Contents

1. Remembering What You Read
2. Evaluate Study Habits
3. Evaluate Study/Test-Taking Techniques
4. Community Services/Regulations
5. Utility Deposits and Fees
6. Research Car Features/Prices
7. Research Health Issues
8. Use an Encyclopedia
9. Use an Atlas
10. Use a Dictionary
11. Identify Time Zones
12. Reader’s Guide to Periodic Literature
13. Finding Biographical Information
14. Magazines—Paper and Online
15. Using Reference Materials
16. Almanacs
17. Telephone Directories
18. Yellow Pages—Paper and Online
19. Compare Telephone Options
20. Finding Answers
21. Finding Answers 2
22. Grocery Shopping
23. Drawing Lines and Objects
24. Choosing TV Shows Wisely
25. Cost of Housing Needs/Wants
26. Compare Grocery Prices
27. Compare Meat Prices
28. Store-bought or Homemade
29. Read a News Article/Story
30. Interpret a Lease
31. Interpret Housing Advertisements
32. Job Hunting
33. Using a Newspaper
34. Using a Newspaper 2
35. Abbreviations
36. Abbreviations 2
37. Abbreviations 3
38. Abbreviations 4
39. Commas
40. Commas 2
41. Commas 3
42. Commas 4
43. Commas 5
44. Commas 6
45. Commas 7
46. Commas 8
47. Commas 9
48. Commas 10
49. Word Choice
50. Word Choice 2
51. A or An
52. Adjectives
53. Use the Right Word
54. Use the Right Word 2
55. Editing Sentences
56. Sentence Fragments
57. Run-on Sentences
58. Run-on Sentences 2
59. Address an Envelope
60. Classified Ads
61. Publicity Release
62. Business Letters
63. Research Paper
64. Percentages
65. Percentages 2
66. Percentages 3
67. Percentages 4
68. Percentages 5
69. Percentages 6
70. Interest
71. Bank Statements
72. International Money Rates
73. Converting Temperatures
74. Calculating Paint Needs
75. Budgets
76. Budgets 2
77. Budgets 3
78. Military Time
79. Converting Recipes
80. Speak Clearly
81. Voice Quality
82. Telephone Manners
83. Management Skills
84. Customer Service
85. Do You Gossip?
86. Oral Directions
87. Introductions
88. Introduce a Speaker
89. Prepared Speech
90. Prepared Speech 2
91. Prepared Speech 3
92. Listening
93. Say What You Mean
94. Planning Promotions
95. Community Problems
96. Housing Alternatives
97. Evaluate Advertising
98. Evaluate Advertising 2
99. Evaluate Advertising 3
100. Comparative Shopping
101. Ethical Conflicts
102. Coping With Life’s Events
103. Peer Pressure
104. Financial Decisions
105. Child Abuse
106. Case Studies
107. Managing Stress
108. Employment Practices
109. Case Studies 2
110. Problem-solving Process
111. Problem-solving Process 2
112. Problem-solving Process 3
113. Problem-solving Process 4
114. Problem-solving Process 5
115. Problem-solving Process 6
116. Problem-solving Process 7
117. Problem-solving Process 8
118. Making Decisions
119. Making Decisions 2
120 Making Decisions 3
121 Making Decisions 4
122 Personal Space Needs
123 Personal Space Needs 2
124 Personal Space Needs 3
125 Sensory Clues
126 Personal Feelings/Love
127 Emotions
128 Adjustment Mechanisms
129 Values and Attitudes
130 Values and Wants
131 Good Grooming
132 Analyze Yourself
133 Analyze Yourself 2
134 Analyze Yourself 3
135 Analyze Yourself 4
136 Analyze Yourself and Others
137 Change
138 Self Talk
139 Self Concept
140 Self-improvement Programs
141 Setting Goals
142 Setting Goals 2
143 Setting Goals 3
144 Setting Goals 4
145. Time Management
146. Time Management 2
147. Time Management 3
148. Financial Goals
149. How Much Do You Spend?
150. Time Management 4
151. Cover/Application Letter
152. Job Application
153. Tax Forms
154. Wages
155. Word Problems
156. Discounts
157. Profit and Loss
158. Price and Discounts
159. Making Change
160. Online Shopping/eBay
161. Goods and Services
162. Features and Benefits
163. Advertising Budget
164. Job Descriptions
165. Market Research
166. Shoplifting
167. Personal Interests
168. Career Activity
169. Squirming Germs and Viruses!
170. Getting More Information
171. Personal Career Plan
172 Personal Values
173. Personal Values 2
174. Personal Values and Money
175. Are You Really Listening?
176. Job Skills
177. Planning Schedules
178. Nonverbal Communication
179. Communication
180. Team Management
181. Production Simulation
182. Brainstorming
183. Business Ethics
184. Getting Along
185. Getting Along 2
186. Make the Sale
187. How Would You React?
188. Employee Development
189. Open Door Policy
190. Success or Failure
191. Productivity
192. Wants and Needs
193. Organizational Charts
194. Memos
195. Memos 2
196. Management Skills 2
197. What’s a Leader?
198. Am I a Leader?
199. What’s Successful?
200. Be a Better Leader
201. Draw What I Say
202. Urban Legends
Remembering What You Read

Would you like to be able to remember more of what you read? Having a plan when you read can help you do this. Many agree that taking notes or highlighting important points really helps you remember better. It helps you pay more attention to what you are reading. It will also help you review for a test because you will have already identified the important points.

Try using the following reading method as you complete an assignment. Your teacher may give you an assignment or you can choose one that interests you.

**SQ3R Method**

**survey**—Examine the entire selection before you start to read. If there is a table of contents or an outline of the content, examine it carefully. The information found in these sections will give you a big clue about what is important in the selection. Pay particular attention to the chapter headings or main points in the outline. Look at any review questions. Become familiar with the organization of the selection before beginning to read.

**question**—Identify or write a list of questions you want to answer as you read. The table of contents, outline, or review questions will help you identify the questions. Your teacher may also give you some questions to answer.

**read**—Read the material. As you read, try to find the answers to the questions you identified. Take notes or highlight the important facts or the answers to the questions you asked.

**recite**—After you have finished reading, repeat what you have read in your own words. You can do this aloud or to yourself. If you can’t summarize what you have read in your own words, reread the selection, then repeat the step.

**review**—Think about what you’ve read. Reread your notes or the highlighted material. Have you answered all the questions you identified? Can you summarize what you’ve read and learned? Do your notes make sense?

Use the back of this page to write questions to answer and take notes on what you read. Write a sentence or two telling whether you think this method helped you remember more of what you read.
Use this space for questions and notes.
Evaluate Study Habits

This activity has no right or wrong answers and you will not receive a score. Use it to evaluate how well you study and to identify ways you can improve your study habits. Write Yes or No after each question.

1. Do you separate the notes for different courses? __________________________
2. Do you take notes in shorthand or use other abbreviations? _________________
3. Do you use brief phrases rather than complete sentences for notes? __________
4. Do you spend a great deal of time sorting papers before starting to study? ______
5. Do you use notes in studying for an examination? __________________________
6. Do you review previous class notes before studying the assigned lesson? ______
7. Do you recopy notes taken in class so that the notebook will be neat? __________
8. Do you usually participate in class discussion? ____________________________
9. Do you volunteer to answer questions in class? ____________________________
10. Do you ask questions in class if you don’t understand? ______________________
11. Are you frequently late to class? ________________________________________
12. Do you frequently read other materials during class? _________________________
13. Are you frequently inattentive in class? _________________________________
14. Do you sometimes write letters during a lecture? __________________________
15. Do you close your notebook, stack books, and get ready to leave before the bell rings for the end of class? ________________________________
16. Do you take all permissible “cuts” from class? __________________________
17. Do you turn in written assignments after the date due? _____________________
18. Do you frequently whisper to your neighbors during class? _________________
19. If you receive a failing grade on a test, do you discuss it with the teacher? ________________
20. Do you spend more time on subjects you like than on subjects you dislike? _________________
21. Do you close the window and door in your room while studying? ________________
22. Do you study with music or a TV on? __________________________
2. Evaluate Study Habits (continued)

23. Is there adequate light for study? ________________________________
24. Do you make an effort to reduce environmental distractions? ______________
25. Do you study while reclining on the bed or in an easy chair? ______________
26. Do you usually enjoy attending classes? ______________________________
27. Do you have anything on your desk that distracts you while you are studying? ______
28. Can you get more done if you study in the library? _____________________
29. Do you frequently allow personal problems to interfere with studying? ___________
31. Do you understand the card catalog system or the computer catalog system used in your library? _______________________
32. Do you resent having your work criticized? ______________
33. Do you seek help without being told you need it? __________
34. Do you usually go to bed not later than 11 P.M.? ___________
35. Do you plan time for exercise each day? ______________________________
36. Do you usually get up early enough to allow time for breakfast? _______________________
37. Do you find you daydream when you should be studying? ________________
38. Have you ever planned a schedule of activities for a day? __________________
39. If you plan for study and work, do you follow such a daily plan? ______________
40. Do you sometimes study early in the morning? _________________________
41. Do you always study at night? _______________________________________
42. Do you sometimes study in a free hour between classes? _________________
43. Are you able to recognize the important points in an assigned lesson? _________
44. Do you study charts, diagrams, and other illustrations in the lesson? __________
45. Do you use the numbered subpoints, topic headings, or other chapter breakdowns as guides to learning? ________________________________
46. Do you try to include in your notes the statements stressed in lecture? __________
47. Do you often argue with a teacher about test questions marked wrong? __________
2—Evaluate Study Habits (continued)

48. Do you feel that your teacher grades unfairly?______________________________
49. Do you often feel you know the lesson, then fail a quiz given in class? _________
50. Do you usually read the lesson hurriedly, then repeat for detail? ________________
51. Do you read the listing of topical outlines before reading the chapter? ____________
52. Do you turn topical headings into questions for study? __________________________
53. Do you underline as a means of studying a lesson? ____________________________
54. Do you take brief, meaningful notes while studying? ____________________________
55. Do you study with intent to remember material studied? _________________________
56. Is your handwriting illegible so that notes are hard to read?____________________
57. Do you review the previous lesson before studying the assigned one? _____________
58. If you “had it to do over,” would you still choose the same course of study? ________
59. Do you choose elective classes to please someone else or because you are interested in
   the subject? __________________________________________________________________
60. Do you feel that too much study is required of beginning students? ________________
61. Do you put more emphasis on passing tests than on learning the material? _________

Look at all the questions. What do you think your strengths and weaknesses are? List them
below.

Strengths: ___________________________________________________________________
____________________________________________________________________________
____________________________________________________________________________
____________________________________________________________________________
____________________________________________________________________________
____________________________________________________________________________
____________________________________________________________________________
____________________________________________________________________________
____________________________________________________________________________
____________________________________________________________________________
____________________________________________________________________________

Employment Skills for the 21st Century—Volume 1
Weaknesses:

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

How do you think you can improve your study habits?

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Evaluate Study/Test-Taking Techniques

Answer the following questions about a test you studied for.

1. What was your grade on the test? ________________________________

2. How many days before the test did you begin studying? ______________

3. How many hours a day did you study? ______________________________

4. How many total hours did you study? ______________________________

5. What is the hardest part of taking a test for you? ____________________

6. Describe your usual study procedure. How did you study for the test (from notes or from the book)? Did you write, speak, tape record material and play it back? How many times did you review the same material? Did you use proper health practices before you took the test (enough sleep, proper nutrition, etc.).

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

7. List ways you can improve your study habits or use of time to do better on the next test.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

8. Are there particular areas of the test you had more difficulty with? List ways to improve your next test of this type. Answers could include grammar or spelling review, improving note-taking, spend more time studying, etc. ________________________________

___________________________________________________________________
9. Discuss different study methods and study ideas with the rest of the class. Make a list of possible study techniques.
Community Services/Regulations

There are several things to consider when choosing a place to live. Even though a prospective homeowner may have found the “ideal” home or building site, it is important that he or she investigate local community services and building regulations before making the final purchase agreement. Remember that legal restrictions affecting building sites may be federal, state, or local laws. Cities, neighborhoods, and subdivisions can also set rules and regulations.

Investigate zoning rules and community services. You can investigate your own hometown or choose another city or town. Use local sources of information or the internet. Indicate whether services are available or unavailable. If available, indicate how close the services are.

City or community investigated: ______________________________________________________

**Community Services:**

<table>
<thead>
<tr>
<th>Service</th>
<th>Available</th>
<th>Closest Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>shopping facilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>banking facilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>child care facilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>educational facilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>hospital/healthcare/ medical facilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>police and fire protection</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
4—Community Services/Regulations (continued)

public transportation

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

recreation areas

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

sanitation/trash/garbage

________________________________________________________________________
________________________________________________________________________

Regulations
1. Explain local zoning regulations. 

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

2. What restrictions are there on designs of buildings that can be constructed?

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

________________________________________________________________________
4—Community Services/Regulations (continued)

3. What restrictions does the city/neighborhood have on lot sizes or the piece of land on which a home is built?

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

4. Are there restrictions on the number and kinds of animals that can be kept in the city limits? If yes, describe them.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

5. Did you learn any regulations that surprised you? If you did, list them.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

___________________________________________________________________
Utility Deposits and Fees

Whether renting or buying a place to live, there will most likely be at least some utility fees and deposits required. If not budgeted for, the total may be quite surprising!

Contact local utility companies and obtain information on what a first-time customer might expect to pay in the way of fees and deposits. If more than one option is available, list all choices.

Utilities (gas and/or electric)

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

Cable/satellite television (List different plans available)

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

Garbage pick-up

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

Sewage

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________
## 5—Utility Deposits and Fees (continued)

<table>
<thead>
<tr>
<th>Service</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Telephone service</td>
<td></td>
</tr>
<tr>
<td>Water</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
</tr>
</tbody>
</table>

Total cost: ___________________________
Research Car Features/Prices

There are many places to get information about cars you might consider buying. There are magazines that provide consumers with information about various products. This information allows consumers to make wise and informed decisions on types and brands of items to purchase. Consumer magazines provide information about such things as safety, durability, price, and resale value of products.

The internet is another source of information about cars and car buying. On many sites you can actually design your own car and find out how much it would cost. Sometimes you can even find out about monthly payments.

Using the internet or consumer magazines and other resources suggested by your teacher, research a car or cars you would like to own someday. If using the internet, you can use a search engine to find sites (search for car buying or something similar), or you can visit the sites of the automotive manufacturers such as Ford, GM, or Honda. etc.

sites or magazines used: ____________________________________________

__________________________________________

__________________________________________

What I learned? ____________________________________________

__________________________________________

__________________________________________

__________________________________________

__________________________________________

__________________________________________

__________________________________________

__________________________________________
Research Health Issues

In any newspaper, magazine, and TV or radio news report, you can see features on major health issues. National health care and its cost is a major issue. Cancer research continues to search for treatments and cures. New diseases seem to appear each year. Organ transplants have become more and more commonplace. Cloning promises to be an issue for years to come. These are only a few of the issues we see, hear about, and read about each day.

Choose an issue that interests you. Research it using the internet or other research materials. Prepare a written report and, if time permits, an oral presentation on the topic. Include how you feel about the issue or your solution to the problem.

List your references


Write your report on separate sheets of paper.
Use an Encyclopedia

Encyclopedias are useful when writing reports because, if they are the current version, they contain up-to-date information on subjects that don’t change frequently. Most encyclopedias come in sets that are numbered or lettered to show where each volume belongs in the set. Information is in alphabetical order, but many sets also have an index, which makes it easy to find all related articles.

Today, the internet is another source of information. It can provide the latest information on rapidly-changing topics. There are online encyclopedias available. Remember, the internet can also contain inaccurate information because no one checks what is out there. If you are using the internet for research, you must check the validity of your source and/or verify all information found on the site.

For this part of the assignment, use the encyclopedias in your school library, city library, or at home. You will probably find several different sets. Complete the following information for two different sets.

Part 1

1. Name of encyclopedia ____________________________________________
   Publisher ______________________________________________________
   Copyright date __________________________________________________
   How many volumes in set? ________________________________________
   Does set contain pictures or other illustrations? _______________________

2. Name of encyclopedia ____________________________________________
   Publisher ______________________________________________________
   Copyright date __________________________________________________
   How many volumes in set? ________________________________________
   Does set contain pictures or other illustrations? _______________________

Part 2

An encyclopedia holds the answers to thousands of questions—if you can find the article you are looking for. The first step in finding information is to choose the correct volume of the encyclopedia. On the spine of each volume, you will usually find a number and at least one letter. One volume might contain all the subjects that begin with S to Sn, such as Science or Snowplow. Another volume might contain all the subjects from C to Ch. The subject Careers would be in this volume, but Code would not.
Use a set of encyclopedias in the library or resource center to decide where you would find the subjects listed. In the blank before each subject, write the volume number you would use to find the subject. You do not have to look up the subject.

Name of the set of encyclopedias used: ________________________________

1. diesel engines________________________________________________________
2. Spain_______________________________________________________________
3. welding _____________________________________________________________
4. child care ___________________________________________________________
5. careers _____________________________________________________________
6. motorcycles__________________________________________________________
7. marine engines_______________________________________________________
8. building trades _______________________________________________________
9. former President Reagan _______________________________________________
10. architecture___________________________________________________________
11. Oklahoma ___________________________________________________________
12. turbine ______________________________________________________________
13. language _____________________________________________________________
14. planets ______________________________________________________________
15. safety valves________________________________________________________
16. jigsaw ______________________________________________________________
17. insulation ____________________________________________________________
18. volcanoes ____________________________________________________________
19. roofing ______________________________________________________________
20. appliances___________________________________________________________

Part 3

Use encyclopedias to answer the following questions.

1. What country first had plumbing? ________________________________________
2. Name three rivers found in Germany. Then name a city found on each river.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

3. When was the Rock-and-Roll Hall of Fame founded? Where is it located? _________

___________________________________________________________________

4. Name the seven original astronauts. _____________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

5. Does your encyclopedia list other topics to research for more information about astronauts? ________________________________

6. If yes, write the names of the topics listed
Example: NASA
   a. _____________________________________________
   b. _____________________________________________
   c. _____________________________________________
   d. _____________________________________________

Part 4: Using Online Encyclopedias
There are many online references and encyclopedias. Explore one or more of these sites. You may want to start at www.encarta.com or www.infoplease.com; there are many others. Take notes on the features of the sites. Visit at least two sites.

web address _____________________________________________
description: _____________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
8—Use an Encyclopedia (continued)

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

web address ________________________________________________________
description: __________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Use an Atlas

An atlas is a book of maps. Many atlases have an index arranged in alphabetical order under such headings as cities, rivers, countries. The index will tell you on which page look and the approximate place to look on the map to find information.

Two online atlases can be found at www.encarta.com or www.infoplease.com

Part 1

Use an atlas (book or internet) to find the following information. Write the information in the blanks provided. If you use an online atlas, list its web address instead of a page number.

1. Find a map that shows the country in which you live.
   Name of country _______________________________________________________
   Name of atlas _________________________________________________________
   Page number of map or web address____________________________________

2. Find a relief map, showing rivers, mountain ranges, and deserts.
   Name of map _________________________________________________________
   Name of atlas _________________________________________________________
   Name two features such as a river or lake.
   ___________________________________________________________________
   ___________________________________________________________________
   Page number of map or web address____________________________________

3. Find a political map of Europe that shows boundaries between countries. Name three countries in Europe.
   a. ___________________________________________________________________
   b. ___________________________________________________________________
   c. ___________________________________________________________________
   Page number of map or web address____________________________________

4. Visit the website listed below. It lists towns in the United States with wacky names. Look at the list. Make a list of the ones you think are the wackiest.
   www.factmonster.com/spot/wackytowns.html
   _____________________________________________________________________
Part 2

Use an atlas to fill in the blanks in the following imaginary trip.

I left the United States from New York on a spacious cruise ship. I had crossed the (1)__ Ocean, and I landed at Cherbourg in (2)__ (country). I drove along the coast to Le Harve. From there I was able to get a train east along the (3)__ River, until I came to (4)__ (capital of France). I got a car and headed southeast for Genoa in (5)__ (country). I crossed the (6)__ (mountains). From Genoa, I took another ship that sailed for two days through the (7)__ Sea. I landed at Port Said, Egypt. I crossed the (8)__ Peninsula into Israel. From Israel, I flew over the (9)__ Ocean to Singapore. The last part of my trip took me to Honolulu. This city is the capital of (10)__ (state). Then I sailed northeast from Honolulu, across the (11)__ Ocean to the mainland of the United States. I passed through the (12)__ Gate, went under the Golden Gate Bridge, and into the harbor of (13)__ in California.

1. _____________________________________________________________________
2. _____________________________________________________________________
3. _____________________________________________________________________
4. _____________________________________________________________________
5. _____________________________________________________________________
6. _____________________________________________________________________
7. _____________________________________________________________________
8. _____________________________________________________________________
9. _____________________________________________________________________
10. _____________________________________________________________________
11. _____________________________________________________________________
12. _____________________________________________________________________
13. _____________________________________________________________________
Use a Dictionary

Some people think that a dictionary is a book used only for finding word meanings or spelling. However, a dictionary shows syllables, pronunciations, verb forms, parts of speech, plurals, word origins, synonyms, and antonyms. Many dictionaries also contain lists of colleges and universities; punctuation, mechanics, and manuscript form; tables of weights and measures; and special signs and symbols.

The answers to the following can be found in the dictionary. Write your answers in the space provided.

1. Write the plural for cactus. ___________________________
2. Write the correct spelling (conductor, conductor). ___________________________
3. Write a synonym for work. ___________________________
4. Write the part of speech and a definition for the word engine. ___________________________
5. Write the number of syllables in the word mechanical. ___________________________
6. Write the definition of the word gimmick. ___________________________
7. Write the correct spelling (metal, metal). ___________________________
8. Write all the parts of speech given for the word hostess. ___________________________
9. Write the number of syllables in the word hydrometer. ___________________________
10. Write the plural for the word datum. ___________________________
11. What is the definition of the word yurt? ___________________________

_________________________________________________________________________
_________________________________________________________________________
_________________________________________________________________________
Identify Time Zones

The sun shines on different parts of the world at different times. Because of this, clocks in different places do not show the same time. Within the mainland United States, there are four different time zones. To complete this assignment, you will need a map of the United States that shows the four time zones. It can be a paper map or an online map.

1. What are the names of the four time zones in the mainland United States?
   a. ____________________________________________________________
   b. ____________________________________________________________
   c. ____________________________________________________________
   d. ____________________________________________________________

2. Assume that it is 9 PM in California, and you want to call your grandfather in New York. What time will it be at your grandfather’s house? ____________________________
   Should you place the call? Why? ____________________________________________
   ______________________________________________________________________
   ______________________________________________________________________

3. Assume it is 6 AM in Oklahoma.
   What time is it in New Mexico? ____________________________________________
   What time is it in southern Florida? ________________________________________

4. Assume it is 9 AM in California.
   What time is it in Oklahoma? _____________________________________________
   What time is it in eastern Kentucky? ________________________________________
Most schools and libraries have files containing several years of magazines that contain useful information. When called upon to prepare a report, students do not usually know the title of an article or which magazine an article may be in. *The Reader’s Guide to Periodical Literature* lists magazine articles by author and subject.

Use the Reader’s Guide to Periodical Literature in your library or school resource center. Find a magazine containing an article on each of the following subjects. Write information from the *Reader’s Guide to Periodical Literature* about each topic given.

1. Mental Health and Wellness
   - Name of article: ________________________________
   - Author: ______________________________________
   - Magazine: ____________________________________
   - Date of magazine: ______________________________

2. Desert Storm
   - Name of article: ________________________________
   - Author: ______________________________________
   - Magazine: ____________________________________
   - Date of magazine: ______________________________

3. Watergate
   - Name of article: ________________________________
   - Author: ______________________________________
   - Magazine: ____________________________________
   - Date of magazine: ______________________________

4. Labor Unions
   - Name of article: ________________________________
   - Author: ______________________________________
   - Magazine: ____________________________________
   - Date of magazine: ______________________________
5. Cloning
Name of article ________________________________
Author _______________________________________
Magazine _____________________________________
Date of magazine ______________________________

6. MRI
Name of article ________________________________
Author _______________________________________
Magazine _____________________________________
Date of magazine ______________________________

7. Satellite TV (such as Dish Network or Direct TV)
Name of article ________________________________
Author _______________________________________
Magazine _____________________________________
Date of magazine ______________________________

8. New York Yankees
Name of article ________________________________
Author _______________________________________
Magazine _____________________________________
Date of magazine ______________________________
Finding Biographical Information

A biographical dictionary lists famous people, their dates of birth and death, and other important facts about them. It is a good source for biographical information. You can find them in most libraries.

You can also find biographical information on the internet. If you use the internet, you should verify that the source of the information is reliable, or you should find the same information in two or three different places. Remember, anyone can put anything on the internet without verifying its accuracy.

Choose five or more people you would like to know more about. They can be news, entertainment, or sports figures; they can also be current or historical people. Use the biographical dictionary or the internet to complete the following information. If you use the internet, verify the accuracy of the information.

1. **Name known by** __________________________________________
   **Full name** ____________________________________________
   **Date born** ____________________________________________
   **Date died** ____________________________________________
   **Important facts** _______________________________________

2. **Name known by** _________________________________________
   **Full name** ____________________________________________
   **Date born** ____________________________________________
   **Date died** ____________________________________________
   **Important facts** _______________________________________

   _________________________________________________________
   _________________________________________________________
   _________________________________________________________

   _________________________________________________________
   _________________________________________________________
   _________________________________________________________
3. Name known by __________________________________________
   Full name _____________________________________________
   Date born _____________________________________________
   Date died _____________________________________________
   Important facts _________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
4. Name known by _________________________________________
   Full name _____________________________________________
   Date born _____________________________________________
   Date died _____________________________________________
   Important facts _________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
5. Name known by _________________________________________
   Full name _____________________________________________
   Date born _____________________________________________
   Date died _____________________________________________
   Important facts _________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
Magazines—Paper and Online

Because magazines are published on a certain time schedule (weekly, monthly, yearly), they are often called periodicals. Choose four magazines from your library. In the space provided below, write the name of the magazine, how often it is published, and the name of one article you might enjoy reading.

1. Name of magazine _______________________________
   How often published ______________________________
   Name of one article I might enjoy reading
   ___________________________________________________________________
   ___________________________________________________________________

2. Name of magazine _______________________________
   How often published ______________________________
   Name of one article I might enjoy reading
   ___________________________________________________________________
   ___________________________________________________________________

3. Name of magazine _______________________________
   How often published ______________________________
   Name of one article I might enjoy reading
   ___________________________________________________________________
   ___________________________________________________________________

4. Name of magazine _______________________________
   How often published ______________________________
   Name of one article I might enjoy reading
   ___________________________________________________________________
   ___________________________________________________________________
Many magazines are now available online. Sometimes the entire magazine is online and is free of charge. Other times you can see a contents page or a sample of the articles, but have to pay a fee to read the entire magazine.

