



CONSUMER STUDIES 1202
SAMPLE MIDYEAR EXAMINATION

Part	Task	Value
A	50 Multiple Choice	25%
B	30 Fill in the Blanks	30%
C	30 True or False	15%
D	10 Short Answer/Application	30%

Special Instructions:

Please use the answer sheet provided for parts A,B, & C.

Answers for Part D are to be written beneath the questions in space provided.

PART A: MULTIPLE CHOICE (25%)

Select the BEST answer for each of the following statements. Place your answer on the answer

sheet provided.

1. The highest court in Canada is the:

- | | |
|-----------------------|----------------------------------|
| A. Federal Court | B. Supreme Court of Canada |
| C. Magistrate's Court | D. Supreme Court of Newfoundland |

2. The Three Factors of Production are:

- | | |
|--------------------------------|------------------------------------|
| A. Capital, Labour, Land | B. Capital, Consumers, Land |
| C. Capital, Government, Labour | D. Land, Labour, Natural Resources |

3. Newspapers and magazines are examples of:_____.

- | | |
|----------------|--------------------|
| A. Advertising | B. Broadcast Media |
| C. Print Media | D. None of These |

4 . A part owner of a corporation is called a:

- | | |
|------------------|----------------|
| A. Private Owner | B. Marketer |
| C. Director | D. Shareholder |

5. When the police deprives a person of their liberty, the person is said to be:

- | | |
|------------------------|-----------------------|
| A. Under Duress | B. Held without bail. |
| C. Indictable Charge | D. Under Arrest |
| E. Wanted by a Warrant | |

6. The _____ allows the police to fingerprint, photograph, weigh and measure people charged with an offense:

- | | |
|-----------------------|------------------------------------|
| A. Know Criminals Act | B. Crown Attorney Process |
| C. Police I.D. Act | D. Identification of Criminals Act |
| E. Open I.D. Act | F. Criminal Code Photography Act |

7. The type of economic system practiced in Canada is:

- | | |
|---------------|-----------------------------|
| A. Capitalism | B. Communism |
| C. Democratic | D. Modified Free Enterprise |

8. A_____ is a share of corporate profits paid to the shareholders of a corporation.

- | | |
|------------------------|-------------|
| A. Credit | B. Dividend |
| C. Payment of Interest | D. Proxy |

9. When the supply of a product remains constant but demand increases, the price will usually:

- A. Decrease
- B. Increase
- C. Remain the same
- D. None of these

10. Any business that creates products for the purpose of selling them to others is called a:

- A. Processor
- B. Manufacturer
- C. Extractor
- D. Producer

11. A person who works for government is called:

- A. Government Servant
- B. Taxation Specialist
- C. Civil Servant
- D. Simple Servant

12. If you sign a contract under _____, it means you were forced to do so.

- A. Consideration
- B. Arrest
- C. Duress
- D. Contempt

13. If you owned a business that had only ten shareholders and was not listed on a stock exchange, it would be called a _____ corporation.

- A. Government
- B. Crown
- C. Closed or Private
- D. Partner

14. The laws that are made for all of Canada are determined by the

- A. Federal Parliament
- B. Municipal Government
- C. Provincial Parliament
- D. Regional Government

15. The largest source of government revenue is from:

- A. Corporate income tax
- B. Sale of Natural resources
- C. Personal Income tax
- D. Provincial transfer payments

16. The party to a contract who makes an offer to another party is called:

- A. Plaintiff
- B. Offeror
- C. Defendant
- D. Offeree

17. A(n) _____ is defined as a wrongful act, or the omission of an act, that is considered harmful to the state as a whole.

- | | |
|------------|-----------|
| A. Slander | B. Crime |
| C. Tort | D. Arrest |

18. When someone does something for others they have performed this:

- | | |
|-------------|-----------------|
| A. Product | B. Distribution |
| C. Business | D. Service |

19. Failure to exercise due care towards others - that a reasonable person in similar circumstances would have exercised is called _____.

- | | |
|------------------|-----------------|
| A. Tort Act | B. Nuisance Act |
| C. Criminal Code | D. Negligence |
| E. A and C | F. B and C |

20. The ups and downs of the economy is referred to as the:

- | | |
|-------------------|-------------------|
| A. Consumer Cycle | B. Super Cycle |
| C. Buyer Cycle | D. Business Cycle |

21. A selling technique used by a store whereby the store sells a product for less than it bought it for is called:

- | | |
|--------------------------|-------------------|
| A. Advertising promotion | B. Discount Store |
| C. Sales promotion | D. Loss Leader |

22. _____ is the task of sorting a product into different classes.

