. PA DECA started in 1932. F
7. National DECA Headquarters are in Reston, VA. T
8. Cash scholarships are given out at the State Conference. T
9. DECA now stands for Distributive Education Clubs of America. F
10. The New York Experience Conference is open to all members. T

Section B. Matching. Please select an answer from the following list. Each Answer is worth 2 points.

Jerry DiGiovanni
LaVerne Dixon
Cyndee Barkley
Michelle Jackson

Zack Schaja
Tara Nath
Paul Wardinski
Charles Mariotz

11. Who is the State Officer Advisor of PA DECA? Charles Mariotz
12. Who is the current State President? Tara Nath
13. Who is the President of the PA DECA Board of Trustees? Cyndee Barkley
14. Who is the Executive Director of National DECA? Paul Wardinski
15. Who is the PA DECA Executive Director? Jerry DiGiovanni

Section C. Completion. Please answer the following questions. Each question is worth 4 points.

16. What is the official governing body of PA DECA? Board of Trustees.
17. Name one of the sections of this year's Program of Work.
Any one of the following four:
 - 1) Academically Prepared
 - 2) Community Oriented
 - 3) Professionally Responsible
 - 4) Experienced Leaders

18. What is the name of the National DECA Publication sent to each chapter?

_____DECA Direct_____

19. Who is the current State Representative for you District?_
 - 1) Sierra Ginther
 - 2) Ryan Gray
 - 3) Josh Nulph
 - 4/5) Paula Gundrum
 - 6) Andee Orsini
 - 7) Jamie Schwoyer
 - 8) Darren Staufer
 - 9) Gillian Kling
 - 10) Jessica Fisher
 - 11) None

20. Name a college in PA that offers a DECA Scholarship_____

Any one of the following:

- 1) The Art Institute
- 2) Central Pennsylvania
- 3) The Restaurant School at Walnut Hill College
- 4) Dubois Business College

- 5) Johnson & Wales
- 6) Pittsburgh Technical Institute
- 7) Fox School of Business & Technology (Temple University)
- 8) Lindenwood University

Name 5 of the more than 40 Competitive Events in which DECA members may choose to participate.

Any 5:

- 1) Principles of Business Management and Administration
- 2) Principles of Finance
- 3) Principles of Hospitality and Tourism
- 4) Principles of Marketing
- 5) Accounting Applications
- 6) Apparel and Accessories
- 7) Automotive Services
- 8) Business Finance
- 9) Business Services Marketing
- 10) Food Marketing
- 11) Hotel and Lodging Management
- 12) Human Resource Management
- 13) Marketing Management
- 14) Retail Merchandising
- 15) Quick Serve Restaurant
- 16) Restaurant & Food Service Management
- 17) Sports & Entertainment Marketing
- 18) Materials Handling/Logistics
- 19) Job Interview
- 20) Business Law & Ethics
- 21) Buying and Merchandising
- 22) Financial Services
- 23) Hospitality Services
- 24) Marketing Communications
- 25) Sports and Entertainment Marketing
- 26) Travel and Tourism Marketing
- 27) Business Services Research
- 28) Buying & Merchandising Research
- 29) Hospitality & Tourism Research
- 30) Finance Research
- 31) Sports & Entertainment Research
- 32) Community Service Project
- 33) Creative Marketing
- 34) Entrepreneurship Promotion Project
- 35) Financial Literacy Project
- 36) Learn & Earn

- 37) Public Relations
- 38) Entrepreneurship Participating and Written
- 39) International Business Plan
- 40) Advertising Campaign
- 41) Professional Selling Event
- 42) Hospitality & Tourism Professional Selling Event
- 43) Sports & Entertainment Promotion
- 44) DECA Quiz Bowl
- 45) Virtual Business Challenge
- 46) Public Speaking
- 47) Modeling
- 48) Careers in Marketing Manual
- 49) Transportation Event
- 50) Logistics Event
- 51) Student of the Year
- 52) Student Handbook Cover Design
- 53) The Stock Market Game
- 54) Fashion Merchandising Promotion Plan
- 55) The School Store Event
- 56) Chapter Awards
- 57) Chapter Banner Contest
- 58) Entrepreneurship Innovation Plan
- 59) Entrepreneurship – Growing Your Business
- 60) Personal Finance
- 61) Financial Consulting

Give the website addresses for both PA DECA and National DECA:

26. www.deca.org

27. www.padeca.org

List a purpose of the DECA Competitive Events Program.

Any 2 of the following:

- 1) To contribute to the development of competencies needed for careers in marketing, merchandising, management, and entrepreneurship.
- 2) To evaluate student achievement of the competencies through careful measurement devices (performance indicators).
- 3) To provide opportunities for individual and team recognition.
- 4) To provide constructive avenues for individual or team expression, initiative, and creativity.
- 5) To motivate students to assume responsibility for self-improvement and self-discipline.
- 6) To provide a vehicle for students to demonstrate acquired skills through individual and/or team activities.

- 7) To assist students in acquiring a realistic self-concept through individual and/or team activities.
- 8) To help students to participate in an environment of cooperation and competition.
- 9) To provide visibility for the educational goals and objectives of marketing ed.

Section D. The DECA Creed. Fill in the blank. Each blank is worth 2 points.

I believe in the ___future_____ which I am planning for myself in the field of ___marketing_____ and ___management_____, and in the opportunities which my ___vocation_____ offers.

I believe in fulfilling the highest measure of service to my vocation, my fellow beings, my country, and my ___God_____ - that by doing so, I will be rewarded with personal ___satisfaction_____ and material wealth.

I believe in the democratic philosophies of private enterprise and ___competition_____. and in the freedoms of this nation – that these philosophies allow for the fullest development of my individual ___abilities_____.

I believe that by doing my best to live according to these high ___principles_____, I will be of greater service to both myself and to mankind.