Find four online magazines. You can start with the ones you used earlier, or you can find four different magazines.

5. Name of magazine and website ________________________________
   How often published ________________________________
   What is the cost to read the magazine? ________________

6. Name of magazine and website ________________________________
   How often published ________________________________
   What is the cost to read the magazine? ________________

7. Name of magazine and website ________________________________
   How often published ________________________________
   What is the cost to read the magazine? ________________

8. Name of magazine and website ________________________________
   How often published ________________________________
   What is the cost to read the magazine? ________________

9. Would you rather read a paper magazine or an online one? Why? ________________
Using Reference Materials

Visit a library or resource center. Find the section that contains reference books. You will find dictionaries and encyclopedias such as World Book Encyclopedia, Compton’s Encyclopedia, Webster’s Dictionary, and Thorndike Dictionary as well as many other types of reference books.

For each type of reference listed below, write the title, publisher, and year published on the lines given. This information can be found on the title page of the reference.

1. Dictionary __________________________________________________________________________
   Title __________________________________________________________________________________
   Publisher ______________________________________________________________________________
   Year Published __________________________________________________________________________

2. Encyclopedia __________________________________________________________________________
   Title __________________________________________________________________________________
   Publisher ______________________________________________________________________________
   Year Published __________________________________________________________________________

3. Almanac ______________________________________________________________________________
   Title __________________________________________________________________________________
   Publisher ______________________________________________________________________________
   Year Published __________________________________________________________________________

4. Atlas __________________________________________________________________________________
   Title __________________________________________________________________________________
   Publisher ______________________________________________________________________________
   Year Published __________________________________________________________________________

See if these materials are available online. If they are list the websites below.
_____________________________________________________________________________________
_____________________________________________________________________________________
_____________________________________________________________________________________
_____________________________________________________________________________________
Almanacs

Your library may have several different almanacs. The index for an almanac will usually be in the front. Use it to find the information you need. There are many online almanacs available. One can be found at www.infoplease.com

Use the almanac (book or online) to look up the answers to the following questions. Write your answers in the spaces provided.

1. Write the name (or the website) of the almanac you are using. __________________________

2. What is the elevation and name of the highest mountain in the U.S.? ________________
   Found on page or at website ____________________________________________

3. Who won the Indy 500 in 1990? ____________________________________________
   Found on page or at website ____________________________________________

4. On what page (website) can you find the official United States Post Office abbreviations for each of the states? ____________________________
   What is the abbreviation for your state? ____________________________

5. What airport had the most incoming flights in the U.S. in 2000? ________________
   Found on page or at website ____________________________________________

6. Look through the book or website. Write some of the interesting information you learned.
   ______________________________________________________________________
   ______________________________________________________________________
   ______________________________________________________________________
   ______________________________________________________________________
   ______________________________________________________________________
   ______________________________________________________________________
Telephone Directories

Anyone who has a telephone may have his or her name and address listed in the local telephone book. All the names in the telephone directory are listed alphabetically according to the person’s last name. To complete Part 2, you will need a telephone directory with an area code map and listings.

Part 1

Skim over the following telephone listings to find the number and address of each person whose name is listed below. Write the information in the correct column. Try to write out the entire address without using abbreviations.

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Telephone Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finkel Jack</td>
<td>500 Ocean</td>
<td>582-9030</td>
</tr>
<tr>
<td>Fiorentino Sal</td>
<td>224 Green</td>
<td>566-7890</td>
</tr>
<tr>
<td>Finley A</td>
<td>418 Miller Av</td>
<td>498-3678</td>
</tr>
<tr>
<td>Fiorenzo Ben</td>
<td>1542 81</td>
<td>798-3456</td>
</tr>
<tr>
<td>Finn Loretta</td>
<td>175 Troy</td>
<td>222-3458</td>
</tr>
<tr>
<td>Fiorenzo Rose</td>
<td>94 Bay Pl</td>
<td>457-0987</td>
</tr>
<tr>
<td>Finn Richard</td>
<td>245 15</td>
<td>378-0945</td>
</tr>
<tr>
<td>Fiori Robert</td>
<td>64 16 Av</td>
<td>333-5688</td>
</tr>
<tr>
<td>Finn nan John J</td>
<td>534</td>
<td>465-7908</td>
</tr>
<tr>
<td>Fioribelo Goldi</td>
<td>364 93</td>
<td>667-9326</td>
</tr>
<tr>
<td>Finnegan Ed</td>
<td>39 Pine</td>
<td>688-9074</td>
</tr>
<tr>
<td>Fiquet Claude</td>
<td>124 E 33</td>
<td>940-8763</td>
</tr>
<tr>
<td>Finnerty Matt</td>
<td>18 Gelson Av</td>
<td>972-3405</td>
</tr>
<tr>
<td>Fir Buff The</td>
<td>19 Quinlan Av</td>
<td>822-3456</td>
</tr>
<tr>
<td>Finne D</td>
<td>2809 Wyckoff Cr</td>
<td>875-9043</td>
</tr>
<tr>
<td>Firman Sue</td>
<td>64 W 89</td>
<td>256-7444</td>
</tr>
<tr>
<td>Finny Mary</td>
<td>2061 58</td>
<td>777-2239</td>
</tr>
<tr>
<td>Firestein H</td>
<td>172 W 1</td>
<td>224-9846</td>
</tr>
<tr>
<td>Finz Bernard</td>
<td>1750 Pitkin Ln</td>
<td>236-4578</td>
</tr>
<tr>
<td>Firmin Richard</td>
<td>225 Loy</td>
<td>677-8444</td>
</tr>
<tr>
<td>Fiore Mary</td>
<td>1722 Union Blvd</td>
<td>788-4755</td>
</tr>
<tr>
<td>Firtle Bennett</td>
<td>524 56</td>
<td>335-0974</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Telephone Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bernard Finz</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Robert Fiori</td>
<td></td>
<td></td>
</tr>
<tr>
<td>A Finley</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rose Fiorenzo</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bennett Firtle</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mary Fiore</td>
<td></td>
<td></td>
</tr>
<tr>
<td>H Firestein</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Loretta Finn</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Claude Fiquet</td>
<td></td>
<td></td>
</tr>
<tr>
<td>D Finnie</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Part 2

To make a long-distance telephone call, you also need to know the area code of the city you are calling. Use the map found in a telephone directory or an online directory to fill in the area codes of the cities and states listed below.

1. Tulsa, Oklahoma ___________________________
2. South Carolina ____________________________
3. Columbus, Ohio ___________________________
4. St. Louis, Missouri __________________________
5. Albany, New York __________________________
6. Houston, Texas _____________________________
7. Mississippi _______________________________
8. Wyoming _________________________________
9. New Mexico ________________________________

Part 3: Use an online directory

There are many online directories. Using a site such as www.switchboard.com or www.anywho.com, answer the following items.

1. Search for your own number or a friend’s number. Did you find it? _____________
2. Write the name and number of a golf course in Chicago, Illinois. ________________

3. Write the name of a florist in Lahaina, Hawaii. ________________________________

4. Write the name of a barbecue restaurant in Tyler, Texas. _______________________
The yellow pages in the telephone directory contain business listings and advertisements. Knowing how to use the yellow pages can save you time and trouble. There are many online “yellow page” listings. You may want to visit the following “yellow page” sites:

- www.switchboard.com
- www.yellow.com
- www.superpages.com
- www.smartpages.com
- www.anywho.com
- www.yellowpages.com

Part 1

Use the yellow pages in your local telephone directory to answer the following questions.

1. Under what page heading will you find the following yellow pages’ listings?
   - a. doctors ____________________________
   - b. lawyers ____________________________
   - c. auto repair _________________________
   - d. hair dressers _______________________ 
   - e. video equipment ____________________
   - f. supermarkets ______________________

2. How many pizza restaurants are listed in your directory? _________________

3. What is the name of one of your local banks? If hours are listed, what are they?  
   ___________________________________________________________________

4. How many construction companies are listed in your directory? What are some of the services they offer?_______________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

5. What is the number and address of the local tag agency? _____________________
   ___________________________________________________________________

6. If the directory has an index to the Yellow Pages, on what page does it begin? Did you use the index to the yellow pages to help you complete this assignment?
   ___________________________________________________________________
   ___________________________________________________________________
Part 2
Use an online yellow pages to complete the following
1. Find the name, address, and phone number of three museums in Washington, DC. Write the information on the lines below.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

2. Write the name, address, and phone number of four automotive dealers in Logan, Utah.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

3. How many hospitals are listed for Houma, Louisiana? ____________________
Write the name, address, and phone number of two of them. ________________

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Compare Telephone Options

Not too many years ago, customers had one telephone option. There was only one phone company providing service in any area. Today there are almost more phone companies and phone options than you can count. Camera phones are becoming more and more commonplace as are phones that access the internet. Your phone can become an organizer, scheduler, and game console. Phones are cordless and/or cellular. Every company promises the best deal and best service.

Learn about your phone options by exploring the internet or by visiting or calling phone stores. If you are unfamiliar with sites to visit, use a search engine to find sites. You can also use a phone book to find stores.

As you explore, list information you learn about the phones, options, rates, long distance charges, phone costs, etc.

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Think about what you’ve learned. Which would you choose? Why? Write your answer below.

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Finding Answers

Finding answers to items such as those listed below is easy if you know how and where to look. One place to look is a newspaper (paper or online). If you decide to use a paper newspaper, you can use its index, usually found on the front page, to tell you what page to turn to. Online newspapers usually have hot links to different sections. For some of the information, you can use the internet.

Use an online or paper newspaper and/or the internet to answer the following:

1. You want to plan a picnic this week. When will the weather be best? ______________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

2. What is on television tonight? List two shows for each time period.
   7:00 _________________________________________________________________
   ___________________________________________________________________
   7:30 _________________________________________________________________
   ___________________________________________________________________
   8:00 _________________________________________________________________
   ___________________________________________________________________
   8:30 _________________________________________________________________
   ___________________________________________________________________
   9:00 _________________________________________________________________
   ___________________________________________________________________
   9:30 _________________________________________________________________
   ___________________________________________________________________

3. List three games or events that were played last night. Be sure to include the scores.
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
4. List the names of two apartment complexes or other places to rent.

_______________________________________________________________

5. Find the editorial section. Read one of the editorials and summarize it below.

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

6. Find the letters to the editor section. Read one of the letters and summarize it below.

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

7. Find the movie and/or TV reviews. Summarize one of them below.

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

8. Find a food or recipe section. Write the name and ingredients for a recipe you find.

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

9. Write your horoscope below.

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________
Finding Answers 2

Use paper or online reference sources to find the answers to the items below. If you use online references, be sure they are reliable. Remember, anyone can put anything on the internet; it is not necessarily accurate.

1. Who won the 1990 World Series?

2. Who was John L. Lewis?

3. What does the word *combustible* mean?

4. Which states have a town named Springfield?

5. Who was Piaget?

6. Who won the first Super Bowl?

7. Who is the Chairman of the Joint Chiefs of Staff?

8. What are killer bees?

9. Name the world’s oceans

10. Who was President of the United States in 1900?

11. Which state grew more wheat last year?

12. How far is it from New York to Los Angeles?

13. Since Greenland is not very green, why was it called Greenland?
   ______________________________________________________________________

15. How many languages are spoken today? Which one is considered the hardest to learn?
   ______________________________________________________________________
   ______________________________________________________________________

16. What natural item keeps Iceland from being as cold as its name sounds? _________
   ______________________________________________________________________
   ______________________________________________________________________

17. The streets found in the Monopoly game are also found in which U.S. city?
   ______________________________________________________________________

18. Use the following formula to find the place that is exactly opposite your hometown. Find
    the latitude of your hometown. Change the direction. For example, if it’s north make it
    south. Find the longitude. Subtract it from 180. Change the direction. For example, if it’s
    east, make it west. The new latitude and longitude will be the opposite point on the globe.
    What is opposite your hometown? _________________________________________
    What is opposite Washington, DC? _________________________________________

19. Find out which U.S. city is
    the farthest north _______________________________________________________
    the farthest south _______________________________________________________
    the farthest east ________________________________________________________
    the farthest west _______________________________________________________

20. In movie/TV production, who are gaffers and best boys? ______________________
    ______________________________________________________________________
    ______________________________________________________________________
Grocery Shopping

Part 1

You will need the grocery ads from a newspaper for this assignment. Find the ads for two to four supermarkets. Write a shopping list for groceries you think your family would need for one week. Then, using the ads, write the name of the store(s) where you plan to purchase specific items. Try to find the best buys of the week.

Recopy your list and the names of the stores in the space provided below.

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Part 2
Compare the ads. Write the name of any product that appears in more than one ad. Write its advertised price. Is one store consistently cheaper? Give examples.

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________

_______________________________________________________________
In order to draw lines to specified dimensions, you must be able to read a ruler accurately and use it to measure objects accurately. In this assignment you will be using one or more of the basic measuring tools to draw lines and objects to specified dimensions.

1. 2 1/4 inches
2. 3 3/4 inches
3. 4 1/2 inches
4. 1 1/8 inches
5. 2 5/8 inches
6. 4 3/8 inches
7. 5 7/8 inches
8. 2 1/16 inches
9. 4 5/16 inches
10. 5 9/16 inches
11. 3 15/16 inches
12. 5 3/4 inches
13. 1 3/16 inches
14. 2 7/16 inches

15. 1 9/16 inches

16. 3/8 inches

17. 4 11/16 inches

18. 2 13/16 inches

19. Draw a rectangle with a height of 1 7/8" and a length of 2 3/16".

20. Draw a triangle with a base length of 2 1/2", a height of 1 1/4", and one slope of 2 1/8".
Choosing TV Shows Wisely

For this assignment you will need a weekly TV guide. It can be from your local newspaper, the *TV Guide* magazine, the internet, or TV listing available from your cable or dish package.

You mother is sick and tired of the same old shows night after night. She says that you cannot watch television unless you choose some educational shows to go along with other things you watch. You may watch twenty hours of television this week. At least one-fourth of the shows you select must have some educational value.

First decide on a definition for “educational value” and identify the types of shows that meet this definition. Using your TV guide, write a list of shows you are going to watch and the times they are on. Circle the shows with educational value. Divide into small groups and compare your television lists. Decide on a group list to present to the class. Be ready to justify your choice of shows.

Educational value is

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

My TV viewing plans

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Reasons these shows fit the “educational value” requirement.
Cost of Housing Needs/Wants

With housing costs increasing, it is important to carefully budget one’s income when renting or buying a home. Deciding how much money to spend on housing is a personal choice that depends on individual needs, income, values, and priorities.

Read each of the following situations. Calculate the cost differences in housing needs and housing wants.

Part 1

Joe is a single, 22-year-old, full-time salesperson and part-time student. He has budgeted $500 to a maximum of $600 per month for rent. The new Willowbend Apartment Complex is close to his school and work site, provides 24-hour security, and has two vacancies.

**Apartment A** — Two bedroom apartment with dishwasher, washer and dryer, built-in microwave, located pool-side. $600 per month

**Apartment B** — One bedroom apartment with no dishwasher, access to the apartment complex laundry facility, built-in microwave, located one building away from the swimming pool. $475 per month

1. Do both apartments provide for the basic human needs housing should meet? Explain your answer. __________________________________________________________
   __________________________________________________________
   __________________________________________________________
   __________________________________________________________

2. Which apartment may provide for “wants” that are not “needed” for adequate housing? Explain your answer. __________________________________________________________
   __________________________________________________________
   __________________________________________________________
   __________________________________________________________

3. How much financial difference per month is there in the two apartments?
   __________________________________________________________________

4. If Joe has to sign a 12-month lease, how much will a one-year lease cost?
   Apartment A __________________________________________________________________
   Apartment B __________________________________________________________________
5. Discuss in writing which apartment would be the better choice for Joe. Explain your reasons.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Part 2
Margaret is single, a computer technician, and is looking to purchase her first home. The house she is considering costs $90,000. Unfortunately, it does not have all of the features she would like to have. How much will the following cost?

NOTE: Use local newspaper advertisements, sales catalogs, store prices, and the internet to estimate these costs.

Item
Dishwasher ____________________________________________________________
Washer/Dryer __________________________________________________________
Garbage Disposal _______________________________________________________ 
Electric Garage Door Opener _____________________________________________
Refrigerator with Ice Maker _____________________________________________

What is the total purchase amount Margaret could expect to spend to buy the house and the additional items she wants? ____________________________________________
Compare Grocery Prices

Consumers are constantly being exposed to many products as they shop. Thousands of items are stocked in large, supercenter-style stores. It is estimated that approximately 5,000 new products appear each year.

Today there are many different places to shop for groceries. Some people shop at large supercenters that have everything from food to toys to clothing. Others may shop at smaller chains or locally owned supermarkets. Others may choose to buy groceries at convenience stores. In some places you can even shop for groceries online. It is important for the consumer to compare prices to obtain the best deal while also considering things such as convenience and service.

**Part 1**

Compare prices by completing the chart found on the back of this page. If possible, include three different types of stores. In the Product Specifics column, include information such as brand name, package size, etc. Remember you must compare the same brand and size. Circle the lowest price for each item. Use this information to answer the questions below.

**Part 2**

1. Look at your chart and count the number of times each store is listed in the last two columns.

<table>
<thead>
<tr>
<th>Lowest Prices</th>
<th>Highest Prices</th>
</tr>
</thead>
<tbody>
<tr>
<td>Store #1</td>
<td>Store #1</td>
</tr>
<tr>
<td>Store #2</td>
<td>Store #2</td>
</tr>
<tr>
<td>Store #3</td>
<td>Store #3</td>
</tr>
</tbody>
</table>

2. Which store had the most low prices? ________________________________

3. Which store had the most high prices? ________________________________

4. Which store would you select to shop at? Why? ________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________
### 26—Compare Grocery Prices (continued)

<table>
<thead>
<tr>
<th>What to Buy</th>
<th>Product Specifics</th>
<th>Price Store 1</th>
<th>Price Store 1</th>
<th>Price Store 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>milk</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>butter or margarine</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ground beef (per pound)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>steak (per pound)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>canned fruit</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>bath soap</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>lettuce</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>hot dogs</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>eggs</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>fruit juice</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>chicken, cut up (per pound)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>chicken, whole (per pound)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>frozen, ready to cook entree</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>flour</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>frozen vegetable</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>peanut butter</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>coffee</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>zip-close plastic bags</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Compare Meat Prices

Research shows that at least 1/3 of each food dollar spent at the supermarket is spent on meats, meat substitutes, and foods containing meats. Knowing about the different kinds of meat and their prices is important if the consumer is to get the best buy available.

Complete the following assignment by visiting a local supermarket or using advertisements or other available resources. Look at the different products available. Choose 10 products in each category. Remember you can choose the meat itself or any packaged-product containing the meat. Write brief descriptions of the products chosen and fill in the other information.

<table>
<thead>
<tr>
<th>Beef Products</th>
<th>Size</th>
<th>Total Price</th>
<th>Price per Pound</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## 27—Compare Meat Prices (continued)

<table>
<thead>
<tr>
<th>Chicken/Turkey Products</th>
<th>Size</th>
<th>Total Price</th>
<th>Price per Pound</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Pork Products</th>
<th>Size</th>
<th>Total Price</th>
<th>Price per Pound</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Pork Products (continued)

<table>
<thead>
<tr>
<th>Size</th>
<th>Total Price</th>
<th>Price per Pound</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

## Seafood Products

<table>
<thead>
<tr>
<th>Size</th>
<th>Total Price</th>
<th>Price per Pound</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
27—Compare Meat Prices (continued)

1. Considering information obtained from the chart, which meat product was the least expensive per pound? 

   ___________________________________________________
   ___________________________________________________
   ___________________________________________________

2. Which meat product was the most expensive per pound? 

   ___________________________________________________
   ___________________________________________________
   ___________________________________________________

3. Plan the meat products for five dinners for a family of four. List the products you would choose and explain why? 

   ___________________________________________________
   ___________________________________________________
   ___________________________________________________
   ___________________________________________________
   ___________________________________________________
Store-bought or Homemade

Today almost anything you want to eat is available in a ready-to-eat form. In fact, you can even buy a complete Thanksgiving dinner, ready to put on the table and serve. When considering whether to prepare from scratch, partially from scratch, or totally bought, you will have to weigh factors such as the value of your time vs the cost of the product. Believe it or not, sometimes it is cheaper to buy than it is to make. Remember, you also have to consider taste. No one wants to eat something that tastes bad—whether it’s homemade or gourmet.

Complete the following assignment by visiting a local supermarket or using advertisements or other available resources. Look at the different products available. Fill in the brand name of the products you choose. Use the blank rows if you find a product type that isn’t listed. You can leave some rows blank.

<table>
<thead>
<tr>
<th>Plain Pastry Crust</th>
<th>Items per Package</th>
<th>Total Price</th>
<th>Unit Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frozen, ready-to bake crust</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brand name:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Frozen, ready-to bake crust</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brand name:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Piecrust mix</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brand name:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Piecrust mix</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brand name:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Piecrust sticks</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brand name:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Piecrust sticks</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brand name:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Homemade</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### Graham Cracker Crust

<table>
<thead>
<tr>
<th>Graham Cracker Crust</th>
<th>Items per Package</th>
<th>Total Price</th>
<th>Unit Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frozen, ready-to bake crust</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brand name:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Frozen, ready-to bake crust</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brand name:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No-bake piecrust mix</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brand name:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No-bake piecrust mix</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brand name:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No-bake piecrust</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brand name:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No-bake piecrust</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brand name:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Homemade</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Fruit Pie

(Compare one kind of fruit pie, such as apple or cherry)

<table>
<thead>
<tr>
<th>Fruit Pie</th>
<th>Items per Package</th>
<th>Total Price</th>
<th>Unit Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Homemade using fresh fruit</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Homemade using frozen fruit</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Homemade using canned fruit</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Homemade using canned prepared fruit filling</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Frozen prepared pie</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brand name:</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
28—Store-bought or Homemade (continued)

<table>
<thead>
<tr>
<th>Frozen prepared pie</th>
<th>Items per Package</th>
<th>Total Price</th>
<th>Unit Price</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bakery or specialty shop fruit pie</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Cream Pie</th>
<th>Items per Package</th>
<th>Total Price</th>
<th>Unit Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Homemade using prepared frozen piecrust, pie filling mix, and prepared topping</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Totally homemade</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Homemade using prepared frozen crust, homemade pie filling, and prepared topping</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Homemade using frozen crust, pie filling mix, and homemade topping</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Homemade using homemade piecrust, prepared pie filling, and prepared topping</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Homemade using homemade piecrust, homemade pie filling, and prepared topping</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Homemade using homemade piecrust, prepared pie filling, and homemade topping</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Frozen prepared pie</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bakery or specialty shop cream pie</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Considering the cost information you learned, as well as the time needed to prepare and product quality, which pastry forms would you select for the following pastry types? Why would you make these selections?

1. Plain pastry crust ____________________________________________________________
   Why? ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

2. Graham cracker crust _____________________________________________________
   Why? ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

3. Fruit pie ________________________________________________________________
   Why? ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

4. Cream pie ______________________________________________________________
   Why? ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
Read a News Article/Story

Use a newspaper, either paper or online, to complete this assignment. Find a news story or feature article in each of the following areas—local, state, national, and world news issues. Remember that news articles or stories should include the 5 W’s and the H (who, what, where, when, why, and how).

Complete the following:

Local
Name of newspaper used

Headline

Identify the five w’s and the h in this article.

Who
What
When
Where
Why
How

State
Name of newspaper used

Headline

Identify the five w’s and the h in this article.

Who
What
When
Where
Why
How
29—Read a News Article/Story (continued)

National
Name of newspaper used _____________________________________________
Headline __________________________________________________________

Identify the five w’s and the h in this article.
   Who ___________________________________________________________
   What __________________________________________________________
   When __________________________________________________________
   Where _________________________________________________________
   Why _________________________________________________________
   How __________________________________________________________

World
Name of newspaper used _____________________________________________
Headline __________________________________________________________

Identify the five w’s and the h in this article.
   Who ___________________________________________________________
   What __________________________________________________________
   When __________________________________________________________
   Where _________________________________________________________
   Why _________________________________________________________
   How __________________________________________________________
Interpret a Lease

A lease is a written agreement between a landlord and tenant. The lease, which is dated and signed by both parties, is a legal document that binds the landlord and the tenant to the terms stated in the agreement.

Before signing any lease it is important to have read the lease and to have a clear understanding of the terms of the lease.

Read the sample lease and interpret it by answering the following questions. Use information from the library, resource center, or textbook to assist in the interpretation, if needed.

1. How much is the monthly rent? ________________________________
2. When is the rent due? ________________________________
3. What happens if the rent is late? ________________________________
4. How much is the security deposit? ________________________________
5. Will the security deposit be returned? ________________________________
6. When may the landlord enter the apartment? ________________________________
7. Under what conditions are pets allowed? ________________________________
8. Who is responsible for utility bills and deposits? ________________________________
9. When does the lease expire? ________________________________
10. How many days notice must be given before vacating the apartment? ________________________________
11. How much will the tenant have to pay before or when he or she moves in? _________________

Sample Lease

Address 100 West 1st Street
Monthly rent $850.00
Number in family Adults 2  Children 1
Present address 520-A Eastern Apartments
Phone 555-0000
30—Interpret a Lease (continued)

**Present landlord**  Mrs. Betty Jones
**Phone**  555-555-1000

**EMPLOYMENT**

**Applicant’s employer**  Jacob: Shawnee High School  
Elizabeth: Monday Elementary School
**Employer’s address**  Shawnee Public Schools
**Phone**  555-555-1111
**Length of employment**  2 years

**REFERENCES**

**Credit reference**  Hometown Bank
**Phone**  555-555-5555
**Character reference**  Mr. Jack Longsdon
**Phone**  555-555-1110
**Emergency contact**  Mary Jo Dean
**Phone**  555-555-0555

I agree to pay $850.00 per month rent, and understand it is to be paid on the first day of each month. I understand there is a 10 percent penalty for late payment of rent after 5 days. First and last month’s rent will be paid before moving in.

I agree to keep the premises in good and clean condition. I will be responsible for any damage to property or appliances unless caused by an act of nature.

I will occupy the premises for at least 12 months, or forfeit the security deposit. I agree to give 30 days’ notice before vacating the apartment.

I agree to be responsible for all utility fees and deposits.

I understand that no pets are allowed in or on the premises.

I give the landlord permission to enter the property in the event of an emergency.

The security deposit of $500.00 will be returned by the owner to the tenant within 30 days of vacating the premises if the apartment is left in good condition at the end of the 12 month lease agreement period.

Monthly rent  $850.00  Security deposit  $500.00

Signed  ___________________________  Signed  ___________________________

Signed  ___________________________  Landlord’s Signature

Applicant’s Signature(s)

NOT A LEGAL DOCUMENT
Interpret Housing Advertisements

Newspapers often advertise local available housing in the real estate section of the classified advertisements. The advertisements generally give helpful information to the reader, but use abbreviations to save space. To avoid wasting time looking at homes you are not interested in, you must learn to read and understand the abbreviations.