- | | |
|-----------------|--------------|
| A. Specializing | B. Classing |
| C. Grading | D. Rejecting |

23. Canada was created on July 1, 1867 by the:

- A. Canada Act
- B. Canadian North American Act
- C. British Democratic Act for Canada
- D. British North America Act

24. A minor is someone who has not yet attained the age of:

- | | |
|---------------|-------------|
| A. Graduation | B. Nineteen |
| C. Minority | D. Majority |

25. Three essential elements that must be present in every law to make it enforceable are:

- A. Authority, promotion, enforcement
- B. Authority, parliament, enforcement
- C. Authority, promulgation, reinforcement
- D. Authority, promulgation, enforcement

26. A _____ usually sells to the ultimate consumer.

- A. Producer
- B. Extractor
- C. Manufacturer
- D. Intermediary

27. _____ is the act of theft of merchandise by a customer from a store.

- A. Acquiring
- B. Shoplifting
- C. Slippage
- D. Snitching

28. A bill (or law) must first pass through _____ before becoming law across Canada.

- A. St. John's
- B. Parliament
- C. MHA's Secretary
- D. Quebec Law Courts

29. A group of people selected by the Prime Minister to help him/her run the country.

- A. Friends
- B. Parliament
- C. Government
- D. Cabinet

30. To which levels of government do taxpayers pay personal income tax?

- A. Federal and Municipal
- B. Federal and Provincial
- C. Provincial and Municipal
- D. Regional and Federal

31. Men and women who are elected to the Newfoundland provincial government are known as:

- A. Member of the Legislative Assembly (MLA's)
- B. Members of Parliament (MP's)
- C. Members of the House of Assembly (MHA's)
- D. Members of the Provincial Parliament (MPP's)

32. When one party to a contract fails to fulfill the agreed terms of the contract the result is a:

- A. Breach of Contract
- B. Contempt of Contract
- C. Lawful object of Contract
- D. Misrepresentation of Contract

33. Two things Canadians have always had in common are:

- A. Language and values
- B. Needs and Wants
- C. Language and Religion
- D. Heritage and Culture

34. To buy things they may need or want, the majority of Canadians earn money by being:

- A. Employees
- B. Employers
- C. Financially Independent
- D. Unemployed

35. In Canada we practice which form of government?

- A. Democracy
- B. Modified Free Enterprise
- C. Socialism
- D. Communism

36. When the supply of a product equals the demand - prices will usually...

- A. Stay constant
- B. Rise
- C. Fall
- D. None of these

37. A business engaged in the first stage of production that deals with natural resources.

- A. Manufacturer
- B. Producer
- C. Extractor
- D. Marketer

38. Repairing a car, providing legal advice or providing consulting services are examples of:

- A. Tangible Services
- B. Producer goods
- C. Intangible Services
- D. None of these

39. A court order against a defendant to stop a wrongful act.

- A. A misdemeanor
- B. Consent
- C. An injunction
- D. Consideration

40. A business that interrupts the direct flow of products from producer to the ultimate consumer is called:

- A. Wholesaler
- B. Extractor
- C. Intermediary
- D. Manufacturer

41. The term A Hard Sell @ means a:

- A. Complicated Sales presentation
- B. Forceful Sales presentation

- C. Difficulty in selling product
- D. Consumer has many objections

42. The _____ is any meeting place where a buyer and a seller get together for the purpose of exchanging products.

- A. Mall
- B. Retail Market
- C. Marketplace
- D. Sales market

43. The percentage of the property tax paid by a business to the municipal government is called:

- A. Business Tax
- B. Hidden Tax
- C. Excise Tax
- D. Real Tax

44. A proposed law is called:

- A. Simple Contract
- B. Bill
- C. Guarantor
- D. Consideration

45. A civil wrong (other than a breach of contract) committed intentionally or unintentionally by one person against another person or that person's property is called a:

- A. Contract
- B. Law
- C. Fraud
- D. Tort

46. The representative of the British Monarchy in a province is called:

- A. The Queen
- B. The Lieutenant-Governor
- C. The Governor-General
- D. The Sergeant at Arms

47. A person being sued is the _____

- A. Plaintiff
- B. Judge
- C. Defendant
- D. None of these

48. When people specialize, they become:

- A. Dependant
- B. Independent
- C. Interdependent
- D. Unemployed

49. Which of the following would not be considered a characteristic of a good salesperson?

- | | |
|-----------------------------|-----------------------|
| A. Having a neat appearance | B. Being Enthusiastic |
| C. Having product knowledge | D. Being Shy |

50. Protection against financial loss is:

- | | |
|----------------------|--------------|
| A. Limited liability | B. Insurance |
| C. Insurance premium | D. Credit |

PART B - FILL IN THE BLANKS - 30%

Please fill in the correct response on the answer sheet provided.