Interpret the following advertisements. Rewrite the complete advertisement in the space provided.

1. Lux 1br townhouse, 1 ba, FP, W/D. $820/mo. +util. Refs req, appt only. 555-5555.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________


___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

3. 2br, 1 1/2ba apt. Furn. Avail 3-1. $850mo + dep. 11111 W. 1st. 555-1111.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
31—Interpret Housing Advertisement (continued)

4. Must sell beautiful 2000 SF home. 4br, 3ba, 2gar, FP, C/A, appl incl. $150,000. Ford Realty 555-5555.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

5. Lovely home w/new inground pool, 1900 SF, 4br, 2 ba, 2gar. Southwoods Schools. Appt only. $100,500. Realty World 555-0000.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Job Hunting

Today there are many different places to look for a job. Online sites provide opportunities to research available jobs and post online resumes and applications. Some companies even conduct job interviews online. Another place to look for available jobs is the local newspaper where you are job-hunting.

For the following assignment, look up help wanted ads in the classified section of a newspaper. Think of a career area you’d like to pursue and pretend you are job-hunting. Choose three possible jobs you’d like to apply for. Clip the ads and attach them to this page. Think about how you’d sell yourself if you were really applying for these jobs. In the space provided, first write the title of the job and then jot some notes about things you’d stress in an interview, in a letter to the company, or on an application.

Part 1

1. Job Title ______________________________________________________________
   Things I’d tell about myself and my qualifications ____________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

2. Job Title ______________________________________________________________
   Things I’d tell about myself and my qualifications ____________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
3. Job Title ________________________________________________________________

Things I’d tell about myself and my qualifications ________________________________

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

Part 2

Career or job-related websites can be easily found today. Examples of these sites are listed below; there are many others. You can find more of these sites using a search engine such as google.com or yahoo.com.

Explore two or more of the sites listed below or find other job sites on your own. List the features found on the sites. Do you think the site would be helpful if you were job-hunting? Explain why or why not.

www.monster.com ____________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
If you found another site, list its address

www.topusajobs.com

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Using a Newspaper

We all know that newspapers are sources of news, sports, and business information. They are also sources of many other kinds of information, such as childcare and household hints as well as remodeling and building information.

Look through a local newspaper. Find three or more articles that give you helpful hints or interesting information. Cut them out and attach them to this page. Then follow the directions to complete the activity.

**Article’s headline**  
______________________________

**Summarize the article**  
______________________________

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

**Article’s headline**  
______________________________

**Summarize the article**  
______________________________

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

**Article’s headline**  
______________________________

**Summarize the article**  
______________________________

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

______________________________
It has been said that one person’s junk is another person’s treasure. Garage sales are often a good place to find your treasures and bargains. They are also a good way to make money and get rid of unwanted “junk.” Newspaper ads are usually the way people list garage sales they are having and find garage sales they want to go to.

Read the garage sale ads in a local newspaper (Friday and Saturday papers are usually the best to use). Identify four or five ads that caught your attention and made you want to visit the sale.

Pretend you are going to have a garage sale. Find out the newspaper’s requirements and charges for your ad. Write an ad that you think will attract people to your sale. Figure out what the cost will be.

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Abbreviations

Write the correct abbreviation for each boldface word in the blank that follows it.

1. A centimeter ________ is shorter than an inch ________.
2. The British measure distance by kilometers _______, but in the United States we measure by the mile ________.
3. A decameter ________ is ten meters, but a yard ________ is three feet ________.
4. Carpenters measure in board feet ________ and cord feet _______, but scientists measure in millimeters _______, grams _______, liters _______, and cubic centimeters ________.
5. Gas that is piped into this house will be sold by cubic feet ________.

Use each boldface word in a sentence. More than one word may be used in a sentence. Use the back of this page if you run out of writing space.

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Abbreviations 2

Match words used in addresses to their correct abbreviations. Write the correct abbreviations in the blanks.

1. Street __________________________
2. Avenue __________________________
3. Boulevard ________________________
4. Road _____________________________
5. Lane _____________________________
6. Drive _____________________________
7. Court ______________________________
8. Rural Route ________________________
9. Rural Free Delivery __________________
10. Post Office Box ____________________
11. Route ______________________________

Write sentences using each of the words above. More than one word may be used in a sentence. Use the back of this page if you run out of writing space.

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Abbreviations 3

Write the correct abbreviation for each boldface word in the blank that follows it.

1. The recipe called for a **teaspoon** ________ of soda.
2. The cook used one **tablespoon** ________ instead.
3. Our class canned **pint** ________ jars of jelly today.
4. The science teacher said **quart** ________ jars were too large for this project.
5. We borrowed a **gallon** ________ jar from the cafeteria.
6. The candy weighed only one **ounce** ________.
7. A **pound** ________ of chocolate is too much.
8. Potatoes may be bought by the **bushel** ________ **peck** ________ , or **pound** ________.
9. This recipe calls for one-half **dozen** ________ eggs.
10. A **gross** ________ is equal to twelve **dozen** ________.

Use each boldface word in a sentence. More than one word may be used in a sentence. Use the back of this page if you run out of writing space.
Abbreviations 4

Write abbreviations for months of the year and days of the week.

January ___________________________ July ___________________________
February __________________________ August __________________________
March ______________________________ September ______________________
April ______________________________ October _________________________
May ________________________________ November _____________________
June ________________________________ December _____________________
Sunday ______________________________ Thursday ______________________
Monday ______________________________ Friday _________________________
Tuesday ______________________________ Saturday ______________________
Wednesday __________________________

Write the name of the month or day of the week and its abbreviation in the blank at the end of each sentence.

1. Christmas is in the month of __.
   ______________________________________________________________
2. Most schools are closed on __ and __ each week.
   ______________________________________________________________
   ______________________________________________________________
3. The three months of summer are __, __, and __.
   ______________________________________________________________
4. Martin Luther King’s birthday is in the month of __.
   ______________________________________________________________
5. Valentine’s Day is __14.
   ______________________________________________________________
6. Thanksgiving is celebrated in __.
   ______________________________________________________________
7. The five days most schools are opened are __, __, __, __, and __.
   ____________________________________________________________________
   ____________________________________________________________________
   ____________________________________________________________________

8. Labor Day is the first Monday in __.
   ____________________________________________________________________

9. Halloween is the last day of __.
   ____________________________________________________________________

10. St. Patrick’s Day is in __.
    ____________________________________________________________________

11. Some people play tricks and jokes on friends on the first day of __.
    ____________________________________________________________________

12. Memorial Day is celebrated in __.
    ____________________________________________________________________
Part 1

Use commas to separate items in a series. Write commas in the following sentences to separate items written in a series.

EXAMPLE: Please don’t talk, chew gum, or take pictures during this performance.

1. You will be required to read short stories, plays, poems, and essays.
2. We painted the house, put up the walls, poured the concrete, and plastered the rooms.
3. I did not know where you were, how you were, or when you would return.
4. I bought material, thread, pins, needles, and patterns for my crafts project.
5. Sara Kim, Sandy, Peggy, and I baked the chicken for the banquet.
7. Mother bakes custards, pies, cakes, and cookies.
8. I bought spark plugs, air filters, gasoline filters, and jumper cables for the auto mechanics class.
10. Iced tea, juice, lemonade, and punch were taken on the picnic.

Part 2

Write your own sentences containing items written in a series. Separate those items with a comma.

1. ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________

2. ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________

3. ____________________________________________________________
   ____________________________________________________________
39—Commas (continued)

4. ____________________________________________
5. ____________________________________________
6. ____________________________________________
7. ____________________________________________
8. ____________________________________________
9. ____________________________________________
10. ___________________________________________
Always use a comma before a conjunction that joins independent clauses in a compound sentence. Write commas before the conjunctions in the following sentences.

**Part 1**

**EXAMPLE:** I enjoy working with my hands, and you enjoy working with your head.

1. Ralph must have passed this way but I did not see him.
2. I will go to town to get the supplies but I will not pay for them.
3. She threw the burned cake into the garbage can and her mother helped her bake another cake.
4. All of us went to math class but Jerry went to the gym.
5. The stream beds that had been dry came to life and the soil became green with grass and bright with flowers.
6. The rivers rose and the waters flooded the town.
7. Brian changed the oil and Carl washed the car.
8. Either the gift was lost in the mail or she has forgotten to thank me.
9. He did not come to my birthday party nor did he bother to answer the invitation.
10. Circular saws are made in a large variety of types and they come in many different sizes.
11. A compass is an instrument used for drawing circles and a T-square is an instrument used to draw straight lines.
12. Sally went to the play but Jane went to a movie.

**Part 2**

Write your own compound sentences. Be sure to use the comma correctly.

1. ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________

2. ____________________________________________________________
   ____________________________________________________________
   ____________________________________________________________
3. ______________________________________________________________________
   ______________________________________________________________________
   ______________________________________________________________________

4. ______________________________________________________________________
   ______________________________________________________________________
   ______________________________________________________________________

5. ______________________________________________________________________
   ______________________________________________________________________
   ______________________________________________________________________

6. ______________________________________________________________________
   ______________________________________________________________________
   ______________________________________________________________________

7. ______________________________________________________________________
   ______________________________________________________________________
   ______________________________________________________________________

8. ______________________________________________________________________
   ______________________________________________________________________
   ______________________________________________________________________

9. ______________________________________________________________________
   ______________________________________________________________________
   ______________________________________________________________________

10. ______________________________________________________________________
    ______________________________________________________________________
Part 1

Single introductory words such as well, yes, no, why, therefore, also, and so need to be set off with a comma when they introduce a sentence. Write commas after introductory words in the following sentences.

EXAMPLE: Also, you must remember to put away all tools and equipment.

1. Well I tried to paint the room, but it was very messy.
2. No I am not going to the party.
3. Yes I bought the supplies for our project.
4. So I will be glad to help you.
5. Why I didn’t know she was involved in a car wreck.
6. Also I have not answered her letter.
7. Why surely you haven’t forgotten already.
8. Therefore falcons can be trained to become hunters.
9. Yes a sawhorse is two feet high.
10. Well I hope I pass the test.

Part 2

Write your own sentences containing the introductory words well, yes, no, why, therefore, also, and so. Relate your sentences to a hobby or interest of yours.

1. _____________________________________________________
   _____________________________________________________
   _____________________________________________________

2. _____________________________________________________
   _____________________________________________________
   _____________________________________________________

3. _____________________________________________________
   _____________________________________________________
   _____________________________________________________
Part 1
Use a comma before and after an appositive. Write commas before and after the appositives in the following sentences.

EXAMPLE: My father, a young-looking man, turned seventy-eight yesterday.

1. My brother the thinker in our family enrolled in physics and chemistry.
2. The Crosstown Reunion a big annual picnic was held one night last week.
3. The house a large mansion was built in 1890.
4. John one of our scientific geniuses blew the fuses on the lights.
5. A truck one carrying 4 tons of gravel tipped over on the bridge.
6. Chisels especially those carried on construction jobs are quite short.
7. Fritz a skilled welder did this work.
8. Tennis a lively game is fun to play.
9. Rita an extremely talented girl won first prize at our school.
10. Snorky my little cocker spaniel barked at our neighbor’s cat.

Part 2
Write sentences in which you use the following words as appositives. Be sure to place commas where they are needed.

1. my neighbor __________________________________________________________
   __________________________________________________________
   __________________________________________________________

2. the teacher __________________________________________________________
   __________________________________________________________
   __________________________________________________________

3. our high school ______________________________________________________
   __________________________________________________________
   __________________________________________________________
4. history class ________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

5. cooking class ________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

6. the maintenance crew ________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

7. my hobby __________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

8. cars and trucks ______________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

9. school events _______________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

10. hammers ____________________________________________________________
    ___________________________________________________________________
Commas 5

Part 1

Use a comma before and after a parenthetical expression. Write commas before and after the parenthetical expressions in the following sentences.

EXAMPLE: Comma rules, according to my teacher, are easy to remember.

1. Mules in my opinion are not stupid at all.
2. Some squirrels for example can glide from one tree to another.
3. Math I think is an enjoyable class to take while in high school.
4. Summer in my opinion is the season of the year that people enjoy most.
5. My dad of course will let me go to summer camp.
6. He did not in fact keep his promise.
7. My grades for example will improve this year.
8. My father on the other hand is an authority on fishing.
9. Every high school girl I am sure likes to talk on the telephone.
10. It was Dad I believe that set the time limit.

Part 2

Write your own sentences containing parenthetical expressions. Be sure to write a comma before and after each expression.

1. ____________________________________________________________________
   ____________________________________________________________________
   ____________________________________________________________________

2. ____________________________________________________________________
   ____________________________________________________________________
   ____________________________________________________________________

3. ____________________________________________________________________
   ____________________________________________________________________
   ____________________________________________________________________
43—Commas 5 (continued)

4. ____________________________________________________________________________

5. ____________________________________________________________________________

6. ____________________________________________________________________________

7. ____________________________________________________________________________

8. ____________________________________________________________________________

9. ____________________________________________________________________________

10. __________________________________________________________________________
Commas 6

Part 1
Use a comma before each part of a date or address consisting of two or more parts when written in a sentence.

EXAMPLE: My brother lives at 33 Laurel Lane, Warren, Rhode Island 14802.

1. The Declaration of Independence was signed on July 4, 1776, in Philadelphia, Pennsylvania.


3. Sheila lives on Mimosa Drive, but Kathy lives at 1011 Jay Street Perry Oklahoma 73077.

4. The package from San Jose California was sent January 12 1980.

5. The letter addressed to 1425 Yucca Street was forwarded to Austin Texas after a delay of several days.

6. Mr. Cummings may be reached at 4350 Meadow Brook Road Keota Oklahoma or at 6350 Janson Street Miami Florida.

7. Timothy wrote a letter to the General Electric Company Schenectady New York to obtain information about small engines.

8. Free information about pipe fitting jobs can be obtained from L.S. Starrett Company Crescent Street Athol Massachusetts 01331.

9. On November 7 1907 Oklahoma became a state.

10. Guthrie Oklahoma was the first capital of the state.

Part 2
Write ten sentences containing the addresses of your friends, your teachers, and local businesses or important dates such as birthdays or graduation. Be sure the write commas in the correct places.

1. __________________________________________________________________________

2. __________________________________________________________________________

___________________________________________________________________________

___________________________________________________________________________

___________________________________________________________________________

___________________________________________________________________________

___________________________________________________________________________
3. 

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

4. 

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

5. 

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

6. 

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

7. 

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

8. 

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

9. 

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

10. 

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________
Commas 7

Part 1
Use a comma after the greeting and the closing of a friendly letter. Write a comma in the correct place for each of the following letter greetings and closings.

EXAMPLE: Dear John,

1. Dear Sis
2. Sincerely yours
3. My dearest friend
4. Truly yours
5. With best wishes
6. Dear Uncle Harry
7. Hi Aunt Alice
8. Sincerely
9. Dear Sara
10. Respectfully

Part 2
Write a brief letter to a friend or relative. Be sure to write all commas in their correct places. Use the back of this page if you run out of writing space.

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

Commas 7
Part 1

Use a comma before and after abbreviated titles within sentences. In the following sentences, write commas after names followed by abbreviated titles.

EXAMPLE: Jed Wilson, Ph.D., is my advisor.

1. The letter was signed Joanna H. Smithson M.D.
2. Allen Davis Ph.D. graduated with top honors.
3. Mike Craig Sr. was elected the new president of the Rotary Club.
4. Bill Watkins Jr. was nominated for the office of president of our Future Farmers of America chapter.
5. The class was taught by Bill Hammons Sr.
6. The bill was paid by Carol Ferrara M.D.
7. Cards were sent to Mr. R.J. Crakenberry Esq.
8. Martin Luther King Jr. was a leader for civil rights.
9. My dentist's name is Dr. Liz Waters D.D.S.
10. Sally wanted to date Ray Bailey Jr.

Part 2

Write ten sentences using abbreviated titles. Be sure the write commas in the correct places.

1. __________________________________________
   __________________________________________
   __________________________________________
   __________________________________________
   __________________________________________

2. __________________________________________
   __________________________________________
   __________________________________________
   __________________________________________
   __________________________________________

3. __________________________________________
   __________________________________________
   __________________________________________
   __________________________________________
   __________________________________________

4. __________________________________________
   __________________________________________
   __________________________________________
   __________________________________________
   __________________________________________
5. ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
6. ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
7. ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
8. ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
9. ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
10. ________________________________________________________________
Part 1

Use commas to set off words in direct address. Write commas to set off the words in direct address in the following sentences.

EXAMPLE: Jenks, will you hold this piece of lumber in place, please?

1. Bob will you buy some new hammers for our carpentry class?
2. That program Janice has been changed.
3. Ms. Nelson may I leave class early?
4. Please answer the telephone Barbara.
5. Linda why did you open that website?
6. Anderson the pictures were drawn by my great-grandfather.
7. Do you remember Patty the date that Pearl Harbor was bombed?
8. Mr. President I move that we adjourn our meeting.
9. What is the answer to this question Anna?
10. Teresa please rework this unit of writing.

Part 2

Write your own sentences containing words in direct address. Be sure to write commas in the correct places.

1. ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________

2. ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________

3. ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________

4. ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
5. _______________________________________________________________________
   _______________________________________________________________________
   _______________________________________________________________________

6. _______________________________________________________________________
   _______________________________________________________________________
   _______________________________________________________________________

7. _______________________________________________________________________
   _______________________________________________________________________
   _______________________________________________________________________

8. _______________________________________________________________________
   _______________________________________________________________________
   _______________________________________________________________________

9. _______________________________________________________________________
   _______________________________________________________________________
   _______________________________________________________________________

10. _______________________________________________________________________
    _______________________________________________________________________
    _______________________________________________________________________
Commas 10

Part 1

Use commas after introductory word groups that come before the main sentence. Write commas after the introductory word groups in the following sentences.

EXAMPLE: When I was a little girl, I enjoyed catching snakes.

1. During the thunderstorm lightning hit our garage.
2. After a good night’s sleep I felt peppy.
3. Because I enjoy school I never miss a class.
4. Although she likes candy she never eats chocolates.
5. On a clear day the ranger can see four states from the tower.
6. If I were the principal I would allow all students one hour for lunch.
7. When the snow storm ended we built fantastic snowpeople.
8. At the age of ten I won the top 4-H award.
9. As the librarian looked over his records he discovered that one book was ten years overdue.
10. Behind the enormous desk six-foot Mr. Toby looked very small.

Part 2

Write your own sentences containing introductory word groups. Be sure to write a comma after each introductory word group.

1. ________________________________________________________________
2. ________________________________________________________________
3. ________________________________________________________________
4. ________________________________________________________________
4. _______________________________________________________________________
_________________________________________________________________________
_________________________________________________________________________
5. _______________________________________________________________________
_________________________________________________________________________
_________________________________________________________________________
6. _______________________________________________________________________
_________________________________________________________________________
_________________________________________________________________________
7. _______________________________________________________________________
_________________________________________________________________________
_________________________________________________________________________
8. _______________________________________________________________________
_________________________________________________________________________
_________________________________________________________________________
9. _______________________________________________________________________
_________________________________________________________________________
_________________________________________________________________________
10. ______________________________________________________________________
_________________________________________________________________________
_________________________________________________________________________
Word Choice

Read the following sentences, and then draw a line under the correct adjective or adverb in parentheses.

EXAMPLE: This spaghetti tastes very (good, well).

1. The welder did her job very (good, well).

2. "I can do this job (good, well)," said the carpenter.

3. The man was not burned (bad, badly) when the grease splattered on him.

4. The car battery was in (bad, badly) shape.

5. His sister is a (good, well) cook.

6. The teacher was (good, well) -dressed for the interview.

7. The picnic turned out (good, well).

8. (Bad, Badly) tires can cause an accident.

9. This house needs a paint job (bad, badly).

10. The (bad, badly) mechanic blamed his tools.
Draw a line under the word(s) that correctly completes the sentence.

EXAMPLE: The NASA space (scientist, scientists) are busy.

1. You are not (suppose, supposed) to operate broken equipment.
2. I always (ask, asks) my instructor if I do not understand.
3. He is not a (prejudice, prejudiced) person.
4. The two (scientist, scientists) solved the problem.
5. The teacher (ask, asks) many questions.
6. I (use, used) to have many (prejudice, prejudices).
7. What am I (suppose, supposed) to do?
8. How many (scientist, scientists) attended the meeting?
9. (Prejudice, Prejudiced) can be very harmful.
10. How am I (suppose, supposed) to get (use, used) to this?
11. The quarterback (throw, throws) touchdown passes every game.
12. We (play, plays) in the playground until it (get, gets) dark.
13. Newspapers often (provide, provides) more detailed information on the stories,
14. Their top scorer (line, lined) her shot up carefully.
15. You should have five (paper, papers) to turn in.
A and *an* are always adjectives. Use *a* before words that begin with a consonant sound. Use *an* before words that begin with a vowel sound.

**EXAMPLE:** *a* rag, *a* friend (*rag* and *friend* begin with consonant sounds; use *a*); *an* apple, *an* honest person (*apple* and *honest* begin with vowel sounds; use *an*)

Each sentence below is missing either the word *a* or *an*. Write the correct word on the line at the end of the sentence.

1. *concert* will be held on Friday. ________________________________
2. *original* musical piece by Tim Hobbs will be played. __________________
3. Connie and James each bought _ ticket. __________________________
4. Connie wanted _ seat near the front. _____________________________
5. They decided to go in _ car together. ____________________________
6. At the concert, Connie bought _ program. ________________________
7. James did not buy his friend _ present. __________________________
8. _ important part of the program was the music of Tim Hobbs. __________
9. It was _ honor to listen to him. _________________________________
10. _ audience of 5,000 loved it. ___________________________________
Adjectives modify or describe nouns or pronouns. The nouns in the following sentences are printed in boldface type. Draw a line under each adjective that modifies a noun. Remember that a, an and the are always adjectives. The number at the end of the sentence tells you how many adjectives you should have underlined.

**Part 1**

**EXAMPLE:** Janice put the dirty dishes on the low dishwasher rack. (5)

1. Jane used hot, sudsy water to wash the dishes. (3)
2. She also used hot rinse water to rinse the dishes of soap. (3)
3. Mrs. Tillman went to the local store to buy dishwasher detergent. (3)
4. Cal used a small, stiff brush to clean the sticky range. (5)
5. Terry wrapped the frozen foods in several thicknesses of newspaper. (3)
6. Todd used a mixing stick to stir the contents in the paint bucket until he had smooth paint. (6)
7. Five students met at dawn to begin work on the new gym. (3)
8. The new boss wore light polyester clothing. (4)
9. A fuse went out, and the Smiths lost all of the frozen food. (4)
10. The best welder in the small town advertised for a helper. (5)
11. A lot of the students in the local high school wanted to apply. (5)
12. A few of them did apply, hoping to become the second best welder. (4)
13. The best welder took the applications and studied them. (3)
14. He narrowed the applicants to two welders from the local area. (4)
15. He finally decided to send for the records of the two students from the high school. (5)
16. Both of the students gave the high school permission to send their school records to Mr. Carlson, the best welder in town. (6)
17. One applicant had been absent thirty-five **days** during the last school **year**. (5)

18. The other **applicant** had missed only four **days** during the same school **year**. (6)

19. **Mr. Carlson** decided that he needed a steady, consistent **helper**. (3)

20. The **student** who had missed only four school **days** got the **job**. (4)

**Part 2**

Draw a line under each adjective in the following sentences. The numbers at the end of each sentence tell you how many adjectives you should have underlined.

**EXAMPLE:** Tack that **narrow** molding to the **outside** edges.

1. Five new students enrolled in school. (2)

2. The five new students were brothers and sisters. (3)

3. They had been enrolled in the same program at Ada. (2)

4. Stephen was a good welder; Jeff was an excellent carpenter; Terri was a good mason; Kate was an excellent electrician; and Tim excelled in cooking. (8)

5. The tall teacher was once a professional football player. (5)

6. He had played for six years before quitting. (1)

7. He suffered a leg injury the last year of playing. (4)

8. The leg injury forced him to quit playing football. (2)

9. He still liked to tell long, involved, interesting stories about his football days. (5)

10. His students enjoyed hearing the interesting replays and didn’t mind getting out of some work. (4)
Part 3

Draw a line under each adjective in the following sentences.

EXAMPLE: Do you know how to make a light, fluffy omelet?

1. The local business group gave a dinner for a successful businessman, Mr. Wilson.

2. Mr. Wilson gave an after-dinner speech.

3. He spoke about how his business had grown and about the workers he had hired.

4. Some of his best workers were high school students who had worked after their day in school.

5. He hired seven students after they graduated.

6. Mr. Wilson told funny stories about his many long years in business.

7. He ended his speech by praising the local town and the local school.

8. The appreciative audience gave him a standing ovation.

9. The local business group gave him a gold watch.

10. Mr. Wilson had a good evening.
In each of the following sentences, draw a line under the correct word.

EXAMPLE: The students congratulated (themselves, theirselves).

Part 1

1. Our supervisor (don’t, doesn’t) allow any foolishness on the job.
2. The boys got (themselves, theirselves) in trouble because they weren’t working.
3. The town’s people have (given, gave) him a new car.
4. Dad says a man can be proud of (himsself, himself) when he gives a full day’s work for a full day’s pay.
5. I have (did, done) more than my share of work today.
6. I did (a lot, alot) of heavy lifting.
7. My supervisor (saw, seen) me do it.
8. Dad says that it is (properly, alright) to lift heavy objects if you do so properly.
9. I (saw, seen) that there was more work to be done.
10. Have you (brought, brung) in the clothes yet?
11. The new coach (brought, brung) with him a winning attitude and a different offense.
12. We have all (saw, seen) him make big plays this season.
13. I (don’t, doesn’t) understand why the price went up so much.
14. The machine looked like it was (broke, broken), but it worked.
Part 2

1. The boy (brought, brung) the correct tools.

2. He (doesn’t, don’t) always get finished this soon.

3. He is very proud of (himself, hisself).

4. More people would be proud of (themselves, theirselves) if they tried harder.

5. The announcer (didn’t, don’t) know what he was talking about.

6. The workers have (saw, seen) that a good job was done.

7. (A lot, Alot) of them (doesn’t, don’t) want the building moved or destroyed.

8. They could finish it (all right, alright) (themselves, theirselves).

9. Having (eat, eaten) at the restaurant before, we knew the food was fabulous.

10. She said that her brother (saw, seen) her (himself, hisself).
The following sentences contain easily confused words. Draw a line under the correct word in each of the following sentences.

EXAMPLE: This machine does not (except, accept) coins.

**Part 1**

1. Do not (accept, except) as truth everything someone tells you.
2. We must (accept, except) the lowest bid for the new mall.
3. (Accept, Except) for a few minor problems, the computer runs well.
4. Everyone passed the test (accept, except) Tony.
5. Bad weather will have no (affect, effect) on this game.
6. What the teacher said (affected, effected) me.
7. Do people with good attitudes (affect, effect) you?
8. The (affect, effect) of pollution on the environment is obvious.
9. What color to paint the house caused an argument (among, between) Mother and Dad.
10. The pie was divided (among, between) Jean, Paula, and Nicole.
11. The boys walked (among, between) the cars in the crowded parking lot.
12. (Among, Between) you and me, there should be no hard feelings.
13. The prize money will be divided (among, between) the members of our family.
14. The boys poured paint (in, into) the bucket.
15. Please come (in, into) the room to see our party decorations.
16. We will go (in, into) a few minutes.
17. I live (in, into) a world of working people.
18. There are at least 85,000 people waiting to get (in, into) at the game.
Part 2
1. You could (have, of) built the swing set.
2. Before assembling the home theatre, you should (have, of) read the directions.
3. Your homework could (have, of) been done before the game.
4. The women were proud of (their, there, they’re) team.
5. The ball was right (their, there, they’re) in plain site.
6. What were you doing (their, there, they’re)?
7. (Their, There, They’re) friends of the owner.
8. Some people are so arrogant they won’t admit (their, there, they’re) wrong even when there is proof.
9. The class wanted (their, there, they’re) teacher to explain the rules.
10. Some people want to go only of (their, there, they’re) paid.

Part 3
1. Our class went (to, too, two) visit a large construction company.
2. We talked with (to, too, two) people who build bridges.
3. One of them said (to, too, two) many people are out of work unnecessarily.
4. It is easier (to, too, two) get a job if you have the right skills.
5. I am glad I can go (to, too, two) a school that teaches the skills I want and need.
6. I am learning welding at (a, an, and) good school.
7. Yesterday we were taught to light (a, an, and) acetylene torch.
8. There are both boys (an, and) girls in our welding class.
9. The first thing that was taught was (a, an, and) course on safety.
10. Be careful with matches when (a, an, and) oxygen tank is in use.
Part 4
1. (It’s, Its) a beautiful day for completing our project.
2. This machine can be dangerous; (it’s, its) safety guard should never be removed.
3. If (it’s, its) removed, you may injure yourself.
4. (It’s, Its) not too late to buy a ticket.
5. The blue ribbon attached to (it’s, its) frame meant it was a prize winner.
6. The big red flag was a good place to meet because (it’s, its) easy to find.
7. People are attracted to the booth because of (it’s, its) interesting design.
8. We knew someone made popcorn because of (it’s, its) distinctive, but delicious, smell.
9. I know what kind of moth that is; (it’s, its) called a sphinx or hummingbird moth.
10. Well, (it’s, its) time to clean up now, so let’s put all the things away.

Part 5
1. Please (sit, set) the project on that shelf.
2. The project (sits, sets) on the second shelf.
3. Last week you left the project (sitting, setting) on the floor.
4. You didn’t know where to (sit, set) it.
5. Remember that it always (sits, sets) in the same place.
6. (Leave, Let) me put the project away the next time.
7. I would never (leave, let) it (sit, set) on the floor.
8. If you (leave, let) the project out, it may get broken.
9. I will (leave, let) the instructor know that we have put it away properly.
**Part 6**

1. Never leave your things (lying, laying) around.
2. When you (lie, lay) something down, remember where you put it.
3. Remember when you lost your phone, and it (lay, laid) under the seat for a week.
4. These small tools always (lie, lay) in that shallow drawer.
5. That one has (lain, laid) there for a long time.
6. Once William accidentally (lay, laid) a heavy statue on his hand.
7. Jamie had to (lie, lay) in bed for a week to recover from the car wreck.
8. The running back was told to (lie, lay) very still so his injured ankle could heal.
9. The trainer (lay, laid) an ice pack on his ankle.
10. Please (lie, lay) the damp cloth on my forehead.

**Part 7**

1. Watch out for that (lose, loose) board.
2. It is difficult to (rise, raise) a flag when it is windy.
3. We must (quit, quite) being so noisy.
4. I like a (quite, quiet) place to study.
5. Don’t (lose, loose) that blueprint.
6. That blueprint is (quiet, quite) valuable.
7. Please (rise, raise) for the flag salute.
8. The level of the river has (rose, risen).
9. (Raise, Rise) that window a bit, please.
10. This yeast will make the bread (raise, rise).
Cross out the unnecessary words in the following sentences. Then rewrite the sentence correctly. Write “correct” if the sentence is correctly written.

1. Dad can't find his paintbrushes anywhere.

   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________

2. He had ought to put them away after cleaning them.

   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________

3. Where will you be working at when school is out?

   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________

4. I will be working in front of a crowd.

   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________

5. I can't hardly drive a nail straight.

   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________

6. There is a switch in back of that door.

   _____________________________________________________________________
   _____________________________________________________________________
55—Editing Sentences (continued)

7. Unload the lumber off of the truck.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

8. Due to the fact that you might fall, you should not walk on the ledge.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

9. That there torch can cause badly burns.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

10. The blueprints were nowhere in sight.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

11. We can hardly wait to rebuild our transmission.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

12. At this point in time we can get money from the boss.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

13. Everywheres we looked, we saw girls and boys cooking hamburgers.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
14. We had no trouble finding where the cooking contest was held at.

15. We ought not go hungry.

16. That there girl will probably win this prize.

17. Where will we be eating?

18. Take the pickles off of my hamburger.

19. When the cookout was over, fires everywhere were put out.

20. We can’t hardly cause a forest fire.
A complete sentence contains a subject and verb and expresses a complete thought. A sentence fragment may not have a subject or a verb and does not express a complete thought.

**Part 1**
Write an “X” before each sentence fragment.

1. The couch could not be moved into the house.
2. In the library and in class.
3. Because we did not get there.
4. Spills on the floor.
5. A medicine chest should be locked at all times.
6. Standing in the corner of the supply closet.
7. Which the teacher did not have.
8. Airplanes flew above the landscape.
9. Because it is buried under the ocean.
10. Almost believing in anything.
11. While getting the car ready.
12. Samuel was a good student.
13. They studied agriculture.
14. But knew the truth.
15. We drove up the road hurriedly.
16. Cars stopped for us to pass.
17. The witch cast a wicked spell.
18. Skillfully cutting the board.
19. Making discoveries by watching television.
20. Skilled workers are needed in every society.

**Part 2**
Correct the fragments you identified in Part 1 by rewriting them so they are complete sentences.

________________________________________________________________________
________________________________________________________________________
Part 3

Each of the following items contains two word groups. One word group is a sentence and one is a fragment. Underline the sentence fragment in each group.

1. After driving hundreds of miles. The people were very tired.

2. Having finally made her selection. Joan is making a dress.

3. Shopping for material. Joan’s mother took her to town.

4. Last winter our class went on a field trip. Where we saw different types of fabric care labels.

5. When she warned the students of the fire. Sara Jane was brave.

7. I sanded the cabinet doors. Before hanging the cabinets.

8. We are going to Kansas City. Then to see our cousins.

9. Trying to learn a hobby. I began to collect stamps a year ago.

10. The day dawned bright and cheerful. The kind I like.

**Part 4**

Correct the fragments you identified in Part 2 by rewriting them so they are complete sentences.

1. ___________________________________________________________________

2. ___________________________________________________________________

3. ___________________________________________________________________

4. ___________________________________________________________________

5. ___________________________________________________________________

6. ___________________________________________________________________

7. ___________________________________________________________________

8. ___________________________________________________________________

9. ___________________________________________________________________

10. ___________________________________________________________________
Run-on Sentences

Part 1

A run-on sentence is two or more sentences run together as one sentence. Correct the following run-on sentences by writing a period or other end mark at the end of one sentence and writing a capital letter at the beginning of the new sentence. Write the new sentences on the lines.

EXAMPLE: I want to go to school today is the class party.
         I want to go to school. Today is the class party.

1. The carpenters built the house every day soon one more house was finished.

2. Sheriff Morrison caught the criminals they were escaping by pickup truck.

3. The flower beds were covered by clover it was the brightest green.

4. Technical skills help in everyday life we need them for everyday living.

5. Green trees were burning in the mountains smoke billowed high into the sky.

Part 2

Correct the following run-on sentences by writing a semicolon where the sentences should be separated.

EXAMPLE: He washed and dried the bed linen then he made the bed.
         He washed and dried the bed linen; then he made the bed.

1. Hammers and saws were hanging on the wall everyone had returned them to their correct places.

2. We used the router on the door the design was prettier than before.
Part 3

Correct the following run-on sentences by separating them with a comma and a coordinating conjunction. Write the new sentence on the lines.

EXAMPLE: The car went off the road the driver wasn't injured.
The car went off the road, but the driver wasn't injured.

1. Characters in movies are fascinating old movies have the best characters, I think.

___________________________________________________________________
___________________________________________________________________

2. No one can go to the party no one will be too sad that they missed it.

___________________________________________________________________
___________________________________________________________________

3. The hospital building was under construction tools were needed badly.

___________________________________________________________________
___________________________________________________________________

4. I have things to do I can’t wait around much longer.

___________________________________________________________________
___________________________________________________________________

5. The boys didn’t call we really didn’t care.

___________________________________________________________________
___________________________________________________________________
Run-on Sentences 2

A run-on sentence is two or more sentences run together as one. In the following paragraph write a slash mark (/) to show where sentences are run together. Then rewrite the paragraph using correct sentence structure, capitalization, and punctuation.

EXAMPLE: I am going to the shop/then I am going home.

Babies require a lot of care their little tempers seem to flare when everything does not go their way no matter how old they are, when their diapers are wet or messy, they become angry if their food is too hot or too cold, they do not seem to be satisfied bottles have to be just the right temperature or they will reject them sleep habits must be formed early, or the baby will really be cross some are irritable if they sleep too long or not long enough blankets bother some babies; however, most like to cuddle and snuggle up to three blankets at a time toys are, or should be, a baby’s favorite item, but some toys are thrown over the top of a playpen by even the youngest little critters.
Address an Envelope

Envelopes should be addressed with the same care and attention to detail that goes into writing a business letter. Address an envelope for a letter. Use information of your own or the following letter from Evelyn Efficient, Elmwood Bookstore, 531 N. 21st St., Anytown, OH 63041 to Dr. Richard Fortenberry, Dept. of Sociology, State University, Youngstown, OH 63047. Use the illustration below.
Classified Ads

The classified section of a newspaper is a great source of information. This section usually includes sections for buying and selling items, for finding help you need, for finding jobs, and for advertising things such as garage sales. Each paper has set rates for the ads. Sometimes there are flat rates for certain ads; some ads cost a set amount per word. In all cases it is important to say everything you need to say clearly and concisely.

In the following assignment, you are to write classified ads that would be acceptable to a newspaper. Make your ad clear, but use as few words as possible. Remember, you will probably be charged by the word. Give phone number and street address if needed. To get an idea for your ads, you may want to read some of the items in the classified section of your local paper.

1. You are the owner of a construction business and want to hire students to clean newly built houses.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

2. You want to babysit.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

3. You are restoring a 1964 Mustang, and you want to buy used parts.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

4. You are having a garage sale. Remember to list some of the items for sale.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

GARAGE SALE
123 Main
5. You have concert tickets for sale. Be sure to name the group or concert.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

6. Figure the cost of each of the ads using the price list for ads found in your local newspaper.
   a. Ad 1 __________________________________________________________________
      __________________________________________________________________
   b. Ad 2 __________________________________________________________________
      __________________________________________________________________
   c. Ad 3 __________________________________________________________________
      __________________________________________________________________
   d. Ad 4 __________________________________________________________________
      __________________________________________________________________
   e. Ad 5 __________________________________________________________________
      __________________________________________________________________
Publicity Release

A common form of sales promotion is the publicity release. The primary purpose of a publicity release is to inform the public about an event, activity, or personnel action that has taken place or is about to take place within the business. Publicity releases generally are given to newspapers to print; radio and television stations may also be used for publicity releases.

NOTE: When a radio or television station runs an announcement for a non-profit organization, such as DECA, that air time is called public service time, and the release is called a public service announcement. The Federal Communications Commission requires that all radio and television stations provide public service time to organizations in local communities at no cost to the organization.

In this assignment you will write a publicity release which could be sent to your local newspaper to announce the grand opening of your new store or service business. You will have to create a store name and other information needed in the release. Follow the format listed below in preparing the release. If possible, prepare this on a word processor or typewriter and attach it to this page. If you can’t do this, handprint the release, in the correct format, on the back of this page or on a separate piece of paper.

1. Write the heading in the upper left-hand corner of the page.
   a. Name of sponsor
   b. Sponsor’s address and telephone number
2. Write the release date in the upper right-hand corner
   NOTE: This is the date that you want your publicity release to be run.
3. Begin typing the copy approximately one-third down from the top of the page.
   NOTE: This leaves room for the editor to insert the heading.
   a. Double space the copy.
   b. Use complete sentences.
4. The lead, or first paragraph, should contain critical information.
   a. Who — The people or firm involved
   b. What — The news item
   c. When — The date and time
   d. Where — The location of the event
   e. Why — The reason for having the event
5. End the release with a complete paragraph.
   **NOTE:** If the release takes more than one page, the word “MORE” should be typed at the bottom of the page.

6. Type “# # #” to indicate the end of the release.
Letters are an important part of business communication. They are often considered legal records (as are memorandums, reports, office logbooks, and other materials). It is important that business letters be clear, concise, and to the point. They must supply the reader with all information he or she will need. To be effective, they must have a courteous tone.

Read and study the following business letter. Use the letter as a model when you write your own business letters. This example is in one of the accepted formats for a business letter; there are other formats that may be used.

1852 South B Street
Anchorage, AK 99509
December 12, 2003

Ms Janice Brown
Public Information Officer
Travel Time Tours
444 Polar Bear Street
Juneau, AK 99478

Dear Ms Brown:
I am planning a summer vacation that will include touring the west coast states. I am particularly interested in tours of the Big Sur and Los Angeles areas of California. Please send me motel and state park information as well as maps and travel folders describing your tours in Washington, Oregon, and California.

Thank you for your time and attention.

Sincerely,

Susan Walker

On the following page are six situations. Choose two of them and write an appropriate business letter for each. Choose either full-block, modified-block, or modified-block with paragraph indentions for your letter style. The library or resource center has information about these styles. Write your letter on a separate sheet of paper. Hand in your letter to your instructor for evaluation.
1. Your name is Evelyn Efficient and you work in the customer service department of the Elmwood Bookstore. The address is 531 N. 21st St., Anytown, OH 63041. Write a letter to Dr. Richard Fortenberry, Department of Sociology, City University, Youngstown, OH 63047. Tell Mr. Fortenberry that the book he ordered, *Through the Space Age and Beyond*, has been delayed because your employee forgot to place the order, and now the book has been ordered but will be delayed by the publisher. Mr. Fortenberry has been waiting five months for the book. Offer some type of alternative to Mr. Fortenberry so that you will not lose him as a customer.

2. Use your own name and address (or make up one). Write a letter to the CareerTech school, community college, college, or university of your choice and ask for information on a particular program you are interested in enrolling in. Find out the name and title of the person to receive the letter, as well as the correct department and mailing address. Include any pertinent information about yourself.

3. Write a letter to Ms. Elaine Smith, home economist, County Home Extension Department at Pauls Valley, Oklahoma 73075; ask for free booklets about canning vegetables. Use your school address and the present date.

4. Write a letter to Ms. Terra Page, publicity assistant, U. S. Plywood Company, Avenue B, Leetsdale, Pennsylvania 15056; request blueprints for a toolhouse or a utility shed.

5. Write a letter to Mr. Henry James, resale coordinator, the Singer Sewing Machine Company Area Office at Dallas, Texas 75240. Ask for a booklet about buttonhole makers for the following machines: Slant-O-Matic 200, Straight Needle, and Golden Touch.

6. Write a letter to Ms. Sherry Smith, catalog sales manager, Briggs-Stratton Corporation in Milwaukee, Wisconsin 53212; order a crank shaft, number 63785, for a lawnmower.
Research Paper

Using the internet, reference books, library resources, past and present housing magazines, and any other available resources, write an essay on how the housing industry has, and continues to, evolve. Include the following information in your essay. You may use this page or a separate piece of paper.

1. What features make today’s housing options different from past housing options?
2. Are most houses larger or smaller today than in the past? What are the predictions for future house size?
3. What predictions do specialists in the housing field have for future housing trends?
4. What building materials have been used in the past? What materials are expected in the future?
5. What sources of energy have been used in the past? What new sources are expected in the future?
6. How have housing costs (per square foot) changed in the past fifty years? What are the predictions for the future?
7. Include a list of resources with your essay.

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Percentages

Solve these problems.

1. 8 is what percent of 16?

2. 60 is what percent of 160?

3. What percent of 120 is 30?

4. $40 is what percent of $800?

5. $14 is what percent of $210?

6. What percent of 32 is 8?

7. 19 is what percent of 38?

8. 70 is what percent of 210?

9. $12 is what percent of $60?
10. What percent of 50 is 35?

Solve these word problems.

11. A team played 50 games and won 25. What percent of the games did they win?

12. Bill answered 47 questions correctly on a test of 50 questions. What percent of the questions did he answer correctly?

13. In a class of 48 students, six were absent. What percent of the class was absent?

14. A store charges $760.00 for a refrigerator and made a profit of $95. What was the percent of profit?

15. Four hundred square feet of tile has been ordered for tiling a 320 square feet room. What percentage of the amount purchased is allowed for waste and matching?
Percentages 2

Solve these problems.

1. 9% of what number is 81?

2. 10% of what number is 14?

3. 6 is 12% of what number?

4. 100% of what number is 22?

5. 160 is 50% of what number?

6. 23 is 10% of what number?

7. 8% of what number is 22?

8. 12 is 3% of what number?

9. 33 1/3% of what number is 16?
10. 30 is 1% of what number?

Solve these word problems.

11. A beef dressed out at 420 pounds. If 30% of the weight was lost in processing, what was the original weight of the beef?

12. If 12% is allowed for waste in transporting strawberries, how many quarts did you have originally with 3256 quarts now available for sale?

13. A man sold 320 acres of land. This was 20% of his entire farm. How many acres were in the entire farm?

14. A carpenter built a house using 598 board feet of lumber. If eight percent of the lumber was lost in cutting, how much lumber did he have originally?

15. A ball team won 38 games, which was 95% of their scheduled games. How many games were on their schedule?
Percentages 3

Solve these problems.

1. 3% of 72 is what number?

2. 5% of 18 is what number?

3. What number is 33 1/3% of 96?

4. 40% of 125 is what number?

5. 68% of 63.5 is what number?

6. What number is 12 1/2% of 140.8?

7. What number is 1% of 103?

8. What number is 37 1/2% of 152?

9. 50% of 32.8 is what number?
10. 7% of 163 is what number?

Solve these word problems.

11. There are 20 pupils in a class. Sixty percent of the pupils are boys. How many are boys?

12. One day 5% of the 20 pupils in Mrs. Moore’s class made perfect scores on a spelling test. How many made perfect scores?

13. Mr. McGill bought a new saw regularly selling for $120 at a sale and saved 20%. How much did he save?

14. The number of people at the game this week was 75% of what it was last week. Last week there were 800 people at the game. How many people were at the game this week?

15. Thirty-three and one-third percent of 150 tickets have been sold. How many tickets have been sold?

16. What is 75% of 20?

17. Last week there was a flu outbreak. On one day only 65% of the 120 pupils in Podunk School were present. How many pupils were present?
18. The Podunk basketball team played 20 games this year and won 80% of them. How many games did the team win?

19. Randall took a spelling test on which there were 40 words. He got 90% of them right. How many words did he spell right?

20. Last year the Community Chest raised $83,736.56. This year the workers raised only 87 1/2% as much. How much money was raised this year?

21. A pencil was 8 inches long when new. It is only 75% as long now. How long is it now?

22. Eighty percent of Bill's 20 friends have younger brothers or sisters. How many of Bill's friends do not have younger brothers or sisters?

23. If you earn a take-home pay of $1560 and budget 17% of this for a car payment, could you afford to pay $198.00 a month for a car?


25. You are going to take a test which has 60 questions. The teacher says a score of 70% is passing. How many right answers must you have to pass?
Percentages 4

Write the answers to the following questions?

1. What does it mean to say 100 percent of the class is present today?

2. There are 100 pupils in MacArthur High School. Fourteen of them are absent. What percent of the pupils are absent?

3. If 14 of the pupils are absent (Problem 2), how many are present? What percent are present?

4. There are 100 cents in a dollar. Twenty-five cents is what percent of a dollar? Five cents is what percent of a dollar?

5. There are 110 books in the library. Ninety-four have been read. What percent of the books have been read?

6. If 94 of the books (Problem 5) have been read, how many have not been read? What percent have not been read?

7. If 11% of the pupils in a school are absent, what percent are present?

8. If 6% of the books that a store had in stock were not sold, what percent were sold?
9. If 60% of the teams had new quarterbacks, what percent did not have new quarterbacks?

10. Byrl raises white rats. Ten percent of his rats are a year old; and 40% are over a year old. What percent are less than a year old?

11. Richard has three kinds of games: sports games, action games, and educational games. Eighty percent of his games are sports, and 15% are action. What percent are educational?

12. The Smiths spent 22% of their income for their house, 17% for food, 15% for clothes, and 8% for fun. What percent was left for other things?

13. Chet has finished 75% of the painting he is doing. What percent does he still have to do?

14. Betty has completed 40% of her project. What percent does she still have to do?

15. If you have completed 93% of these problems, what percent do you still have to do?
Solve these problems.

1. Land that originally sold for $80 an acre is now selling for $260 an acre. What is the percent of increase?

2. A used car that sold for $10,500 is now selling for $8500. What is the percent of decrease?

3. A man plowed 15 acres of land on Monday and 23 acres on Tuesday. What was the percent of increase?

4. A man earning $550 per week received a $50 per week raise. What was the percent of increase in his pay?

5. Last year Glenn earned $300 per week. This year he earns $390 per week. What is the percent of increase in his pay?

6. A company had 500 employees last year and 300 employees this year. What is the percent of decrease?

7. Mary bought a computer for $800 and sold it for $450. What is the percent of decrease?
8. A sweater that sold last year for $60 now sells for $72. What is the percent of increase in price?

9. A quart of milk costs 10 cents in 1970. If a quart of milk costs 95 cents today, what is the percent of increase in price?

10. A car which costs the dealer $7500 sells for $10,000. What is the percent of increase in price?
Percentages 6

Solve these problems.

1. A man with an income of $80,000.00 spent 12% of the budget on insurance. What did he spend on insurance?

2. A family with an income of $150,000.00 a year spends $21,600.00 for food; $28,400.00 for house payments; $16,600.00 for insurance; $12,700.00 for car payments; $24,000.00 for clothing; $23,700.00 for savings/investments; and $23,000.00 for miscellaneous items. What percent of the income was spent for each item?

3. A family income of $75,000.00 was spent in the following manner: food—$10,500.00; house payment—$10,800.00; insurance—$8,200.00; car payments—$10,200.00; clothing—$11,800.00; savings—$14,200.00; and miscellaneous—$9,300.00. What percent of the family income was spent for each item?

4. A family income of $275,000.00 spent 13% on travel and entertainment. How much did it spend?
## Interest

Given the following principles and the annual percentage rate, figure the simple interest for the time given.

<table>
<thead>
<tr>
<th>Simple Interest on Loan</th>
<th>Total Paid</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. $1,000 at 6% for 1 year</td>
<td></td>
</tr>
<tr>
<td>2. $2,500 at 12% for 1 year</td>
<td></td>
</tr>
<tr>
<td>3. $390 at 10% for 1 year</td>
<td></td>
</tr>
<tr>
<td>4. $400 at 11% for 1 year</td>
<td></td>
</tr>
<tr>
<td>5. $10,000 at 7% for 9 months</td>
<td></td>
</tr>
<tr>
<td>6. $200 at 2.5% for 6 months</td>
<td></td>
</tr>
<tr>
<td>7. $500 at 9% for 3 months</td>
<td></td>
</tr>
<tr>
<td>8. $3,600 at 11% for 1 year</td>
<td></td>
</tr>
<tr>
<td>9. $1,500 at 5% for 9 months</td>
<td></td>
</tr>
<tr>
<td>10. $1,300 at 8% for 3 months</td>
<td></td>
</tr>
<tr>
<td>11. $650 at 8% for 6 months</td>
<td></td>
</tr>
<tr>
<td>12. $450 at 5% for 3 months</td>
<td></td>
</tr>
<tr>
<td>13. $660 at 10% for 9 months</td>
<td></td>
</tr>
<tr>
<td>14. $1,000 at 15% for 6 months</td>
<td></td>
</tr>
<tr>
<td>15. $2,500 at 16% for 1 year</td>
<td></td>
</tr>
</tbody>
</table>

16. Samuel is thinking about borrowing money to buy a snowboard. The cost of the snowboard is $900. He would borrow the money for 9 months at an interest rate of 13 percent. Calculate the interest on this loan.
17. Julia needs a new clarinet for the local band. She has found the one she likes for $700. The music store will let her take 6 months to pay for the clarinet. They charge 15% interest. What is the total cost of the clarinet?

18. Sanchez has recently earned $600 by working in a hardware store. Sanchez wants to find out if he can afford a mountain bike for $850. If he used the $600 for down payment, how much would he need to finance? How much would the total amount be if the interest was 16%, and Sanchez took 6 months to repay the loan?

19. Tom and Jane have recently married. They both have stable jobs and would like to invest in some nice living room furniture. The furniture costs $2,200 and the store will loan the money for 2 years. They charge 18% interest annually. What is the total cost of the furniture with interest included?

20. Mary’s work at home has been so profitable that she and her husband have decided to buy a computer for her to use. The computer costs $2800 with a 16% interest rate for 12 months. What will be the total amount needed to buy the computer?
Most banks send each checking account holder a monthly bank statement. The statement will tell the account holder how much money that person has in his or her checking account on the date the bank statement was issued. An account holder should make sure his or her check register balance agrees with what the bank statement says is in the person’s checking account. An account holder does this by reconciling the bank statement every month. If an account holder has a problem balancing the account, people at the bank help answer questions.