1. The _____ is that part of the economy which is owned and operated by the government.
2. A one owner business is a _____.
3. The charges associated with borrowing money is known as: _____
4. A type of government where 100% of all business interests is controlled by the government.

5. _____ is what's left over after a business has paid it's expenses.
6. Insurance _____ is the term used to describe amount paid by businesses or individuals for insurance.
7. People who do not have to work because they are able to live off their savings are known as being _____ independent.
8. An amount earned by a salesperson that is usually a percentage of the selling price of a product. _____
9. _____ is the term given to money or things of value in a business.
10. A business organization set up to help protect members assets such as cars, businesses and homes is a(n) _____ corporation.

11. The term we use to end a partnership _____
12. This occurs whenever more than one business offers similar products for sale in the marketplace. _____
13. A person who agrees to pay the debt of another person is called a(n) _____
14. Prices usually _____ when demand is low but supply is high.
15. Any individual or organization that buys or uses products produced by others. _____
16. The least serious of indictable offenses _____
17. Checking for the best quality, best terms or lowest prices of a product _____
18. The term used to describe the bulk of indictable offenses. _____
19. A _____ is a person who usually deals directly with ultimate consumers.
20. Federally elected representatives are known as _____
21. The leader of the political party with the second greatest number of members elected becomes the official _____.
22. _____ is the process of moving goods and services from producers to consumers and is sometimes known as distribution.
23. A business that usually carries only one or two types of products. _____
24. A person who works for a business is called: _____
25. An individual or organization that buys or uses products produced by others. _____
26. A defamatory statement that lowers a person in the estimation of others is known as _____
27. Making a threatening gesture toward another person is known as a(n) _____
28. In a sole proprietorship, the business has _____ liability.
29. Monthly bills where the amount remains the same each and every month is termed a: _____
30. Walmart, Zellers and other large retailers are examples of: _____

PART C - TRUE OR FALSE - 15%

Please answer on the answer sheet provided.

1. Interdependent is when you are able to live off your savings and not have to work.
2. A producer is a business engaged in the first stage of production that deals with natural resources.
3. An employee is any individual who buys or uses products produced by others.
4. Before a proposed provincial law becomes legal, it must be passed by the Senate of Canada..
5. A civil servant is a person who cleans the office after the business closes.
6. Guarantor is the person who agrees to pay the debt of another person.
7. A hard sell is a weak sales presentation.
8. The term: HST stands for: Hidden Sales Tax.
9. A hidden tax is one that can't be seen.
10. Duress refers to someone being upset over being charged with a crime.
11. Comparison-shopping means purchasing products from a discount store.
12. A compulsory payment for government services is known as a tax.
13. An advertisement is a paid message.
14. Surplus means something is left over.
15. Members of Parliament take turns serving as Provincial Lieutenant Governors.
16. A logo is a symbol or sign representing a product and is available to be used by anyone.
17. A creditor is a part owner of a corporation.
18. Independent is operating without interference from others.

19. Competition occurs when your business is the only one selling a certain product.
20. The representative of the British Monarchy in Canada is the Governor General.
21. Material things such as televisions are known as services.
22. Profit is what is left over after expenses are paid.
23. Customs duty is a tax on goods moving from province to province.
24. Order getting is the final link in the channel of distribution.
25. Contempt of court means failing to obey the orders of a judge.
26. Capital refers to money only.
27. Print media is a form of business that usually sells to ultimate consumers
28. The municipal government determines the local laws of CBS.
29. The capital of Canada is Toronto.
30. The Premier of Newfoundland and Labrador is Danny Williams.

PART D - SHORT ANSWER QUESTIONS - 30%

Please answer 10 out of the following 13 questions.

1. In a short paragraph, briefly outline how a bill becomes law in for the entire country of Canada.
2. Identify and briefly describe FOUR functions of marketing
3. Explain the meaning of the AIDA as it relates to advertising and promotion.
4. Identify and briefly describe THREE channels of distribution.
5. Clearly explain the difference between indictable and summary conviction offenses.
6. Identify and briefly describe the FIVE necessary elements of a valid contract.

7. What are the main functions of the police?
8. Identify and briefly describe FOUR risks involved with being a sole proprietor.
9. Why should a lawyer be hired to prepare a written partnership agreement?
10. Identify and briefly describe THREE essential elements that must be present in every law.
11. What are the FOUR Ap's@ of marketing?
12. Comment on the following statement: One can commit an assault without even striking a person.
13. What is the difference between and primary and a secondary industry?