Complete the activities on the following pages. Reconcile the checkbook register with the given bank statement.
### BANK STATEMENT—lower edge

<table>
<thead>
<tr>
<th>Service Charge</th>
<th>15.00 SC</th>
<th></th>
<th></th>
<th>Balance</th>
<th>184.00</th>
</tr>
</thead>
</table>

**PLEASE EXAMINE STATEMENT OF ACCOUNT AT ONCE**

### CHECK REGISTER

**RECORD ALL CHARGES OR CREDITS THAT AFFECT YOUR ACCOUNT**

<table>
<thead>
<tr>
<th>NUMBER</th>
<th>DATE</th>
<th>DESCRIPTION OF TRANSACTION</th>
<th>PAYMENT/DEBIT (-)</th>
<th>✓ T</th>
<th>FEE IF ANY (-)</th>
<th>DEPOSIT/CREDIT (+)</th>
<th>BALANCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>225</td>
<td>1/8</td>
<td>Rackets, Inc.</td>
<td>25.00</td>
<td>✓</td>
<td></td>
<td></td>
<td>194.00</td>
</tr>
<tr>
<td>226</td>
<td>1/10</td>
<td>Cafeteria</td>
<td>15.00</td>
<td>✓</td>
<td></td>
<td></td>
<td>179.00</td>
</tr>
<tr>
<td></td>
<td>1/10</td>
<td>Deposit</td>
<td></td>
<td>✓</td>
<td></td>
<td>50.00</td>
<td>229.00</td>
</tr>
<tr>
<td>227</td>
<td>1/12</td>
<td>Hairport</td>
<td>13.00</td>
<td></td>
<td></td>
<td></td>
<td>216.00</td>
</tr>
<tr>
<td></td>
<td>1/13</td>
<td>ATM withdrawal</td>
<td>20.00</td>
<td>✓</td>
<td></td>
<td></td>
<td>196.00</td>
</tr>
<tr>
<td>228</td>
<td>1/15</td>
<td>Big Club Country</td>
<td>10.00</td>
<td>✓</td>
<td></td>
<td></td>
<td>186.00</td>
</tr>
<tr>
<td></td>
<td>1/16</td>
<td>Deposit</td>
<td></td>
<td></td>
<td></td>
<td>25.00</td>
<td>211.00</td>
</tr>
<tr>
<td>229</td>
<td></td>
<td>Double A Cafe</td>
<td>10.00</td>
<td></td>
<td></td>
<td></td>
<td>201.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Service charge</td>
<td>15.00</td>
<td>✓</td>
<td></td>
<td></td>
<td>186.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>January</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
**STATEMENT RECONCILIATION**

THIS FORM IS PROVIDED TO HELP YOU BALANCE YOUR CHECKBOOK

PERIOD FROM ___________ TO ___________

**STEP 1**
Subtract the service charge shown on this statement from your current checkbook balance to arrive at your NEW CHECKBOOK BALANCE

**STEP 2**
Remember to record any preauthorized or automatic transactions in your register

**STEP 3**
Add any monthly interest paid to your balance on your register

**STEP 4**
Check off in your checkbook all checks and deposits shown on the statement. IN THE SPACE PROVIDED AT RIGHT, LIST ANY CHECKS OUTSTANDING.

**STEP 5**
Complete the following to balance this statement to your new checkbook balance:

| BANK BALANCE SHOWN ON THIS STATEMENT | $ ________ |
| ADD DEPOSITS NOT CREDITED (if any)    | + ________ |
| SUBTOTAL                              | = ________ |
| SUBTRACT CHECKS OUTSTANDING (if any)  | - ________ |
| TOTAL                                 | = ________ |

**TOTAL**
This activity requires internet access.

Because of new communication and technology advances, the world seems to get smaller and smaller. Talking and dealing with people in foreign countries is becoming more and more common in both education and business. Many large companies have offices overseas, with people transferring to and from U.S. sites and foreign sites. In addition, more and more people are traveling to foreign countries for pleasure. Also many people from other countries are visiting in the U.S.

This shrinking world makes it very important for us to understand the value of our U.S dollar when compared to foreign currency. When the value of a foreign currency rises compared to the U.S. dollar, the increase in value will improve the position of your goods in the foreign market by lowering the cost of the goods and making them more price-competitive. A decrease in the value of a foreign currency against the dollar will have the opposite effect, making your goods more expensive and less competitive in price in the foreign market.

For travelers the reverse is true—when the value of the U.S. dollar is rising compared to foreign currency, you will get more buying power for your dollars when you convert your money. That means you have more money to spend. The opposite is also true—if the U.S. dollar is decreasing in value, you will get less buying power when you convert your dollars.

The value of each currency can, and often does, change daily. The internet has made it much easier to keep track of currency values. Several sites, including those listed below, will help you find out the current conversion rate and convert currency.

Use the sites listed below, or another exchange rate website, to complete the activities that follow.

http://www.xe.com/ucc
http://finance.yahoo.com/m3?u
http://www.oanda.com/converter/classic
http://www.x-rates.com

1. Give the rate of exchange per U.S. dollar for each of the currencies listed below.
   
   One (1) U.S. dollar = __________ French Francs
   One (1) U.S. dollar = __________ German Deutsche Marks
   One (1) U.S. dollar = __________ Mexican Pesos
   One (1) U.S. dollar = __________ Canadian Dollars
   One (1) U.S. dollar = __________ Japanese Yen
   One (1) U.S. dollar = __________ South Korean Won
2. Convert the following currencies into U.S. dollars.

- 55 French Francs = _______ U.S. Dollars
- 45 Australian Dollars = _______ U.S. Dollars
- 178 Japanese Yen = _______ U.S. Dollars
- 67 Denmark Kroner = _______ U.S. Dollars
- 46 German Deutsche Marks = _______ U.S. Dollars
- 234 Canadian Dollars = _______ U.S. Dollars
- 24 United Kingdom Pounds = _______ U.S. Dollars
- 458 Mexican Pesos = _______ U.S. Dollars
- 329 Italian Lire = _______ U.S. Dollars
- 671 Brazilian Reals = _______ U.S. Dollars

3. Assume that your firm is selling a widget through a Brazilian distributor. The price of the widget in U.S. dollars is $23.85. How many Reals does the widget cost your distributor?

___________________________________________________________________

4. How much does the same widget cost your distributor in West Germany (in Deutsche Marks)?

___________________________________________________________________

5. If you are selling a different widget in Singapore for 45.1838 Singapore Dollars, what is your price in U.S. Dollars?

___________________________________________________________________

6. Assume that you have negotiated a contract with a distributor in Singapore for a shipment of your goods worth $50,000.00 U.S. Dollars. However, you fail to clarify the term “Dollar.” The distributor assumes that the shipment is worth 50,000 Singapore Dollars. What is your potential loss in U.S. dollars?

___________________________________________________________________

7. How many pesos did your Mexican distributor pay for a $25,000.00 shipment?

___________________________________________________________________
8. Assume that you negotiated a contract with a distributor in Mexico (assume it is signed on today’s date). The shipment is worth $30,000.00 and the distributor agrees to pay in 90 days. In terms of the exchange rate today, how many dollars did the distributor pay for the shipment in 90 days?

___________________________________________________________________

9. How many Canadian Dollars did your distributor in Canada pay for a $25,000.00 shipment? ____________________________________________

10. Currency rates change frequently. To see how much, wait a week or two (or more) and complete the activities below. They are the same activities completed in numbers 1 and 2.

    One (1) U.S. dollar = __________ French Francs
    One (1) U.S. dollar = __________ German Deutsche Marks
    One (1) U.S. dollar = __________ Mexican Pesos
    One (1) U.S. dollar = __________ Canadian Dollars
    One (1) U.S. dollar = __________ Japanese Yen
    One (1) U.S. dollar = __________ South Korean Won
    One (1) U.S. dollar = __________ Finnish Markka
    One (1) U.S. dollar = __________ Italian Lire
    One (1) U.S. dollar = __________ Euro
    One (1) U.S. dollar = __________ Dutch Guilders

Convert the following currencies into U.S. dollars.

55 French Francs = _______ U.S. Dollars
45 Australian Dollars = _______ U.S. Dollars
178 Japanese Yen = _______ U.S. Dollars
67 Denmark Kroner = _______ U.S. Dollars
46 German Deutsche Marks = _______ U.S. Dollars
234 Canadian Dollars = _______ U.S. Dollars
24 United Kingdom Pounds = _______ U.S. Dollars
458 Mexican Pesos = _______ U.S. Dollars
329 Italian Lire = _______ U.S. Dollars
671 Brazilian Reals = _______ U.S. Dollars
11. Compare items 1 and 2 with item 10. Did the currency rates change? How many currencies are worth less against the dollar today? ________________

Name them. ____________________________

______________________________

How many are worth more? ____________________________

Name them ____________________________

______________________________

Name any countries that stayed the same ____________________________

______________________________

12. Pretend you are going on vacation and want to go where you will get the most for your dollar. What country or countries would you choose? Why? ________________

______________________________

______________________________

______________________________

______________________________
Mercury thermometers may have a Fahrenheit scale or a Centigrade (Celsius) scale. By knowing how to convert temperatures from Fahrenheit to Centigrade or from Centigrade to Fahrenheit, you can compare temperature readings taken with two different scales.

To convert a temperature from Centigrade to Fahrenheit, multiply the degrees Centigrade by 9/5 and add 32.

To convert a temperature from Fahrenheit to Centigrade, subtract 32 from the degrees Fahrenheit and multiply by 5/9.

1. \(98.0^\circ F = \) __________

2. \(38.1^\circ C = \) __________

3. \(100.2^\circ F = \) __________

4. \(39.5^\circ C = \) __________

5. \(96.8^\circ F = \) __________

6. \(37.3^\circ C = \) __________
7. If one resident has a temperature of 99.9°F and another resident has a temperature of 38.5°C, which resident has the higher temperature? Show the converted temperatures.

8. If a resident has a temperature of 37.0°C at 8 A.M. and a temperature of 99.8°F at 8 P.M., has the resident’s temperature changed?
Calculating Paint Needs

Before you start a project, you need to figure out what you need to complete the job. Suppose you are painting a room. After you decide what color you want to use, you need to figure out how much paint you will need. If you don’t, you may buy too much or not enough. Running out of paint in the middle of a job can be irritating. If you buy too much, you might be stuck with paint you can’t use and can’t return.

Follow the procedure below to figure out how much paint is needed.

First, find the total square feet (wall area) of a room by multiplying the length of each wall by the ceiling height, then adding the results. (Or, add the lengths of the walls, then multiply the result by the ceiling height.)

Information on the paint you buy, or the salesperson who sells it to you, will tell you how many square feet the paint you choose will cover. For example, if one gallon of paint will cover 300 square feet with one coat of paint, divide the total square feet by 300 to find the number of gallons of paint needed to paint the room.

NOTE: You may also need paint for the baseboard or for more than one coat.

Use the above procedure to calculate the amount of paint needed for the walls. Assume you will only need one coat. Show your work.

1. A room that is 15 feet x 11 feet, with a ceiling 8 feet high.

2. A room that is 17 feet x 13 feet, with a ceiling 9 feet high.

3. Choose one room in your house. Estimate the wall paint needed for that room. Provide the following information:

   Room size: ____________________________________________________________
   Ceiling height: _________________________________________________________
   Total square feet: _____________________________________________________
   One gallon of paint covers square feet. _________________________________
   Amount of wall paint needed: ________________________________
Pretend you want to move into an apartment. The items listed below are some of the expenses that you will may have to plan for. Talk to friends or relatives who have apartments or research the costs of having an apartment and living on your own in newspapers, other sources, or the internet. List the results of your research below. Based on your research, you may want to add or delete items.

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rent</td>
<td></td>
</tr>
<tr>
<td>Car payment</td>
<td></td>
</tr>
<tr>
<td>Car expenses (gas, maintenance, etc)</td>
<td></td>
</tr>
<tr>
<td>Utilities</td>
<td></td>
</tr>
<tr>
<td>Food</td>
<td></td>
</tr>
<tr>
<td>Phone service</td>
<td></td>
</tr>
<tr>
<td>Satellite/cable TV</td>
<td></td>
</tr>
<tr>
<td>Insurance (health and renters/homeowners)</td>
<td></td>
</tr>
<tr>
<td>Clothing</td>
<td></td>
</tr>
<tr>
<td>Miscellaneous expenses (gifts, etc.)</td>
<td></td>
</tr>
<tr>
<td>Laundry/cleaning supplies</td>
<td></td>
</tr>
<tr>
<td>Recreation/entertainment</td>
<td></td>
</tr>
<tr>
<td>Savings</td>
<td></td>
</tr>
<tr>
<td>Emergency money</td>
<td></td>
</tr>
<tr>
<td>Charity or religious contributions</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
</tr>
</tbody>
</table>

Assume your monthly, take-home income is $1700.00. Would this income be sufficient for the expenses listed above? If not, where could you cut expenses to make it work? Explain.
Your car needs new tires all the way around. They will cost $130.00 each. The wheels will also have to be aligned at a cost of $25.00. As a result, there will be a sizable extra expense. Did you budget sufficient emergency or car expenses money? Where can he cut expense, so he won’t go over his budget? Why?
Before you can budget, you have to have some idea of your expenses. Track your expenses and income for one month. Use the back of this sheet if you need more space.

1. Income (include money earned from jobs as well as any money given to you for expenses). List all income amounts below.

   ____________________________________________
   ____________________________________________
   ____________________________________________
   ____________________________________________

2. Regular expenses items such as insurance, car payment, etc). List amounts below.

   ____________________________________________
   ____________________________________________
   ____________________________________________
   ____________________________________________
   ____________________________________________
   ____________________________________________
   ____________________________________________
   ____________________________________________

3. List all other expenses you had during the month. Try to include everything you buy to get an accurate account of what you are spending.

   ____________________________________________
   ____________________________________________
   ____________________________________________
   ____________________________________________
   ____________________________________________
   ____________________________________________
   ____________________________________________
   ____________________________________________
Budgets 3

Housing is one of the biggest expenses people have. There are three basic spending guidelines to follow when deciding how much to spend on housing. Following any one of them will help you safely budget for housing.

**Formula 1: Spend no more than 2 1/2 times gross annual income for buying a house.** “Gross annual income” is the total income before deductions.

**Formula 2: Spend no more than 1/3 of net monthly income for housing costs.** “Net monthly income” is income after deductions.

**Formula 3: Divide gross annual income by 60, and spend no more than this figure for monthly housing costs.** Housing costs may include payment, taxes, insurance, and utilities.

Using the three formulas presented above, estimate how much money can be spent on housing in the following situations. Write answers in the spaces provided.

Use formula 1 to answer questions 1, 2, and 3.

1. Chelsea’s gross annual income is $32,000. How much money can she afford to spend if she decides to buy a house?

2. Mark and John will pool their resources to buy a house to live in while they are in college. Mark has a gross annual income of $14,000, and John’s gross annual income is $16,500. How much money can they jointly afford to spend for a house?

3. Jerry and Twila are newlyweds who have a combined gross annual income of $65,250. How much can they afford to spend for the purchase of their first home?
Use formula 2 to answer questions 4, 5, and 6.

4. Hank’s net monthly income is $1,310. He has found a small house which rents for $350 a month. According to the landlord. Can Hank afford to rent this house? What is the maximum amount this formula will allow Hank for housing? ________________________________
   _____________________________________________________________________

5. Mr. and Mrs. Alvarez have a joint net monthly income of $3,200. They have figured that their monthly mortgage payments for the house they want to buy would be $850. Can they afford to buy the house? What is their net monthly income available for housing costs? ________________________________
   _____________________________________________________________________
   _____________________________________________________________________

6. Mr. Whitekettle’s net monthly income is $1,835. Mrs. Whitekettle’s net monthly income is $2,000. With their joint net monthly income, could they afford to pay a monthly mortgage payment of $1,100? Explain why or why not. ________________________________
   _____________________________________________________________________
   _____________________________________________________________________

Use formula 3 to answer questions 7 and 8.

7. Margie has accepted a job which pays $32,000 a year. What figure should she keep in mind for monthly housing costs as she looks for a house or apartment to rent? _____________________________________________________________________

8. Chuck earns $8.50 an hour for working 40 hours a week. How much does Chuck earn in a week? ________________________________
   How much does Chuck earn in a year? ________________________________
   How much can he afford to spend monthly for housing? ________________________________
Military Time

Military time is a way of expressing time on a 24 hour clock rather than a 12 hour clock. It removes the need to specify A.M. or P.M. Military time is figured by the following steps.

For A.M. times, all military times are the same as 12 hour times except for 12 A.M. times. Twelve A.M. times are expressed in military time as 00.

For example: 12:15 A.M. would be 0015 hours.

If the time on a 12 hour clock is P.M. time, add 12 to the hour and you will have Military time.

For example: 12:15 P.M. would be 1315 hours, 3:45 P.M. would be 1545 hours, 11:55 P.M. would be 2355 hours.

Always express military time in hours using four digits.
1:00 A.M. is 0100 hours. 3:00 P.M. is 1500 hours.

Write the following times in military time.
1. 12:25 A.M. _______________________________________________________
2. 3:18 P.M. ________________________________________________________
3. 6:45 P.M. ________________________________________________________
4. 12:37 P.M. _______________________________________________________
5. 1:11 A.M. _________________________________________________________

Write the following military times as 12 hour times.
6. 1700 hours _______________________________________________________
7. 0217 hours ______________________________________________________
8. 2325 hours _______________________________________________________
9. 1947 hours _______________________________________________________ 
10. 0048 hours _____________________________________________________

Your VCR is programmed using military time. You want to record a movie that starts at 10:00 P.M. and lasts 2 hours and 45 minutes. What time should you set recording to start and stop.

11. Start ___________________________________________________________
12. Stop ___________________________________________________________
Converting Recipes

If you need to serve a different number than the recipe calls for, you must convert the recipe so it will make the amount you want. To convert means to change. When you convert a recipe, you change the quantity of each ingredient. You either increase or decrease it by the same amount as you wish to increase or decrease the yield.

**Example:** to halve a recipe, use exactly one-half the amount of each ingredient.

If the recipe calls for: 250 ml, you would use 125 ml (1/2 x 250)

3 tablespoons, you would use 1 1/2 tablespoons (1/2 x 3)

**Example:** to double a recipe, use exactly twice the amount of each ingredient.

If the original recipe calls for: 250 ml, you would use 1500 ml (2 x 250)

3 tablespoons, you would use 6 tablespoons (2 x 3)

**Remember:**

- 16 tablespoons = 1 cup
- 1 tablespoon = 3 teaspoons
- 1/2 tablespoon = 1 1/2 teaspoons

When you divide a recipe or double a recipe, write down the new amounts. Double-check your arithmetic. If ingredients do not divide evenly, you may want to make the whole recipe and freeze half to use later. Also, express amounts in the most convenient unit of measurement.

1. Convert each of the following ingredients to accommodate an increase in amount from 100 to 500. Remember to convert to the largest measurement. Show your arithmetic.

   a. 8 oz. apples

   b. 2 c. bananas

   c. 6 qt. pears

   d. 4 pt. oranges
2. Convert each of the following recipe ingredients to accommodate a decrease in amount from 12 to 6. Show your arithmetic.
   a. 3 c. flour
   b. 1 T. soda
   c. 3/4 c. milk
   d. 2 t. salt

3. Use the following recipe for Baked Cheese Fondue to accommodate the indicated yields shown below.

   **Baked Cheese Fondue**
   (serves 4)
   1 cup soft bread crumbs
   1 cup grated cheddar cheese
   1/2 teaspoon salt
   1 tablespoon margarine, melted
   3 eggs, separated
   1 cup milk

   Needs two servings Needs six servings
   soft bread crumbs
   grated cheddar cheese
   salt
   margarine, melted
   eggs, separated
   milk
4. This recipe for a marinated vegetable salad makes enough for eight people. Assume your class or group is having a picnic, and you need to make a salad to feed 32 people. How much of each of these ingredients will you need? Express amounts in the most convenient unit of measurement.

**Marinated Vegetable Salad**

<table>
<thead>
<tr>
<th>serves 8 people</th>
<th>serves 32 people</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 cups vinegar</td>
<td>______________________</td>
</tr>
<tr>
<td>1 1/2 cups sugar</td>
<td>______________________</td>
</tr>
<tr>
<td>3/4 cup salad oil</td>
<td>______________________</td>
</tr>
<tr>
<td>1/2 teaspoon salt</td>
<td>______________________</td>
</tr>
<tr>
<td>8 oz. frozen beans</td>
<td>______________________</td>
</tr>
<tr>
<td>1 can canned peas</td>
<td>______________________</td>
</tr>
<tr>
<td>1 small onion, chopped</td>
<td>______________________</td>
</tr>
</tbody>
</table>
Speak Clearly

In order to communicate clearly and correctly, you must be able to pronounce words distinctly and correctly. To practice this skill, complete the following exercises.

1. Read the following tongue twisters aloud. Be careful not to omit any necessary vowel or consonant sounds.
   
a. Strict, strong Stephen Stringer snared slickly six silly snakes.
   b. Strong students struggle with strange strategic statistics.
   c. Shy Sarah saw Swiss wristwatches.
   d. The sixth sheik’s sixth sheep’s dead.
   e. Tie the twine to three tree twigs.
   f. With which winsome witch were you whispering?
   g. Well, when Will whiffed the wild wintry wind, he whisked out his wicked whistle.
   h. At her willful whim, the whip whizzed over the wheelbarrow where Willy was whimpering.
   i. Six long, slim, slick slender snakes slid silently to the floor.
   j. Furthermore, Francis Farkwark fried fifteen fish for Francis Fambush’s father.
   k. She stood on the balcony, mimicking him hiccupping and welcoming him inside.
   l. A snifter of smells is not enough for the sniffer to sniff.
   m. Slippery sleds slide swiftly down slick streets.
   n. Thomas Tattertoot took tough twine to tie ten twigs to two tall tree trunks.
   o. What whim led Whitney White to whittle, whisper, and whimper near the wharf where a whale might wheel and whirl?
   p. I never felt felt feel like that fine felt felt.
2. Read the following aloud. Be careful not to omit any necessary vowel or consonant sounds.

- bringing
- route
- picture
- window
- candidate
- creek
- laboratory
- library
- midst
- often
- fifths
- February
- width
- wash
- pitcher
- county
- prairie
- get

3. Translate or interpret the following words and phrases by writing what you think it says on the line.
   a. Wuryagoin?
   b. Whutimiut?
   c. Dya wanna go widdem or widus?
   d. Cher turn tucall, Margrut
   e. Wy dincha stoppim?

---

---

---
f. Watchagonnado nex Winsdy? ______________________________________
   _______________________________________________________________
   _______________________________________________________________

g. Ohuhdunno-probly jussidat home asuzhel _____________________________
   _______________________________________________________________
   _______________________________________________________________

h. Wenzee cumin? _____________________________________________________
   _______________________________________________________________
   _______________________________________________________________

i. Uh tole um uh din wanany __________________________________________
   _______________________________________________________________
   _______________________________________________________________

j. Whidencha gidda ticket forda boxun mach? _____________________________
   _______________________________________________________________
   _______________________________________________________________

k. Doncha ever unnerstan whucha read? _________________________________
   _______________________________________________________________
   _______________________________________________________________

l. Uh dunno wy ya din gimme some ______________________________________
   _______________________________________________________________
   _______________________________________________________________

4. Translate into writing the following words.
   a. dese ____________________________________________________________
   b. dose ____________________________________________________________
   c. wen ____________________________________________________________
   d. budder __________________________________________________________
   e. thoid __________________________________________________________
   f. ti-ip ____________________________________________________________
   g. warsh __________________________________________________________
   h. git ____________________________________________________________
5. Rewrite the following sentences using correct English.
   a. Bill said, “I wanna work the afternoon shift today.” __________________________
      _______________________________________________________________
      _______________________________________________________________
   b. John said, “We’ll hafta check to see if we have that brand or not.” __________
      _______________________________________________________________
      _______________________________________________________________
   c. The employee said, “I’m gonna check to see if we can have that delivered or not.”
      _______________________________________________________________
      _______________________________________________________________
   d. “She coulda done that yesterday.” ________________________________
      _______________________________________________________________
      _______________________________________________________________
   e. ”Commere. I need your help,” said the supervisor. ______________________
      _______________________________________________________________
      _______________________________________________________________
   f. ”Will you gimme a hand?” ________________________________
      _______________________________________________________________
      _______________________________________________________________
   g. ”Doncha want dessert?” asked the waitress. ________________________
      _______________________________________________________________
      _______________________________________________________________
   h. ”I dunno if we have any.” ________________________________________
      _______________________________________________________________
      _______________________________________________________________
   i. ”Hooja say you want to see?” ______________________________________
      _______________________________________________________________
      _______________________________________________________________
Voice Quality

Make a recording of your voice. Then, listen to the tape and rate your voice quality by writing yes, sometimes, or no.

Have your classmates rate your voice, too. Repeat this activity in a month or so to see if your voice changes.

Is your voice clouded and husky? __________________________
Do you talk “through your nose”? __________________________
Do you talk in a jerky manner? ____________________________
Do you talk in a whining and apologetic manner? __________

Do you talk in a dominating, dictatorial tone? __________________________

Do you stammer and stutter? __________________________________

Do you often speak too fast or in a slow drawl? __________________________

Do you mispronounce words frequently? ____________________________

Does your voice lose its force and expression at the end of sentences? __________

Do you speak in a flat, dull, and colorless tone? __________________________

Do you jumble up consonants which makes your speech hard to understand? __________

Do you use a “gushy” or “gooey” voice when talking to friends? ________________

Do you choke off sounds? ____________________________________________

Is your voice unpleasant when you laugh? ____________________________

Do you put the “d,” “t,” and “ing” on the end of words? _________________

Do you run words together? __________________________________________

Do you use slang or speak with an accent? _____________________________

Do you have an adequate vocabulary? _________________________________

Do your words flow out evenly and clearly? ____________________________

Is your voice friendly and cordial? ____________________________________

Can you be heard clearly in the back of the room when speaking? __________

Do you emphasize your main thought? _________________________________
Telephone Manners

Often, the first impression (or possibly the only impression) a customer has of a business is a result of a telephone conversation with an employee. If the customer is treated with courtesy and respect, he or she is much more likely to continue doing business with the organization or individual. However, if a customer is treated rudely, or employees cannot answer the customer’s questions satisfactorily, the customer’s business is often lost forever. If employees do not answer the telephone promptly, the caller may simply hang up, or may think that the business does not care about its customers.

Use the following situations to practice both your telephone skills and your telephone message taking skills. Have another student assist you to role play each situation.

1. Place a call to Ms. Harris informing her that the dog kennel she ordered is in.

2. Answer a telephone call directed to Mr. Thomas, manager of Wood’s Feed and Seed. The caller wants to know if Mr. Thomas wants to place an ad in the local newspaper in the special section on the county fair. Mr. Thomas is not in.

Write a message for Mr. Thomas. Be sure to include all the important information.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Management Skills

Work in a team with several other students. Research good management practices including the four functions of management—planning, organizing, directing, and controlling. You can use the internet or publications from your library or resource center.

After you’ve finished your research, plan a skit to role play managers using the management practices you’ve learned about.

Present the skit to other students. See if they can identify the management practices.
Customer Service

Read the following situations. Think about how you would respond if the person was your customer, and you really wanted to provide quality service. What could you do that would turn this person into a repeat customer who would recommend you to friends. Write how you would respond. After you have completed the activities, form groups of four or five students. Discuss your responses. Choose one of the situations. Role play it for the class.

1. "I want to buy a green saddle pad. No, maybe I’d rather have a tan one. Or maybe a bright red one. I can’t decide; maybe you’d better help me."

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

___________________________________________________________________

2. "I want a pet for my elderly mother. What kind of puppies do you have? Do you have pedigreed animals? Can any of your pets do tricks? What pet is easy to care for, but still very affectionate and loving?"

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

___________________________________________________________________

3. "I need decorations for a 4-H banquet, but I don’t know what the kids will like. Do you think they’d like these? We do have a somewhat limited budget."

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
4. "I want a riding mower with a 48 inch cut, headlights, and an adjustable padded seat. You don’t have it. Do you know where I might find one?"

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

5. "I need 500 pounds of crimped oats and 800 pounds of alfalfa pellets. Hey, did you see all the nice trophies and prizes they were giving out last Saturday? I really liked the director’s chairs and the blankets. Do you know what Sam won?"

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

6. "That’s not a good quality leather. It is more important to have hard leather. I know all about leather. I’ve been buying leather here since before you were born. I know what is good and what isn’t.”

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Do You Gossip?

Effective communication between people is the key that opens the door to meaningful relationships. You must develop communication techniques to use with everyone you meet.

Read the following situations. Think about how you would respond. Write your response and tell why you would respond that way. Next, form groups of four or five students. Discuss your responses. Choose one of the situations. Role play it for the class.

1. I hear the dentist is having trouble with his marriage and that he is getting a divorce. Is that right?
   Response: __________________________________________________________
   __________________________________________________________
   __________________________________________________________
   __________________________________________________________
   __________________________________________________________
   Reason for response: ____________________________________________
   __________________________________________________________
   __________________________________________________________
   __________________________________________________________
   __________________________________________________________

2. I see that Tom has a new pickup, and I saw his wife driving a new car. He must be making a bundle. Guess I’m in the wrong business. What is his salary?
   Response: __________________________________________
   __________________________________________________________
   __________________________________________________________
   __________________________________________________________
   __________________________________________________________
   Reason for response: ____________________________________________
   __________________________________________________________
   __________________________________________________________
   __________________________________________________________
   __________________________________________________________
3. I saw Jenna at the store yesterday. She looked like she’d been crying most of the night and seemed very upset. I heard she had an abortion. Did she?
   Response: ____________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   Reason for response: __________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________

4. I will never learn all that history by tomorrow. If I’m going to pass, I’m going to have to cheat. It doesn’t matter if I cheat or not because everyone does it.
   Response: ____________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   Reason for response: __________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
   ______________________________________________________
No one can follow directions unless the directions given are stated clearly. Giving directions properly is necessary in business because mixups can cause problems in customer satisfaction, loss of productivity, and loss of money. This assignment sheet will allow you to practice your skill in giving directions.

Remember to tell the other person why the task is important.

Choose one of the situations below and give directions to another person in class. Have the person complete the task as nearly as possible based on your directions. At the end of the exercise, evaluate the results. Were your directions clear enough? If not, how could they be improved?

1. You are the manager of a local business. You have a new sales person, John Smith. Tell John how the telephone in your business operates. Then tell him the correct procedure for receiving a telephone call. Make up a reason to telephone and have the person playing John answer the call.

2. Choose a topic you are familiar with and tell another student how to do something that is part of the chosen topic. If possible, have the student do the procedure in class.
The first impression you make when meeting someone may become a lasting one, so be sure that it is a good one. Social skills such as making proper introductions are very beneficial to you at work as well as in social situations. The ability to make proper introductions smooths the way for better communication and projects an image of confidence. If you need more information about making introductions, use the library or resource center.

Read the following situations and then make the proper introductions in each case. Have others in your class role play with you as needed. Have them acknowledge the introductions.

1. Introduce yourself to another person in your class. Tell your real name and give some information about yourself. Talk to the other person briefly and repeat your name if needed.

2. Introduce Sam Sneed, who runs the media center at school, to Carla Crump, your supervisor at work. Ms. Crump is older than Mr. Sneed.

3. Introduce yourself to a prospective employer. Describe your education and work experience as it relates to the position you are interested in.

4. You are the sales manager for a local business. You are at a meeting to discuss new sales techniques. Introduce your newest employee, Janet White, to the other sales personnel. Then introduce your guest speaker, Jim Webster, to the group. (Make up some information about him.)
Introduce a Speaker

You may be asked to introduce a guest speaker for a banquet or other type of function. The way you introduce a guest speaker can help or hinder the speaker’s presentation.

Pretend you are in charge of getting a speaker for a club or business convention. Using the guidelines and the sample information given, select a topic for a speaker’s presentation. Write and then give a one-minute introduction.

Guidelines

◆ Set a time limit. Before your introduction, tell your speaker that he or she is to speak for twenty-five minutes and that a five-minute signal will be given before the time is up.

◆ Review the speaker’s resume. Choose appropriate information for use in the introduction. Educational and community activities always are appropriate to use.

◆ Keep it short. Do not start with the birthdate and relate every event in the resume. Mention only those past experiences that relate directly to the subject of the speech that the speaker is giving.

◆ Do not try to capture the audience with your personality. Avoid telling a string of funny stories or giving your knowledge of the subject. Remember, the speaker is the one who will give the presentation.

◆ Create suspense. Create the thought that what the speaker is about to say is important. Mention the speaker’s name only once, at the end of your remarks; then stay on the platform with the speaker and lead the applause. Return to your chair during the applause.

◆ NEVER apologize. If the speaker is a substitute or fill-in due to a program change, do not apologize or make excuses.

◆ Make sure that you pronounce the speaker’s name correctly. Give the speaker’s name at the end of the introduction, not at the start.

Write your introduction below. If more space is needed, use additional paper.

Speaker’s topic: ________________________________________________________________

Introduce: ___________________________________________________________________

____________________________________________________________________________

____________________________________________________________________________

____________________________________________________________________________

____________________________________________________________________________
88—Introduce a Speaker (continued)
### Speaker’s Information

**Name:** Kayla Reeves  
**Education:**  
- Bachelor of Science in Nursing, 1987  
  University of Oklahoma  
  University of Oklahoma  
**Experience:**  
- Assistant State Supervisor, 1998–present  
  Oklahoma Department of Career and Technology Education  
  Stillwater, Oklahoma  
- Instructor, 1994–98  
  Health Services Careers  
  Gordon Cooper Tech Center  
  Shawnee, Oklahoma  
- Instructor, 1991–94  
  Associate Degree Nursing Program  
  Seminole Junior College  
  Seminole, Oklahoma  
- Office Nurse, 1988–90  
  Canadian Valley Clinic  
  El Reno, Oklahoma  
- Staff Nurse, 1987–88  
  Parkview Hospital  
  El Reno, Oklahoma  
**Certificates:**  
- Registered Nurse Certificate  
- Standard Oklahoma School Certificate: Secondary Health  
- Provisional Oklahoma School Certificate: Secondary Administrator  
**Memberships:**  
- Association of Career and Technology Education  
- Oklahoma Association of Career and Technology Education  
- Oklahoma Health Occupations Education Teacher Association  
**Special Activities:**  
- HOE Division of ACTE  
  - Vice-President Elect, 1986–87  
  - Vice-President, 1987–88  
  - President Elect, 1988–89  
  - President, 1989–90  
  - Past President, 1991–92
Participant, Oklahoma Extern Program, 1988
State HOSA Advisor, 1998–present
Outstanding Young Women of America, 2000
Member, Advisory Committee for Teacher Certification, University of Central Oklahoma
Curriculum committee member for Health Services Careers
HOSA, Inc. Board of Directors
  Member, 2000–present
  Secretary, 2000–01
  Chairman-Elect, 2001–2002
  Chairman, 2002–2003
Prepared Speech

One of the best ways to begin preparing a presentation is to select a topic with which you are very familiar. Prepare a one-minute talk describing yourself. Time the presentation as you practice the talk. Be prepared to give the talk to your class and to be evaluated on your presentation.

The speaker whom you have contacted for your class meeting will be arriving at the airport. You have never met this person. Describe yourself in detail so that the person will be able to recognize you in the crowd. Then, give your presentation to the class.

_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
Prepared Speech 2

The key to giving a successful speech or presentation is good preparation and delivery. Selecting a topic is often the hardest part of writing a speech. A topic that interests you will be easier for you to present to others.

Select a topic
Choose a topic that interests you and that you already know something about, or on which you can easily find information for a one-minute speech.

Topics such as smoking in public places, AIDS awareness, national health care and the health care crisis, violence and sex in movies and television, as well as athletics, or school projects make good topics.

Write your speech topic on the line below.

_______________________________________________________________________

Gather information
Possible reference material for your speech includes the internet, books or magazines, trade and business publications, school and public libraries, various associations and nonprofit organizations, resource persons, newspapers, and county, state, or federal government agencies.

1. List possible reference sources you may use in preparing your speech below.
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________

2. After you have gathered reference sources for your speech and read through them, you will need to record relevant information from those sources. Record your information on 3 x 5 cards and follow these guidelines
   ◆ List the source, page number, and date of information you have recorded on each card.
   ◆ Summarize the information in your own words.
   ◆ Unless you want to use a direct quote, do not copy word-for-word from your source. If you do use a quote, mark it in quotation marks and list the author or source, so you will be able to include it in your speech.
   ◆ It is better to take notes on something you are not sure you will use and discard it later than to try to remember where you saw it and look it up again.
Write an outline for your speech
Now that you have gathered the information for your speech, review your notes and make an outline of your speech, using the following format. Have your instructor evaluate your work before you start to write your speech.

Title: 

I. Introduction

II. Body
   A. First Main Point
   1. Subpoint 1
   2. Subpoint 2
   B. Second main point
      1. Subpoint 1
2. Subpoint 2

__________________________________________________________
__________________________________________________________
__________________________________________________________

III. Conclusion

__________________________________________________________
__________________________________________________________
__________________________________________________________
__________________________________________________________

Write a One-Minute Speech
Based on your outline, write the final draft of your one-minute speech. Be sure the introduction, body, and conclusion flow together. Check to see that the speech will be clear to your audience. Write your final draft on separate paper. After you have studied your speech, you may want to transfer the main points of your speech (or the outline) to index cards to use when you give the speech.

Present your Speech
Now that you have written your final draft, practice your speech until you are familiar with it. (Rehearsing in front of the mirror is a good way to practice the use of facial expressions and gestures also). You may want to tape your speech and play it back, to see how you sound.
Prepared Speech 3

You have been asked by a civic club to give a three-minute speech on a current health topic. Select a topic that interests you and would be informative to your audience. Review all resource material (paper and online) and use an outline form to organize the information. An outline should include an **Introduction** to begin the presentation and attract and motivate the audience. Next you would bring out the central theme of the presentation that carries your main idea through the **Body** of the outline. To close the presentation, a **Conclusion** should repeat or summarize the main point of the presentation or ask for action.

First you will write the introduction, body, and conclusion of a three-minute speech. Next you will give the three-minute speech. Use the space below to organize and outline your information. Ask the instructor to evaluate your outline before you begin speech-writing. Remember the key word to giving a good presentation is *organization*.

Chosen topic ______________________________________________________________

Resources used: ___________________________________________________________

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

**Introduction**

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Body
Conclusion
Give the Speech

Using the following keys to success in giving a speech, make your presentation in front of the class. Ask for an honest evaluation including strong and weak points.

Know your audience—This means more than names. Get as much background as possible before you meet them. Develop a working knowledge of their needs, interests, and experiences and fit your presentation to this knowledge.

Know your field—The audience will have confidence in you only after you demonstrate your ability. Keep informed of the latest techniques and knowledge.
Be prepared—Have a clear, specific purpose for each presentation. Introduce each with a preview. Present your points one at a time and in logical order. Keep related ideas together. Keep language simple and sentences short. When technical terms are used, introduce them gradually and explain each fully.

Control your presentation—Set your pace to match the difficulty of the material. Do not be afraid to repeat for emphasis. Use humorous stories or comments to add interest.

Make your presentation effective—When demonstrating, first show the whole operation briefly; then show it one step at a time, explaining as you go along. Emphasize key points. Make full use of instructional aids—models, charts, films, slides, and so on; but use them to improve teaching, not as a substitute for it.

Motivate and maintain interest—Show enthusiasm. Use variety in your presentation. Make your speaking personal. Help the audience see future uses of what they learn.

Use your voice wisely—Speak clearly and loudly enough so that all may hear. Speak slowly enough for meanings to be grasped. It is better to cover less and cover it well. A little variation in your voice will avoid monotony. Use eye contact with the audience.

Make sure of progress—Establish concrete goals and strive to attain them. Know what you can expect from your audience, and hold them to it. Show genuine interest.
Listening

Active listening requires a caring person, one who is interested in the speaker and the intended message. Read the following characteristics of listening and of not listening; then identify your listening habits by recording specific incidents that occur throughout your work week.

You Are Not Listening to Me When . . .

- You do not care about me.
- You say you understand before you know enough.
- You have an answer to my problem before I’ve finished telling you what my problem is.
- You cut me off before I have finished speaking.
- You are dying to tell me something.
- You feel critical of my vocabulary, grammar, or accent.
- You tell me about your experience, making mine seem unimportant.
- You are communicating to someone else in the room.
- You refuse my thanks by saying you have not really done anything.

You Are Listening to Me When . . .

- You come quietly into my private world and let me be me.
- You really try to understand me even when I am not making much sense.
- You grasp my point of view even when it is against your own sincere convictions.
- You realize that the hour I took from you has left you a bit tired and drained.
- You allow me the dignity of making my own decisions even though you think they might be wrong.
- You do not take my problem from me, but allow me to deal with it in my own way.
- You hold back your desire to give me good advice.
- You do not offer me religious solace when you sense I am not ready for it.
- You give me enough room to discover for myself what is really going on.
- You accept my gift of gratitude by telling me how good it makes you feel to know you have been helpful.

(Author unknown)
Record incidents at school or work that illustrate your listening habits.

1. I was not listening when . . .

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

2. I was listening when . . .

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
92—Listening (continued)

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

3. Based on what you have recorded, what recommendations can you make to improve your listening skill?

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Employment Skills for the 21st Century—Volume 1
Written communication and the spoken word can be misinterpreted and misunderstood by the receiver. Communication is a two-way process that involves the following:

**What you mean to say** and **What you actually say**

**What the other person hears** and **What the other person thinks he or she hears**

**What the other person says** and **What you think the other person says**

Visual aids can enhance communication. The use of visuals strongly increases common understanding.

Have a partner read aloud the following description. In the space provided, sketch or draw the kind of picture these printed words give you.

The body is stout, with arched back; the limbs are short and stout, armed with strong, blunt claws. The ears are long; the tail is thick at the base and tapers gradually. The elongated head is set on a short, thick neck, and at the end of the snout is a disc in which the nostrils open. The mouth is small and tubular, with a long extensible tongue. It is large, measuring 6 feet 8 inches. It is a pale sandy or yellow color. It has little hair so the skin shows through.

Answer the following questions.
1. Do you use mental pictures and/or actual pictures to enhance your communication skills? Why or why not? ________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

2. What are some problems with written communication? __________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

3. What are some problems with spoken communication? __________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

4. Write one incident you recall in which the communication was misinterpreted and/or misunderstood. How could this incident have been avoided? __________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________
Planning Promotions

There are several steps to planning advertising and sales promotion activities. From establishing specific, written goals to reviewing the program periodically and making necessary adjustments, the manager must take an active role in assuring that the promotion is being used to increase sales within the business.

To learn about promotional plans, interview the owner or manager of a local business. Ask any questions you’d like but be sure to include the questions below. If you add questions, write them on a separate sheet of paper. Have your teacher approve your interviewee and any questions you plan to ask. Be sure to schedule the interview session in advance and see that your instructor approves of the interview.

Person being interviewed ________________________________________________
Person’s job title ______________________________________________________
Date of interview ______________________________________________________
Business name _________________________________________________________
Business address and phone number ______________________________________
______________________________________________________________________
______________________________________________________________________
1. What is the primary purpose of advertising done by your firm? ______________
   ____________________________________________________________________
   ____________________________________________________________________
   ____________________________________________________________________
   ____________________________________________________________________

2. Do you have a written advertising plan? How many years are included in the plan?
   ____________________________________________________________________
   ____________________________________________________________________
   ____________________________________________________________________
   ____________________________________________________________________
3. Who is responsible for the advertising done by your firm?
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

4. Who prepares your advertisements?
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

5. What method do you use to plan your advertising budget?
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

6. Why does your firm use this method?
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

7. Do you use the industry averages, or some other means, to determine how much money you should spend on advertising? Why?
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

8. How far in advance do you plan your advertising budget?
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
9. How far in advance do you plan your advertising theme and media? ______________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

10. How do you plan special event promotions? ________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Think about what you learned in the interview and changes you might make in the plan.
Write your recommendations for improving each of the following areas.

1. Written plan _______________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

2. Budget plan _________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

3. Use of themes and ideas in advertising _________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
4. Media used

5. Assignments made to employees

6. Time schedule for completing each element of the program

7. Maintenance of records

8. System for reviewing program and making adjustments
Use this page for additional comments by you or by the person you are interviewing.
Community Problems

Community problems affect everyone. Their solutions should be a matter of concern for all citizens. Describe the problems listed below, listing one or more agencies that can be of assistance. Then come up with a possible solution to help ease the problem. Be creative; use your imagination. Use your own community or research the problems, using paper or online resources, in another city or area.

1. Sanitation problems

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Suggested solutions: ________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

2. Pollution

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Suggested solutions: ________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
3. Unemployment

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Suggested solutions:  
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

4. Drug/chemical abuse

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Suggested solutions:  
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
5. Crime

______________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Suggested solutions:  _____________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

6. Teenage Pregnancy  _____________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Suggested solutions:  _____________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
95—Community Problems (continued)

7. Education

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Suggested solutions:
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Using textbooks, interviews, the internet, and any other available resource, collect information to determine the advantages and disadvantages of the various housing alternatives. Be ready to discuss the advantages and disadvantages with the class.

**New single family house**

Advantages: .................................................................

.................................................................

.................................................................

.................................................................

.................................................................

Disadvantages: .................................................................

.................................................................

.................................................................

.................................................................

.................................................................

.................................................................

**Custom-built, single family house** .................................................................

Advantages: .................................................................

.................................................................

.................................................................

.................................................................

.................................................................

.................................................................

.................................................................
Older or preowned house

Advantages: __________________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

Disadvantages: _______________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________
Mobile home (owned)

Advantages: __________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________

Disadvantages: ____________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________

Condominium or duplex (owned)

Advantages: __________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________

Disadvantages: ____________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
Townhouse or row house (owned)
Advantages: ____________________________________________
_______________________________________________________
_______________________________________________________
_______________________________________________________
 __________________________________________________________
Disadvantages: ____________________________________________
_______________________________________________________
_______________________________________________________
_______________________________________________________
_______________________________________________________

Rented duplex
Advantages: ____________________________________________
_______________________________________________________
_______________________________________________________
_______________________________________________________
_______________________________________________________
Disadvantages: ____________________________________________
_______________________________________________________
_______________________________________________________
_______________________________________________________
_______________________________________________________
<table>
<thead>
<tr>
<th>Housing Alternative</th>
<th>Advantages</th>
<th>Disadvantages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rented condominium</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rented house</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---

Rented condominium

Advantages:

Disadvantages:
Vacation or time-share

Advantages: _______________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________

Disadvantages: ___________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________
It is necessary for small business managers to check their outdoor advertisements for completeness, accuracy, and production quality. This practice does not take much time, but can ensure that the best possible advertisements are being developed for the firm’s advertising dollar. By checking each ad, problem areas and omissions may be detected and corrected before the ad is run. A set of questions may be used to analyze the completeness, accuracy, production quality, and overall effectiveness of an advertisement.

Look around your community and find two outdoor advertisements that deal with similar products or services and were set up by different sponsors. Once the ads have been selected, answer the questions to analyze the effectiveness of the outdoor ads.

1. Outdoor advertisement #1
   a. Sponsor’s name __________________________________________
   b. Location of ad in community __________________________________
   c. Draw a sketch of the ad
2. Outdoor advertisement #2
   a. Sponsor's name ________________________________
   b. Location of ad in community ________________________
   c. Draw a sketch of the ad

The questions that follow will help you analyze the effectiveness of the ad. Answer the questions. Be sure to explain your answers.

* Does the ad present a central theme, idea, or philosophy? Why or why not?

Ad 1: ____________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
97—Evaluate Advertising (continued)

Is there a definite sequence that the customer's eyes will follow through the ad? (visual sequence) Why or why not?

Ad 1: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Ad 2: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Ad 2: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Does the ad present the product or service from the customer’s point of view? Why or why not?
Ad 1: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Ad 2: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Does the ad appropriately use store logo and information? Why or why not?
Ad 1: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Can the customer effectively determine the nature of the product or service being advertised? Why or why not?

Ad 1: ________________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

Ad 2: ________________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________
Is the ad placed appropriately in the community? Why or why not?
Ad 1: __________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________

Ad 2: __________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________

Does the ad use available space to its best advantage? Why or why not?
Ad 1: __________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________

Ad 2: __________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
97—Evaluate Advertising (continued)

Are colors used to draw maximum attention to the ad? Why or why not?

Ad 1: ________________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________

Ad 2: ________________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
______________________________________________________________
97—Evaluate Advertising (continued)

♦ Do all of the elements of the ad work together in harmony? Why or why not?
  Ad 1: ____________________________________
  __________________________________________
  __________________________________________
  __________________________________________
  __________________________________________
  __________________________________________
  __________________________________________

Ad 2: ____________________________________
  __________________________________________
  __________________________________________
  __________________________________________
  __________________________________________
  __________________________________________
  __________________________________________

♦ Is the purpose of the ad made clear? Why or why not?
  Ad 1: ____________________________________
  __________________________________________
  __________________________________________
  __________________________________________
  __________________________________________
  __________________________________________
  __________________________________________
97—Evaluate Advertising (continued)

Does the ad ask the customer for action, to come in and buy? Why or why not?

Ad 1: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Ad 2: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Analyze the advertisements by answering the questions that follow.

1. Which of the two advertisements was the more effective overall? Explain your answer.
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
2. What was the strongest and weakest feature of each ad? Explain your answers.

Ad 1

Strongest feature ____________________________________________

__________________________________________________________

__________________________________________________________

__________________________________________________________

__________________________________________________________

__________________________________________________________

Weakest feature ____________________________________________

__________________________________________________________

__________________________________________________________

__________________________________________________________

__________________________________________________________

__________________________________________________________
97—Evaluate Advertising (continued)

Ad 2
Strongest feature __________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________

Weakest feature __________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________

Think about the ads you examined. What would you do differently? Write your suggestions for improvements or changes on the lines that follow.

Ad 1
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
97—Evaluate Advertising (continued)

Ad 2

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Employment Skills for the 21st Century—Volume 1
Advertisements must be checked for completeness, accuracy, effectiveness, and production quality. By checking each ad, problems may be detected and corrected before the ad is run. A set of questions may be used to analyze the completeness, accuracy, production quality, and overall effectiveness of an advertisement.

Choose and tape two radio advertisements that deal with similar products or services and that were run by different sponsors. Then answer the questions provided to analyze the radio advertisements.

Describe each ad.

**Radio ad #1**

Sponsor ____________________________________________________________

Product or service being advertised _______________________________________

Length of advertisement _____________________________________________

Describe the ad in detail _______________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

**Radio ad #2**

Sponsor ____________________________________________________________

Product or service being advertised _______________________________________

Length of advertisement _____________________________________________

Describe the ad in detail _______________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________
The questions that follow will help you analyze the effectiveness of the radio ad. Answer the questions. Be sure to explain your answers when necessary.

♦ Does ad present a central theme, idea, or philosophy? Why or why not?

Ad 1: ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________

Ad 2: ____________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________

♦ Does the ad present the product or service from the customer’s point of view? Why or why not?

Ad 1: ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________

Ad 2: ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________
                                                                                   ________________________________________________________________
Ad 2: _________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Does the content of the ad flow from beginning to end? Why or why not?
Ad 1: _________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Ad 2: _________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Can the customer effectively determine the nature of the product or service? Why or why not?
Ad 1: _________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Ad 2: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

♦ Does the ad provide store location and other information?
Ad 1: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Ad 2: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

♦ Is the station and time frame used appropriate for the market? Why or why not?
Ad 1: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Ad 2: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
98—Evaluate Advertising 2 (continued)

♦ Are voices easy to understand? Why or why not?
Ad 1: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Ad 2: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

♦ Are the voices appropriate? Why or why not?
Ad 1: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Ad 2: ________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Are appropriate sound effects used? Why or why not?

Ad 1:

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

Ad 2:

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

Does the ad use maximum efficiency of air time? (Out of a 30-second commercial, 28 seconds should contain sound).

Ad 1:

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

Ad 2:

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

Does the ad ask the customer for action, to come in, and to buy?

Ad 1:

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

Ad 2:

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________

______________________________________________________________
1. Which of the two advertisements was the more effective overall? Explain your answer.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

2. What was the strongest and weakest feature of each ad? Explain your answers.
   
   Ad 1
   
   Strongest feature _________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

   Weakest feature _________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Ad 2
Strongest feature

Weakest feature
Think about the ads you examined. What would you do differently? Write your suggestions for improvements or changes on the lines that follow.

Ad 1

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Ad 2

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Advertisements must be checked for completeness, accuracy, effectiveness, and production quality. By checking each ad, problems may be detected and corrected before the ad is run. A set of questions may be used to analyze the completeness, accuracy, production quality, and overall effectiveness of an advertisement.

Look through copies of newspapers and find two advertisements that deal with similar products/services and were run by different sponsors. Then answer the questions provided to analyze the newspaper advertisements.

Paste the ads to separate sheets of paper. The ads should be similar in size and run by similar companies. Ads should be at least four inches by six inches.

Ad #1
Sponsor _______________________________________________________

Ad #2
Sponsor _______________________________________________________

The questions that follow will help you analyze the effectiveness of the newspaper ad. Answer the questions. Be sure to explain your answers when necessary.

♦ Does ad present a central theme, idea, or philosophy? Why or why not?

Ad 1:  __________________________________________________________
       __________________________________________________________
       __________________________________________________________
       __________________________________________________________
       __________________________________________________________
       __________________________________________________________

Ad 2:  __________________________________________________________
       __________________________________________________________
       __________________________________________________________
       __________________________________________________________
       __________________________________________________________
       __________________________________________________________
Does the ad contain an attention-getting headline? Why or why not?

Ad 1: ____________________________
______________________________
______________________________
______________________________
______________________________
______________________________

Ad 2: ____________________________
______________________________
______________________________
______________________________
______________________________
______________________________

Does the illustration effectively show the merchandise or service? Why or why not?

Ad 1: ____________________________
______________________________
______________________________
______________________________
______________________________
______________________________

Ad 2: ____________________________
______________________________
______________________________
______________________________
______________________________
______________________________
Does the body copy present a customer-oriented point of view? Why or why not?

Ad 1:

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Ad 2:

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Does the ad appropriately use store logo and information? Why or why not?

Ad 1:

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Ad 2:

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Does the ad effectively use all elements together in harmony? Why or why not?

Ad 1: 
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Ad 2: 
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Is there a defined sequence which the customer’s eyes will follow? Why or why not?

Ad 1: 
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Ad 2: 
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Ad 2: _____________________________________________________________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________

Does the ad ask the customer for action, to come in and buy? Why or why not?
Ad 1: _____________________________________________________________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________

Ad 2: _____________________________________________________________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________

1. Which of the two advertisements was the more effective overall? Explain your answer.
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
                                                                 __________
2. What was the strongest and weakest feature of each ad? Explain your answers.

Ad 1

Strongest feature

Weakest feature
Ad 2

Strongest feature __________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

Weakest feature __________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

Think about the ads you examined. What would you do differently? Write your suggestions for improvements or changes on the lines that follow.

Ad 1

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
99—Evaluate Advertising 3 (continued)

Ad 2

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

99—Evaluate Advertising 3 (continued)
It is always a good idea to comparative shop before making any purchases, especially when buying expensive items such as appliances and home furnishings. Choose two different styles or brands of the identified home furnishings for price comparisons and answer the following questions. Use local department stores, building centers, the internet, and/or company sale bulletins as sources of information. Remember that this method of comparative shopping is useful for all types of shopping.

Wall treatments

Think of a room in your house or in a friend’s house. Or you can choose a room you’ve seen in a magazine or on TV or one you’ve dreamed about. Decide on new wall treatments for the room. Find two possible wall treatments and complete the information below.

Item 1 description: ______________________________________________________

____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________

Information source (store, internet, etc): _________________________________

____________________________________________________________________
____________________________________________________________________

Cost: __________________________

Coverage: _______________________

Expected lasting quality: ________________

Other noted features: ______________________________________________________

____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
Item 2 description: _____________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Information source (store, internet, etc): ________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Cost: ______________________________________________________________

Coverage: __________________________________________________________

Expected lasting quality: _____________________________________________

Other noted features: ________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Which of the treatment would you choose? Why? Give specific reasons based on your comparative shopping.
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Floor treatments

Think of a room in your house or in a friend’s house. Or you can choose a room you’ve seen in a magazine or on TV or one you’ve dreamed about. Decide on new floor treatments for the room. Find two possible floor treatments and complete the information below.

**Item 1 description:** ________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
Information source (store, internet, etc): ______________________________________
_______________________________________________________________________
_______________________________________________________________________
Cost: ___________________________________________________________________
Coverage: __________________________________________________________________
Expected lasting quality: __________________________________________________________________
Other noted features: __________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________

**Item 2 description:** ________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
Information source (store, internet, etc): ______________________________________
_______________________________________________________________________
_______________________________________________________________________
Cost: ___________________________________________________________________
Coverage: __________________________________________________________________
Which of the treatment would you choose? Why? Give specific reasons based on your comparative shopping.

Window treatments

Think of a room in your house or in a friend’s house. Or you can choose a room you’ve seen in a magazine or on TV or one you’ve dreamed about. Decide on new window treatments for the room. Find two possible window treatments and complete the information below.

**Item 1 description:** __________________________________________________________

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________

________________________________________________________________________

Information source (store, internet, etc): _______________________________________

________________________________________________________________________

________________________________________________________________________

Cost: __________________________________________________________

Coverage : __________________________________________________________
Expected lasting quality: _____________________________________________
Other noted features: _____________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________

Item 2 description: ________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________

Information source (store, internet, etc): ______________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________

Cost: __________________________
Coverage: _____________________
Expected lasting quality: ___________________________________________
Other noted features: _______________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________

Which of the treatment would you choose? Why? Give specific reasons based on your comparative shopping.
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
Ceiling treatments

Think of a room in your house or in a friend's house. Or you can choose a room you've seen in a magazine or on TV or one you've dreamed about. Decide on new ceiling treatments for the room. Find two possible ceiling treatments and complete the information below.

**Item 1 description:**

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

Information source (store, internet, etc):

________________________________________________________________________
________________________________________________________________________

Cost:

Coverage:

Expected lasting quality:

Other noted features:

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________

**Item 2 description:**

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Information source (store, internet, etc): ______________________________________

____________________________________

Cost: ______________________________________________________________

Coverage: __________________________________________________________

Expected lasting quality: _____________________________________________

Other noted features: ________________________________________________

____________________________________

Which of the treatment would you choose? Why? Give specific reasons based on your comparative shopping.

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________

____________________________________________________________________
Our ethical values are put on the line many times, sometimes on a day-to-day basis, because of our fear of failure or of being fired or feeling disloyal. How would you handle the following situations? Be honest! After you have completed the activity, discuss your responses with the class.

1. You have just found out that you are not being paid as much as a fellow worker who was hired at the same time and with your same qualifications.________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   ______________________________________________

2. You were fired from your last job for being late too many times. You have learned your lesson and realize that punctuality is essential for job success. Would you leave the information off your job application? ________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   ______________________________________________

3. A friend is causing productivity problems in your unit because of an alcohol/drug abuse problem. What do you do? _________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   ______________________________________________
4. Your boss tells you to alter a financial report. __________________________________
   __________________________________
   __________________________________
   __________________________________
   __________________________________

5. Your supervisor gives you credit for work on a report that was done by a co-worker in your department. __________________________________
   __________________________________
   __________________________________
   __________________________________
   __________________________________

6. List below the things you would NOT do, even at the risk of being fired. __________
   __________________________________
   __________________________________
   __________________________________
   __________________________________
   __________________________________
At one time or another all people are faced with distressing events, often without warning. For example, a boy may find that his girlfriend is dating someone else, or parents may be told that their child has a serious injury. Weathering an unpleasant, or traumatic happening, usually calls for a solution that is new in relation to previous experiences. It may be that the person facing the situation needs to concentrate on a hobby or on something else that is fun. In some cases, professional help may be required. The need for professional help should not be taken as a sign of weakness. There are many agencies, such as regional guidance centers, that can provide this help.

Remember, a situation that may seem unimportant to everyone else can be viewed as a crisis by the person involved. No matter how trivial the situation is, it is a crisis to the person involved if that is the way he or she perceives it.

Read each of the situations below and complete the activities that follow. Then discuss your responses with a small group or with the entire class. If you are comfortable doing it, share a personal crisis experience. Discuss how you handled the crisis. Decide if you would have handled it differently today.

1. Bill is a laid-back person who has lots of friends. He is considered well-rounded and is a good athlete who plays both basketball and football. He has been dating Janet for about six months. He has told Janet many times how much she means to him. He has even tried to give her a ring. Janet likes Bill, but she has never made any promises to him, and she would not accept his ring.

When Janet told Bill she no longer wanted to date him, he was very upset. He started to feel sorry for himself. Now all he ever does is sit at home and watch television.

What suggestions can you make to help Bill cope with this situation?
2. Carman is a very responsible person. She works full-time during the summer and part-time during the school year. The restaurant where she works is one of the nicest in town so she makes good money in tips. She has convinced her parents that she can save some of her money for college and still make payments on a car. Her parents gave her permission to buy a car but told her they would not be able to give her any money for it. After careful deliberation and shopping around, she found and bought a car she could afford.

Yesterday when Carman was leaving work, her boss told her the restaurant was closing. A developer had purchased it, and the land was going to be used for a shopping mall. Carman is very depressed because she has no job and is afraid she will lose her car.

What suggestions can you make to help Carman cope with this situation?

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

3. Read and compare the responses to the following two situations.

Situation 1

It came as a surprise to Sean Anderson, a 38-year-old engineer, when his boss told him he was to be let go because there wasn’t enough work for six engineers. Since Sean was the last engineer to be hired, he was the one to go. Sean understood the situation, but was still very upset. He considered himself a loser. He didn’t know what to do because his family depended on his income especially since they just moved into a bigger house with a higher payment.

Half-heartedly, he made a few random phone calls and wrote a few letters. He applied for jobs for which he wasn’t qualified and became more and more discouraged when he was continually turned down. He finally stopped trying and moped around the house. He felt he was too qualified to settle for a get-by job.
Situation 2

Emmett Covington was an engineer in his early forties. He was given a two weeks notice because the company he worked for was closing. He was stunned. It was only normal for him to feel uncertain and anxious about his future. But after a few days, he realized he had to get control of the situation because he had a responsibility to his family.

Emmett made careful plans. After inquiring among colleagues and friends and reading professional journals, he systematically lined up leads. He updated his résumé and carefully maintained his appearance. He actively pursued all prospects. He also took a part-time job while he looked.

Which person do you feel handled their crisis with the most success? Explain your answer.
Adolescents and young adults are often faced with the challenge of resisting peer pressure. In order to effectively deal with the challenge, you should establish a positive self-image, have clear goals, strive for the attainment of your goals, and develop personal opinions on issues you might face. When faced with a situation where peer pressure is a factor, you can resist by responding in several different ways. One response is to leave the situation; another is to suggest an acceptable behavior to replace the unacceptable one. A third way, and the one that usually is the hardest to take, is to stand up to the pressure and go against it.

Read each of the situations below. Choose the strategy you would take by circling the letter of that response. Explain your choice in the space provided. Then discuss your responses with a small group or with the entire class. If you are comfortable doing it, share a personal experience involving peer pressure. Discuss the choice you made.

1. Amy and Elaine were invited to a party after a football game. When they arrived they discovered that most of the people were drinking alcoholic drinks. Both Amy and Elaine are under the legal drinking age. Elaine encouraged Amy to have a drink. What do you think Amy should do?
   a. Leave the party
   b. Refuse the drink
   c. Suggest another behavior

Explain why you made the choice. __________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________
_______________________________________________________________________

Peer Pressure
2. Chris and his friends were hanging out at the mall on Friday night. Chris’s friends urged him to go to the music store and shoplift a CD. What do you think Chris should do?
   a. Leave the mall
   b. Refuse to shoplift
   c. Suggest another behavior

Explain why you made the choice.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

3. Tony, Marcia, Janey, and Raymond were studying together for their English final exam. After attempting to get the characters from Shakespeare’s plays straight, Janey suggested they make cheat sheets to take to class instead of wasting any more time studying. Tony and Marcia agreed wholeheartedly, and all three urged Raymond to agree. What do you think Raymond should do?
   a. Stop studying with the group
   b. Refuse to cheat
   c. Suggest another behavior

Explain why you made the choice.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
4. Jimmy’s parents were out of town for the weekend. His friends wanted to go to an all-night beer party in a neighboring town. They urged Jimmy to allow them to stay at his house after the party and cover for them if their parents called to check on them. What do you think Jimmy should do?

a. Make up an excuse about why they can’t stay
b. Tell them no
c. Suggest another behavior

Explain why you made the choice.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
5. On Halloween night, Kelly and her friends were planning to rent videos of horror movies and eat popcorn. As the night progressed, her friends urged her to go with them to throw eggs on the principal's car. What do you think Kelly should do?
   a. Go home
   b. Tell them no
   c. Suggest another behavior

Explain why you made the choice. __________________________________________
   ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
   ________________________________________________________________
Handling finances is an important responsibility. Credit cards and loans are often easy to get, but harder to pay off. Sometimes people make decisions or have things happen that cause them to get into debt so deeply they can’t get out without help. The Federal Bankruptcy Act, which dates back to 1898, gives a fresh start to individuals or corporations who are over their heads in debt. Chapter 13, added to the original act in 1938, is a court supervised way to pay creditors. Other changes or additions have been made to the Bankruptcy Act since Chapter 13 was added.

People should remember that bankruptcy is not an easy way out. There are fees to be paid, and it is sometimes difficult to get credit after bankruptcy. Thoughtful planning and decision-making can sometimes keep you from getting too far in debt.

Read the situations below and answer the questions that follow. Discuss your responses with the class or with a small group of students.

**Situation 1**
Bill and Freida Jones work at a manufacturing company. Their hourly wages are a couple of dollars above minimum wage. They both enjoy the work, but will admit that at the end of a day they are pretty tired. There are days when they are under pressure to meet certain demands. They have one child and would like to have another soon. They have applied for a loan from the company’s credit union. They have so many debts that it required more than one page to list them. They owe for two cars, their mobile home, credit card accounts, and most of their furniture and appliances.

1. Should this couple be trying to borrow money? Explain your answer.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
2. What might be happening to part of their income? Are there financial problems ahead for this couple? Explain your answer.

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

3. What recommendations would you make to Bill and Freida if they are to avoid bankruptcy? Be specific.

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________
Situation 2

Ben Adams is single and only has to provide for himself. He recently got a good job that doubled his yearly salary. He had never been able to spend within his income, but he knew it would be different now. Soon Ben finds himself in the same situation as before. He is heavily in debt, owing about $3000.00 for furniture, $20,000.00 for her new car, and about $3000.00 on his many credit cards. He has just enough money to make all the payments.

1. What recommendation would you make to Ben to prevent him from having to declare bankruptcy?

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

2. Do you think Ben is very responsible with his spending? Explain.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Child Abuse

Child abuse is a major problem, but what can you do about it? How can you tell if a child is abused? Why would parents hurt their own children? A victim of child abuse may exhibit unusual behavior such as aggression, withdrawal, or a reluctance to go home. Less noticeable are the psychological signs such as a seeming lack of emotion or low self-esteem.

Most cases of child abuse are committed by a parent, but many children are abused by a relative or caregiver. The causes of child abuse include:

- Emotional immaturity of parent
- Inability to accept parenthood
- Unrealistic expectations
- Abuse during abuser’s own childhood
- Substance abuse
- Stress
- Distorted sense of discipline
- Mental instability

Distinguish among different types of child abuse. Write a **P** in the blanks after examples of physical abuse, and **E** before examples of emotional abuse, and an **S** before examples of sexual abuse.

1. Mike is a six-year-old who is very thin and is not dressed appropriately for the weather. On the coldest days Mike wears jeans and a very light T-shirt; often he wears the same clothes for days on end. When the teacher questioned him regarding his nutritional intake, she found that Mike had lunch at school and ate what he could find for supper.

   ________________________________________________________________

2. Patricia is eighteen years old and has always done very well in school. Her younger sister does not have the same ability. Their parents have always told the younger sister how stupid she is and how, if she thought anything about them, she would try harder at school.

   ________________________________________________________________

3. Lisa wears sunglasses to school. One day while in the restroom, Lisa takes off her glasses to wash her face. You notice that she has two black eyes.

   ________________
4. When John bumped the grocery cart into a store display, his mother told him he had always been stupid and clumsy and wished he would watch where he was going.

5. Your friend Mary has confided in you that her uncle is babysitting while her parents are gone. She tells you that her uncle wants to watch her take off her clothes and also wants to bathe her. She feels very uncomfortable about this since she is twelve years old.

6. Young Adventures film company uses children as actors in pornographic films.

Child abuse is a major problem, but what can you do about it? Victims and abusers need help, but what kind? In this section you are asked to respond to several situations concerning abuse. Remember many states have laws regarding the reporting of suspected child abuse. Use the internet, library or media centers, or other sources of information to learn more about child abuse. Be sure to learn what the laws are in your state.

1. List some interesting things you learned about child abuse. __________________________

2. What are the laws about reporting child abuse? __________________________
3. What would you do if you suspect a child is being abused?
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

4. What would you do if you were a parent and suspected that your child was being abused at a day-care center?
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

5. What would you do if you felt yourself losing your temper and about to hit your child?
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________


Case Studies

Read each case study and write suggestions for care of each client. If you need more information, use the library, internet, resource center, or another resource source.

Case Study 1

You have been caring for Mr. Barber on a routine basis over the past year. Mr. Barber has been able to provide much of his own grooming and general care and maintains his independence when possible. Recently you have noticed that when you remind him to wash his face and hands he may wash his arm instead. You have been taking control and washing his face and hands for him. It seems that many activities Mr. Barber was able to do on his own before are no longer accomplished.

What steps could you take to ease the stress on you and still promote Mr. Barber’s involvement in his personal care?

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Case Study 2

Mrs. Santiago is one of your favorite clients. You have cared for her over the past several years and have watched her memory loss progress. She has begun to hide items, and each time you return to care for her she accuses you of stealing things. You usually find the “stolen” articles hidden in a closet, under the bed, or inside a suitcase hidden in the broom closet. Mrs. Santiago often tells her niece and younger brother that you are stealing her valuables. You are concerned that Mrs. Santiago’s relatives will believe her and request that you not return to work.

What can you do to help safeguard your own reputation while meeting the needs of the client and the client’s family?

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Case Study 3

Miss Benson, who is eighty-eight, has lived in your neighborhood for many years. She lives alone and can usually manage during the day with someone to check on her, but you have recently accepted the job to spend evenings and weekends with her when family cannot be there. During the time you spend together, Miss Benson often talks about her visits to relatives in other states, an incident at work last week, or spending “five whole dollars” on a new dress for the holidays.

Miss Benson speaks of these events as though they happened last week, yet it is apparent that she is talking about incidents that happened long ago. After all, she hasn’t been out of her home except to see the doctor or visit her family in several years, she hasn’t worked in over thirty years, and very few dresses can be bought for five dollars today.

While Miss Benson enjoys talking about her memories, she should also do things that will help her think about tomorrow and keep active.

What can you do to help Miss Benson enjoy life to the best of her ability?

________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
________________________________________________________________________
Read the following and complete the activities. Be ready to discuss your responses with a group of students or with the class.

**Situation 1**

John and Annette have been married for two years. John works part-time and takes three courses at a junior college. Annette has been working at her full-time job for three years. She is very happy with her job. Both have definite goals for their lives. His immediate goal is to finish his school work and get a job that will help them buy a house. However, these plans are suddenly put on hold when they find out Annette is pregnant. She has a health problem that necessitates she stay home during the pregnancy. John plans to continue his classes and find a full-time job to help with finances.

Suddenly Annette is stuck home all day and has few outside contacts. She is depressed and finds herself eating too much and quickly gaining weight. John is either working, in class, or studying and is usually very tired. He is irritable and has been verbally abusive to Annette. He gets impatient hearing about babies, pregnancy, and how Annette feels. Financially they are in a real bind. Since Annette had to quit her job, there is no health insurance to cover medical expenses. Even though it has caused major changes in her life, Annette is excited about having a baby. She wishes John felt the same way. She has noticed that John has been making excuses to spend time away from home, usually with his drinking buddies. His drinking has increased dramatically. She doesn’t want to talk to him about his drinking for fear of making him angry.

Although they have a good marriage, their relationship is very strained.

**Situation 2**

Karen, a senior at Bigfork High School, is enrolled in a class that requires her to have a part-time job. Karen works in a women’s clothing store, hoping to learn fashion merchandising. She wants to own a clothing store someday. She is a cheerleader and has to be at all the games to cheer with the squad. She also has to make time for cheerleading practice and school work.

Karen’s father dies suddenly, and her family begins to rely more on the income from her job. At work, one of the employees is doing a poor job of marking the merchandise and stocking the shelves. When Karen is blamed for it, she tries to explain to her boss that she didn’t stock that order, but she’s not certain she believed her. Money has been disappearing from the cash register, and all part-time employees are under suspicion. Knowing that she isn’t guilty, she tries to do each task promptly. She always looks for more to do and never just stands around visiting.
Unfortunately, all the pressures are starting to get to her. She has already lost ten pounds and has no appetite. She cries easily and often, sometimes for almost no reason. A couple of times after games, her friends have tried to pressure her into relaxing by using drugs. So far she has refused, but it is getting harder and harder for her to cope with the pressures and problems.

Choose one of the people (Annette, John, and Becky) you just read about and answer the questions about only that person. You may use the internet, library or resource center, or other resources if you need additional information.

1. Name of person ______________________________________________________

2. What goals has this person set?________________________________________
   ___________________________________________________________________

3. Is the person facing positive or negative stress, or both? Explain the stressors.
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

4. Describe the stress this person is experiencing.___________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

5. Does the person have a problem that could be helped with time management skills? Explain. ________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
107—Managing Stress (continued)

6. What positive or negative ways of coping is the person using? ____________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________

7. What else might help the person? Remember, the earlier a person seeks help, the easier
   is the recovery. _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________

8. What agency might be able to help the person? ________________________________
   _____________________________________________________________________
   _____________________________________________________________________

9. Predict what you think will happen to the person during the next year.
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
   _____________________________________________________________________
Cindy worked at Green’s Grocery store twenty hours a week. She was frequently late and did not notify her immediate supervisor if she was going to be late or absent. Her attitude was bad when she was on the job. She was rude to customers and stood around doing nothing when there was no one to check out.

Mr. Doodles, the manager of the store, was really angry with her, but he didn’t want to fire her because he might have to pay unemployment. He decided to create a work climate for Cindy that would be so uncomfortable it would cause her to quit. He told her immediate supervisor about the idea, and she agreed to go along with it. They gave Cindy the worst shift and the most difficult and disgusting jobs to do. When Cindy complained, she was told she could take it or leave. Cindy soon quit.

What ethical issues are involved here for:

Cindy ________________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________

Her supervisor ________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________

Mr. Doodles ___________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
____________________________________________________________________
What would you have done if you were:

Cindy ________________________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________

Her supervisor _________________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________

Mr. Doodles ___________________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________
__________________________________________________________________
Case Studies 2

Everyday business people encounter situations that require decisions to be made. A good manager or team leader knows when immediate decisions are necessary. To do this deciding, good managers or team leaders know they need to collect data as well as really listen to other people. In this assignment you are given a case study that presents a situation that might arise in a business. After you read the case study and answered the questions that follow, discuss your thoughts and responses with a small group of students or with the class.

Case Study

As soon as he returned from lunch one day, Mr. Barber, manager of the Barber Supply Company, called his chief account and said, “Say Amy, come right up to my office. Heard about a fine new system that ought to save us lots of money in accounting department salaries. We’re going to try it.”

When Amy got to Mr. Barber’s office, he said, “Now sit down and let me tell you what we’re going to do. We’re going to eliminate pennies from all our accounting records. Whole-dollar accounting, they call it. Saves writing or inputting millions of digits a year. A person at lunch today talked about it. Lots of companies are doing it. You can make income tax reports without pennies, so why not use it for our own records. Well, Amy, what do you think?”

“I’ve heard of the system,” answered Amy confidently. “In fact, I’ve done quite a bit of reading about it. I’ve talked to some of the members of the accounting group I belong to who have actually used the system. It takes some planning to revise an accounting system, and I wanted to learn more before . . .”

“Planning? Learn more? That’s the trouble with accountants; they never take a chance. Why, the only way to do this is to start doing it. After all it’s so simple that any third-grader could do it. Just round the dollars—drop 49 cents and under, raise 50 cents and over to the next dollar. That’s all there is to it,” answered Mr. Barber.

“But Mr. Barber,” explained Amy, “clerks will have to know what to do with various accounts. At what point should the variance be handled, when will we raise or lower the amount. And more important, if we’re thinking of adopting the system, how will the accounting personnel accept it?”

“How will accounting personnel accept it?” shouted Mr. Barber, growing purple in the face. “Your temperamental accounting people just better accept it if I tell them to. Furthermore . . .”

Just then Mr. Barber’s secretary came in and said, “Sorry to disturb you, but Ms. Jackson of J-B Supply Company is on the phone.”
Mr. Barber picked up the phone, “Hello, Samantha. . . .Yes, I did enjoy the lunch. I’ve just been talking to my chief account about that fine new system. . . .Oh, you do? . . . For the last three years . . . Oh, you have alot of literature about it that you think I might like to read and pass along to the accounting people. . . .You what? Had meetings and ran tests before you even made any plans . . . Got good suggestions from the employees after you overcame their resistance to change . . . Several approaches you can take . . . Oh, you had your chief accountant and some of his supervisors visit some offices using the system. Yes, our chief accountant is here now. I’m sure he’d be interested in talking to your people. Thanks for calling, Samantha. Guess I got carried away by the speaker’s enthusiasm. I thought it would be easy, but it’s more complicated than I thought.”

Mr. Barber sat, staring at the phone for several minutes before speaking. Finally he turned to Amy and said, “Well, I guess you figured out what that was about. She called to see if she could be of help. It seems that several years ago, she tried to install a new record-keeping system using what she called the divine authority method. The new system failed miserably. So with this accounting system, she tried a new method and had good results. So go over there and take some of your supervisors. Let’s get together again in two weeks and talk about our next step.”

Answer the following questions. After you have finished, discuss your answers with a group of students or with the class.

1. When their conversation started, what was the difference between Mr. Barber’s and Amy’s approach to introducing the new system?

2. What was Mr. Barber’s reaction to Amy’s suggestions?
3. How did Mr. Barber feel about the accounting personnel? __________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

4. In your opinion, what was Mr. Barber’s attitude toward employees in general? Why?
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

5. What was Mr. Barber’s reaction to his conversation with Ms. Jackson? ____________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

6. Do you think Mr. Barber learned anything from this experience? Why or why not?
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
Problem-solving Process

Good management practices are preventive because proper actions and attitudes on the part of both managers and employees will reduce the need for disciplinary measures. Two of the most important actions that should be taken are listening to what is being said and developing a feeling of ownership, cooperation, and teamwork. Other actions include providing training opportunities; being present when you should be; acting honestly and fairly; developing and using communication skills; working with causes, not just symptoms or effects; and looking for signs of discontent.

Workplace interviews are designed to provide managers and team leaders with the opportunity to meet with employees to privately discuss business matters. The manager and the employee work together to come up with a solution to the problem.

Case Study

Maria Sanchez has been the manager of the produce department of a grocery wholesale company for six months. When Maria took the job, she inherited five employees. Each of these employees is 35–55 years old and married. They rarely attend parties or other social functions and are confirmed nondrinkers. All five had been with the company for more than ten years when, two months ago, Joan submitted her resignation.

Joan’s replacement, 23-year-old Christine Garvery, was selected by Maria and started working three days after Joan left. Christine has a Bachelor’s of Business Administration degree; her abilities far exceed those of her four co-workers. Because of her abilities, education, and excellent work habits, she is being considered for a management trainee position with the firm.

Christine is young, single, drinks socially, and enjoys attending social functions and parties. She has been seen in local night spots and has even tried to set up office pools for the university’s football games. The other four employees have been critical of her stylish clothes and her lifestyle.

Three weeks ago the other four employees decided to make life miserable for Christine by subjecting her to the silent treatment. That is, they refused to speak to her at all—even on matters of business. Maria considered this behavior inappropriate, unprofessional, and totally out-of-line, not to mention extremely childish. She decided to call the four employees into her office to discuss the situation and to listen to their explanations and reasons.

After listening to them, she pointed out that Christine was an excellent, hard-working employee. She asked them to accept her as a regular staff member and treat her appropriately. They promised to think it over and consult with her again the next day.
First thing the next morning the four employees marched into her office and closed the door behind them. The employee with the longest company service announced, “We have thought over the current situation and your request that we accept the new employee. We think so little of her that we won’t even call her by name. We have decided that either she goes by noon tomorrow, or we will all quit.”

As soon as he finished speaking, all four employees turned and marched out of the office, giving Maria no chance to respond to the ultimatum.

Use the following problem-solving procedure to find the best response to the situation. After you have finished, discuss your answers with a group of students or with the class.

1. Identify the real problem.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

2. Gather information.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

___________________________________________________________________
3. List possible solutions.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

4. Evaluate probable results of each solution.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

5. Decide on the best solution. Explain the decision and how you arrived at it.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
110—Problem-solving Process (continued)
Managers, team leaders, and employees make many decisions during the course of a normal working day. Read the case study. Use the problem-solving process to decide how you would react if you were actually part of the situation. Be prepared to discuss and justify your responses in class or in small-group discussions.

Case Study

Terry Smith has worked as a front-end cashier in a department store for about one year. He knows that the company plans to open several branch stores soon, and he wants to be considered for promotion to front-end supervisor in one of the new stores. One day his supervisor, Marinda Valdez, told Terry that she was planning to go on vacation. She asked him to assume full responsibility for the front end while she was gone. Terry readily agreed, and the store manager approved Terry as acting front-end manager.

While working as front-end manager, Terry frequently was required to consult a bad-check list and to approve only those checks that met store policy: completely filled out in ink, written on a bank less than 50 miles from the store, written for the amount of purchase only, and accompanied by two forms of identification.

Terry felt that this approval practice took too much time and, therefore, began to approve all checks that were presented by customers without checking any standards. He reasoned that the cashiers were ultimately responsible for the handling of all checks and money so the cashier would, no doubt, check all information required to cash a check.

Upon arrival back at work, the full-time front-end supervisor was approached by the store manager and told that the store was experiencing an unusually high number of returned checks.

Use the following problem-solving procedure to find the best response to the situation. After you have finished, discuss your answers with a group of students or with the class.

1. Identify the real problem.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

Use the following problem-solving procedure to find the best response to the situation. After you have finished, discuss your answers with a group of students or with the class.

1. Identify the real problem.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

2. Gather information.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

3. List possible solutions.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

4. Evaluate probable results of each solution.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

111—Problem-solving Process 2 (continued)
5. Decide on the best solution. Explain the decision and how you arrived at it.
111—Problem-solving Process 2 (continued)

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Internal theft accounts for a large percentage of all retail store losses every year. In fact, employees steal billions of dollars in both merchandise and money from their employers’ places of business annually. Stopping internal theft is a problem that must be dealt with by both employers and employees.

**Case Study**

You have seven full-time and three part-time sales clerks who use four cash registers located in various departments of the store. Each register will allow eight people to ring up sales by using a separate key. Each register has only one cash drawer. You are the assistant store manager and do not have an assigned key or register. Whenever you or the store manager make a sale, it is rung up on someone else’s key—usually the one assigned to the department manager.

Three registers have been coming up short for the last three months. You have held store meetings concerning the proper handling of cash register procedures. All employees satisfactorily performed the tasks after the training sessions. You have checked the cash drawers at various times throughout the day. You have checked vacation time taken, the work schedule, and personnel records to determine which employees might be taking the money. These procedures have led you to believe that two of the full-time and all three part-time employees bear watching. Morale has dropped because all the employees know that you and the manager suspect someone of stealing.

Currently everyone uses all registers. Full-time sales clerks are assigned key numbers 1–7, and all three part-time employees use key 8. One part-time employee works 10:00 A.M.–4:00 P.M. Wednesday through Saturday; one works 2:00–8:00 P.M. Monday, Wednesday, and Friday; and one works 2:00–8:00 P.M. Tuesday, Thursday, and Saturday.

Since the shortage has been totally $50–$200 per week from all registers, you have been directed by the store manager to find and get rid of the thief.

Use the following problem-solving procedure to find the best response to the situation. After you have finished, discuss your answers with a group of students or with the class.

1. **Identify the real problem.**

   _____________________________________________________________
   _____________________________________________________________
   _____________________________________________________________
   _____________________________________________________________
   _____________________________________________________________
   _____________________________________________________________
2. Gather information.

3. List possible solutions.
4. Evaluate probable results of each solution.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

5. Decide on the best solution. Explain the decision and how you arrived at it.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Employers, managers, team leaders, and employees are faced with problems every day. Everyone must be able to identify problems and work through them to effective solutions. There is no guarantee that the decision made will always be right; however, these people are less likely to make impulsive, snap judgments if they use an established decision-making, problem-solving process. You may complete this assignment individually or as part of a team.

**Case Study**

Your best salesperson, who is also the person next in line for management training, has become consistently tardy. About two weeks ago you visited with the employee, and she explained that she was having trouble trying to get everything done each morning before coming to work. She lost her husband recently and now that school has started, it is increasingly difficult for her to get to work on time. Although she is to report to work at 7:30 A.M., she is generally 15–20 minutes late each morning. Although she has been frequently tardy, she is a hard worker; her total work performance far exceeds all other employees.

Last Tuesday, the freight truck arrived with an extra large shipment for your store. Your problem employee was 45 minutes late. This meant that the truck driver and the other employees had to work feverishly to get the truck unloaded before customers began to enter the store. Her explanation this time was that her younger child was ill with the flu all night, and she was late getting around that morning.

Although she faces real personal/family problems and has been able to explain the causes of her tardiness, the other employees think that she is receiving preferential treatment. Tension within the work group has continued to build since the truck unloading problem.

Use the following problem-solving procedure to find the best response to the situation. After you have finished, discuss your answers with a group of students or with the class.

1. Identify the real problem.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
2. Gather information.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

3. List possible solutions.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
113—Problem-solving Process 4 (continued)

4. Evaluate probable results of each solution.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

5. Decide on the best solution. Explain the decision and how you arrived at it.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
Every business day, managers and employees are faced with communication and human relations problems. Many of these are caused because of a lack of understanding of the company’s organizational structure. It is important that managers, team leaders, and employees understand the organization of the company.

Case Study

Doug Redeagle has been working part-time in a large department store for three months. He is assigned to the camera department. His job description includes selling merchandise, stocking, housekeeping, and maintaining inventory control. Susan Davidson is the buyer and supervisor for the camera department. Ms. Davidson keeps Doug busy during his hours on the job. However, with the Christmas season nearing, it seems that everyone else is finding additional things for him to do.

For example, while making a run to the stockroom earlier this week, Doug was stopped by the stockroom manager who kept him busy for more than an hour. Doug did not mind unpacking merchandise for the stockroom, but he had not finished his officially-assigned, camera department jobs. On top of that, the jewelry department manager asked Doug to price some merchandise. It took over an hour to complete the jewelry pricing. All the extra requests are making it difficult for Doug to complete his camera department responsibilities.

Doug is a good worker. He knows that his primary responsibility is to the camera department and Ms. Davidson, but it is difficult for a part-time employee to say no to a request from a manager.

Use the following problem-solving procedure to find the best response to the situation. After you have finished, discuss your answers with a group of students or with the class.

1. Identify the real problem.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

___________________________________________________________________

___________________________________________________________________

___________________________________________________________________
2. Gather information.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

3. List possible solutions.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

4. Evaluate probable results of each solution.

___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________
___________________________________________________________________

114—Problem-solving Process 5 (continued)
5. Decide on the best solution. Explain the decision and how you arrived at it.
Activity 9
1. Atlantic
2. France
3. Seine
4. Paris
5. Italy
6. Alps
7. Mediterranean
8. Sinai
9. Indian
10. Hawaii
11. Pacific
12. Golden
13. San Francisco

Activity 10
1. cacti or cactuses
2. conductor
3. labor, toil
4. noun
5. 4
6. a tricky device or stunt
7. metal
8. noun, verb
9. 4
10. data
11. yurt—modern adaptation of the shelter used by Central Asian nomads for centuries

Activity 11
1. a. Pacific  
   b. Mountain  
   c. Central  
   d. Eastern
2. 12 AM (Midnight); No; It is probably too late. He could be in bed.
3. 5 AM; 7 AM.
4. 11 AM; 12 PM (Noon)
Activity 17

1. 1750 Pitkin Lane; 236-4578
2. 64 Sixteenth Avenue; 333-5688
3. 418 Miller Avenue; 498-3678
4. 94 Bay Place; 457-0987
5. 524 Fifty-sixth Street; 335-0974
6. 1722 Union Boulevard; 788-4755
7. 172 West First Street; 224-9846
8. 175 Troy Street; 222-3458
9. 124 East Thirty-third Street; 940-8763
10. 2809 Wyckoff Circle; 875-9043

Use a current directory or the internet to check Area Codes.

Activity 25

Part 1

1. Yes both provide the basic needs of privacy, shelter, and security.
2. Apartment A provides added extra wants such as an extra bedroom, dishwasher, washer/dryer, and poolside location that are not really needs.
3. $125.00
4. Apartment A—$7,200.00
   Apartment A—$5,700.00

Activity 30

1. $850.00
2. the first day of the month
3. The renter will be charged a ten percent penalty.
4. $500.00
5. Yes, if the apartment is left in good condition at the end of the lease period of 12 months.
6. in the event of an emergency
7. No pets are allowed.
8. the renter
9. twelve months after the signing date
10. 30 day
11. $2200.00

**Activity 31**

1. Luxury 1-bedroom townhouse, 1 bathroom, fireplace, washer/dryer. Rent $820.00 a month plus utilities. References required. Shown by appointment only. Phone 555-5555.

2. Rural 4-bedroom, 2-car garage house. Available to rent on January 15. Central air conditioning, ceiling fan, fireplace, appliances included. Rent $1000.00 a month plus utilities and a deposit. References required. Call 555-0000 after 6 P.M.

3. 2-bedroom, 1½ bathroom apartment. Furnished. Available to rent on March 1. Rent $850.00 a month plus a deposit. Apartment located at 11111 West 1st Street. Call 555-1111.

4. Must sell beautiful 2,000 square foot home. 4-bedroom, 3 bathrooms, 2-car garage, fireplace, central air conditioning, appliances included. Asking price $150,000. Listed with Ford Realty, phone 555-5555.

5. Lovely home with new inground swimming pool. 1,900 square foot home with 4-bedroom, 2 bathrooms, 2-car garage. Located in the Southwoods school district. Shown by appointment only. Listed with Realty World, phone 555-0000.

**Activity 35**

1. cm, in
2. km, mi
3. dm, yd, ft
4. bd ft, cd ft, mm, gm, l, cc
5. cu ft

**Activity 36**

1. St.
2. Ave.
3. Blvd.
4. Rd.
5. Ln.
6. Dr.
7. Ct.
8. R.R.
9. RFD
10. Rt.
11. P.O. Box
### Activity 37

1. tsp or t
2. tbsp or T
3. pt
4. qt
5. gal
6. oz
7. lb
8. bu, pk, lb
9. doz
10. gr, doz

### Activity 38

<table>
<thead>
<tr>
<th>Day</th>
<th>Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mon.</td>
<td>Feb.</td>
</tr>
<tr>
<td>Tue.</td>
<td>Mar.</td>
</tr>
<tr>
<td>Wed.</td>
<td>Apr.</td>
</tr>
<tr>
<td>Thurs.</td>
<td>M.</td>
</tr>
<tr>
<td>Fri.</td>
<td>Je.</td>
</tr>
<tr>
<td>Sat.</td>
<td>Jl.</td>
</tr>
<tr>
<td></td>
<td>Aug.</td>
</tr>
<tr>
<td></td>
<td>Sep.</td>
</tr>
<tr>
<td></td>
<td>Oct.</td>
</tr>
<tr>
<td></td>
<td>Nov.</td>
</tr>
<tr>
<td></td>
<td>Dec.</td>
</tr>
</tbody>
</table>

1. December Dec.
5. February Feb.
6. November Nov.
7. Monday Mon., Tuesday Tues., Wednesday Wed., Thursday Thurs., Friday Fri.
8. September Sept.
9. March
10. April
11. May

**Activity 39**
1. stories, plays, poems, and essays
2. house, put up the walls, poured the concrete, and plastered
3. were, how you were, or when
4. material, thread, pins, needles, and patterns
5. Sara, Kim, Sandy, Peggy, and I
6. baseball, football, and basketball
7. custards, pies, cakes, and cookies
8. spark plugs, air filters, gasoline filters, and jumper cables
9. lumber, charcoal, creosote, turpentine, and rosin
10. tea, juice, lemonade, and punch

**Activity 40**
1. way, but
2. supplies, but
3. can, and
4. class, but
5. life, and
6. water, and
7. oil, and
8. mail, or
9. party, nor
10. types, and
11. circles, and
12. play, but

**Activity 41**
1. Well, I
2. No, I
3. Yes, I
4. So, I
5. Why, I
6. Also, I
7. Why, surely
8. Therefore, falcons
9. Yes, a
10. Well, I
Activity 42
1. brother, the thinker in our family, enrolled
2. Reunion, a big annual picnic, was
3. house, a large mansion, was
4. John, one of our scientific geniuses, blew
5. truck, one carrying 4 tons of gravel, tipped
6. Chisels, especially those carried on construction jobs, are
7. Fritz, a skilled welder, did
8. Tennis, a lively game, is
9. Rita, an extremely talented girl, won
10. Snorky, my little cocker spaniel, barked

Activity 43
1. mules, in my opinion, are
2. squirrels, for example, can
3. Math, I think, is
4. Summer, in my opinion, is
5. dad, of course, will
6. not, in fact, keep
7. grades, for example, will
8. father, on the other hand, is
9. girl, I am sure, likes
10. Dad, I believe, that

Activity 44
3. Street, Perry, Oklahoma
4. San Jose, California, 12, 1980
5. Austin, Texas, after
Answers (continued)

6. Road, Keota, Oklahoma, Street, Miami, Florida
7. Company, Schenectady, New York, to
8. Company, Street, Athol, Massachusetts
9. 7, 1907, Oklahoma
10. Guthrie, Oklahoma, was

Activity 45
1. Sis, 2. yours, 3. friend, 4. yours,
5. wishes, 6. Harry, 7. Alice, 8. Sincerely,
9. Sara, 10. Respectfully,

Activity 46
1. Smithson, M.D. 2. Davis, Ph.D., graduated
3. Criag, Sr., was 4. Watkins, Jr., was
5. Hammon, Sr. 6. Ferrara, M.D.
7. Crakenberry, Esq. 8. King, Jr., was

Activity 47
1. Bob, will 2. program, Janice, has
3. Nelson, may 4. telephone, Barbara
5. Linda, why 6. Anderson, the pictures were
7. remember, Patty, the 8. Mr. President, I
9. question, Anna 10. Teresa, please

Activity 48
1. During the thunderstorm, lightning
2. After a good night’s sleep, I
3. Because I enjoy shop, I
4. Although she likes candy, she
5. On a very clear day, the
6. If I were the principal, I
7. When the snow storm ended, we
8. At the age of ten, I
9. As the librarian looked over his records, he
10. Behind the enormous desk, six-foot

**Activity 49**

1. well
2. well
3. badly
4. bad
5. good
6. well
7. well
8. Bad
9. badly
10. bad

**Activity 50**

1. supposed
2. ask
3. prejudiced
4. scientists
5. asks
6. used; prejudices
7. supposed
8. scientists
9. Prejudice
10. supposed; used
11. throws
12. play, gets
13. provide
14. lined
15. papers

**Activity 51**

1. A
2. An
3. a
4. a
5. a
6. a
7. a
8. An
9. an
10. An

**Activity 52**

**Part 1**

1. hot, sudsy, the
2. hot, rinse, the
3. the, local, dishwasher
4. a, small, stiff, the, sticky
5. the, frozen, several
Answers (continued)

6. a, mixing, the, the, paint, smooth
7. Five, the, new
8. The, new, light, polyester
9. A, the, the, frozen
10. The, best, the, small, a
11. A, the, the, local, high
12. A, the, second, best
13. The, best, the
14. the, two, the, local
15. the, the, two, the, high
16. the, the, their, school, the, best
17. One, thirty-five, the, last, school
18. The, other, four, the, same, school
19. a, steady, consistent
20. The, four, school, the

Part 2
1. Five, new
2. The, five, new
3. the, class
4. a, good, an, excellent, a, good, an, excellent
5. The, tall, a, professional, football
6. six
7. a, leg, the, last
8. The, leg
9. long, involved, interesting, his, football]
10. His, the, interesting, some
Part 3
1. The, local, business, a, a, successful
2. an, after-dinner
3. his, the
4. his, best, high, school, their
5. seven
6. funny, his, many, long
7. his, the, local, the, local
8. The, appreciative, a, standing
9. The, local, business, a, gold
10. a, good

Activity 53

Part 1
1. doesn’t
2. themselves
3. given
4. himself
5. done
6. a lot
7. saw
8. all right
9. saw
10. brought
11. brought
12. seen
13. don’t
14. broken

Part 2
1. brought
2. doesn’t
3. himself
4. themselves
5. didn’t
6. seen
7. A lot; don’t
8. all right; themselves
9. eaten
10. saw; himself
Activity 54

Part 1
1. accept 10. among
2. accept 11. among
3. Except 12. Between
4. except 13. among
5. effect 14. into
6. affected 15. into
7. affect 16. in
8. effect 17. in
9. between 18. in

Part 2
1. have 6. there
2. have 7. They’re
3. have 8. they’re
4. their 9. their
5. there 10. their

Part 3
1. to 6. a
2. two 7. an
3. too 8. and
4. to 9. a
5. to 10. an

Part 4
1. It’s 6. it’s
2. its 7. its
3. it’s 8. its
4. It’s 9. it’s
5. its 10. it’s
## Answers

### Part 5
1. set
2. sits
3. sitting
4. set
5. sits
6. Let
7. let, sit
8. leave
9. let

### Part 6
1. lying
2. lay
3. lay
4. lie
5. lain
6. laid
7. lie
8. lie
9. laid
10. Lay

### Part 7
1. loose
2. raise
3. quit
4. quiet
5. lose
6. quite
7. rise
8. risen
9. Raise
10. rise

### Activity 55
1. anywheres; Dad can’t find his paintbrushes anywhere.
2. had; He ought to put them away after cleaning them.
3. at; Where will you be working when school is out.
4. before; I will be working before a crowd.
5. can’t; I can’t drive a nail straight.
6. behind; There is a switch behind that door.
7. from; Unload the lumber from the truck.
8. Because; Because you might fall, you ought not walk on the ledge.
9. That; That torch can cause you to be blind.
10. Correct
11. Correct
12. Now, Right now or Today; Today we can get money from the boss.
13. Everywhere; Everywhere we looked, we saw girls and boys cooking hamburgers.
14. held; We had no trouble finding where the cooking contest was held.
15. Correct
16. That; That girl will probably win this prize.
17. Correct
18. off; Take the pickles off my hamburger.
19. all fires; When the cookout was over, all fires were put out.
20. can hardly; We can hardly cause a forest fire.

Activity 56

Part 1
2, 3, 4, 6, 7, 9, 10, 11, 14, 18, 19

Part 3
1. After driving hundreds of miles.
2. Having finally made her selection.
3. Shopping for material.
4. Where we saw different types of fabric care labels.
5. When she warned the students of the fire.
6. In the hard dirt.
7. Before hanging the cabinets
8. Then to see our cousins.
9. Trying to learn a hobby.
10. The kind I like.

Activity 57

Part 1
1. houses. Every
2. criminals. They
3. clover. It
4. life. We
5. mountains. Smoke
Part 2
1. wall; everyone
2. door; the
3. separated; they
4. store; the
5. safety; we

Part 3
1. fascinating, but, or and
2. party, but, and, or yet
3. construction, and
4. do, and
5. call, but, and, or yet

Activity 58
Babies require a lot of care/their little tempers seem to flare when everything does not go their way/no matter how old they are, when their diapers are wet or messy, they become angry/if their food is too hot or too cold, they do not seem to be satisfied/bottles of milk have to be just the right temperature or they will reject them/sleep habits must be formed early, or baby will really be cross/some babies are irritable if they sleep too long or not long enough/blankets bother some babies; however, most like to cuddle and snuggle up to three blankets at a time/toys are, or should be, a baby’s favorite item, but some toys are thrown over the of the playpen by even the youngest little ones.

Babies require a lot of care. Their little tempers seem to flare when everything does not go their way. No matter how old they are, when their diapers are wet or messy, they become angry. If their food is too hot or too cold, they do not seem to be satisfied. Bottles of milk have to be just the right temperature or they will reject them. Sleep habits must be formed early, or Baby will really be cross. Some are irritable if they sleep too long or not long enough. Blankets bother some babies; however, most like to cuddle and snuggle up to three blankets at a time. Toys are, or should be, a baby’s favorite item, but some toys are thrown over the of the playpen by even the youngest little ones.
Answers (continued)

Activity 64

1. 50%  
2. 37 1/2%  
3. 25%  
4. 5%  
5. 6 2/3%  
6. 25%  
7. 50%  
8. 28 4/7%  
9. 20%  
10. 70%  
11. 50%  
12. 94%  
13. 12 1/2%  
14. 17%  
15. 20%; 80% is needed to tile the room

Activity 65

1. 900  
2. 140  
3. 50  
4. 22  
5. 320  
6. 230  
7. 275  
8. 400  
9. 48  
10. 3000  
11. 600 pounds  
12. 3700 quarts  
13. 1600 acres  
14. 650 board feet  
15. 40 games
Activity 66

1. 2.16
2. .9
3. 32
4. 50
5. 43.18
6. 17.6
7. 1.03
8. 57
9. 16.4
10. 11.41
11. 12
12. 1
13. $21
14. 600
15. 50
16. 15
17. 78
18. 16
19. 36
20. $73,269.49
21. 6 inches
22. 4
23. yes
24. 1020
25. 42

Activity 67

1. all students are present
2. 14%
3. 86, 86%
4. 25%, 5%
5. 94%
6. 6, 6%
7. 89%
8. 94%
9. 40%
10. 50%
11. 5%
12. 38%
13. 25%
14. 60%
15. 7%
Activity 68

1. 225%  6. 40%
2. 19.05%  7. 43.75%
3. 53 1/3%  8. 20%
4. 9.09%  9. 850%
5. 30%  10. 33 1/3

Activity 69

1. $9600.00
2. Food 14.4%
   House 18.93%
   Insurance 11%
   Car 8.47%
   Clothing 16%
   Savings 15.8%
   Miscellaneous 15.3%
3. Food 14%
   House 14.4%
   Insurance 10.93%
   Car 13.6%
   Clothing 15.73%
   Savings 18.93%
   Miscellaneous 12.4%
4. $35,750.00
Answers

Activity 70
1. $60; $1060.00  
2. $300; $2800.00  
3. $39; $429.00  
4. $44; $444.00  
5. $525; $10,525.00  
6. $2.50; $202.50  
7. $11.25; $511.25  
8. $396.00; $3996.00  
16. $87.75  
17. $752.50  
18. Amount financed = $250.00  
   Interest = $20.00  
   Total amount = $870.00  
19. Interest = $792.00  
   Total amount = $2992.00  
20. $3248
STATEMENT RECONCILIATION

THIS FORM IS PROVIDED TO HELP YOU BALANCE YOUR CHECKBOOK

PERIOD FROM 12/30 TO 1/30

STEP 1
Subtract the service charge shown on this statement from your current checkbook balance to arrive at your NEW CHECKBOOK BALANCE

STEP 2
Remember to record any preauthorized or automatic transactions in your register

STEP 3
Add any monthly interest paid to your balance on your register

STEP 4
Check off in your checkbook all checks and deposits shown on the statement. IN THE SPACE PROVIDED AT RIGHT, LIST ANY CHECKS OUTSTANDING.

STEP 5
Complete the following to balance this statement to your new checkbook balance:

| BANK BALANCE SHOWN ON THIS STATEMENT | $ 184.00 |
| ADD DEPOSITS NOT CREDITED (if any) | + 25.00 |
| SUBTOTAL | = 209.00 |
| SUBTRACT CHECKS OUTSTANDING (if any) | - 23.00 |
| TOTAL | = 186.00 |

<table>
<thead>
<tr>
<th>LIST CHECKS OUTSTANDING</th>
</tr>
</thead>
<tbody>
<tr>
<td>227</td>
</tr>
<tr>
<td>229</td>
</tr>
</tbody>
</table>

TOTAL
**Answers**

**Activity 73**
1. 36.7° C  
2. 100.6° F  
3. 37.9° C  
4. 103.1° F  
5. 36.0° C  
6. 99.1° F  
7. The resident with a temperature of 38.5° C (equivalent to a temperature of 101.3° F).  
8. Yes, the resident’s temperature has increased from 98.6° F (37.0° C) to 99.8° F.

**Activity 74**
1. 1.38 gallons  
2. 1.80 gallons

**Activity 75**

<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>60.00</td>
<td>7</td>
<td>60.00</td>
</tr>
<tr>
<td>2</td>
<td>60.00</td>
<td>8</td>
<td>605.00</td>
</tr>
<tr>
<td>3</td>
<td>120.00</td>
<td>9</td>
<td>10.00</td>
</tr>
<tr>
<td>4</td>
<td>200.00</td>
<td>10</td>
<td>30.00</td>
</tr>
<tr>
<td>5</td>
<td>120.00</td>
<td>11</td>
<td>50.00</td>
</tr>
<tr>
<td>6</td>
<td>225.00</td>
<td>12</td>
<td>70.00</td>
</tr>
<tr>
<td>13</td>
<td>80.00</td>
<td>14</td>
<td>120.00</td>
</tr>
<tr>
<td>15</td>
<td>50.00</td>
<td>16</td>
<td>410</td>
</tr>
<tr>
<td>17</td>
<td>12.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>12.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>50.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>34.2%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>1%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>10%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

23. Mason could cut back on flexible expenses such as recreation, eating out, groceries and miscellaneous expenses. He could also put less in savings, or give less contributions.

24. Either savings or flexible expenses should be checked.

25. Answers may include: eat out less often; buy less expensive groceries; use cents-off coupons or buy only necessary items; take advantage of free entertainment activities; cut out clothing purchases; cut back on contributions and/or savings.
### Activity 77
1. $80,000.00
2. $76,250.00
3. $163,125.00
4. yes; $436.66
5. Yes; $1066.66
6. Yes; most they could pay is $1278.33 so they could afford a payment of $1,100.00.
7. $533.33
8. $340.00; $17,680.00; $294.66

### Activity 78
1. 0025 hours
2. 1518 hours
3. 1845 hours
4. 1237 hours
5. 0111 hours
6. 5:00 P.M.
7. 2:17 A.M.
8. 11:25 P.M.
9. 7:47 P.M.
10. 12:48 A.M.
11. 2200 hours
12. 0045 hours

### Activity 79
1. a. 2 1/2 pounds or 40 oz.
   b. 10 c.
   c. 7 1/2 gal. or 30 qt.
   d. 20 pt.
2. a. 1 1/2 c.
   b. 1/2 T.
   c. 3/4 c. milk
   d. 1 t.
3. a. 1/2 c., 1/2 c., 1/4 t., 1/2 t., 1 1/2 eggs, 1/2 c.
   b. 3 c., 3 c., 1 1/2 t., 3 T., 9 eggs, 3 c.
Answers

4. a. 8 cups  
b. 6 cups  
c. 3 cups  
d. 2 teaspoons  
e. 32 oz. or 2 pounds  
f. 4 cans  
g. 4 small onions