

DECA Candidate Practice Exam (Sample)

Study Guide



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Questions

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- 1. What approach does DECA's core value of integrity emphasize?**
 - A. Honesty and ethical behavior in all decisions**
 - B. Creativity in business operations**
 - C. Competitiveness among peers**
 - D. Leadership with a focus on innovation**
- 2. Which of the following is not one of the 5 Chapter Campaigns?**
 - A. Promotional**
 - B. Community Service Campaign**
 - C. Academic Challenge**
 - D. Membership**
- 3. What is one disadvantage of a partnership business structure?**
 - A. Unlimited liability for all partners**
 - B. Greater flexibility than sole proprietorships**
 - C. Shared profits among partners**
 - D. Increased decision-making speed**
- 4. How many members were there in Florida's DECA Annual Membership for 2016-2017?**
 - A. 10,321**
 - B. 10,120**
 - C. 10,117**
 - D. 9628**
- 5. What is one way the Executive VP can demonstrate support for local DECA chapters?**
 - A. By sending newsletters every quarter**
 - B. By visiting districts regularly**
 - C. By managing the national website**
 - D. By arranging guest speakers for events**

- 6. What is a primary focus of the DECA Power Trip event?**
- A. Networking opportunities**
 - B. Community service**
 - C. Membership growth**
 - D. Advocacy training**
- 7. What constitutes a breach of contract?**
- A. The negotiation of a better deal**
 - B. The failure to perform any term of a contract without a legitimate legal excuse**
 - C. The inability to meet quarterly sales targets**
 - D. The closing of a business without notifying stakeholders**
- 8. Who is the current President of FL DECA?**
- A. Jamie Benedict**
 - B. Rochelle Stanfille**
 - C. Drew Goldfinger**
 - D. Lynore Levenhagen**
- 9. What type of membership does not include students in DECA?**
- A. Professional**
 - B. Alumni**
 - C. Student**
 - D. Advisors**
- 10. What is a 'loss leader' in marketing?**
- A. A product sold at a high price to attract customers**
 - B. A product sold at a low price to increase sales**
 - C. A premium product that builds brand reputation**
 - D. A product that restricts customer access to competitors**

Answers

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- 1. A**
- 2. C**
- 3. C**
- 4. C**
- 5. B**
- 6. A**
- 7. B**
- 8. A**
- 9. C**
- 10. B**

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Explanations

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1. What approach does DECA's core value of integrity emphasize?

- A. Honesty and ethical behavior in all decisions**
- B. Creativity in business operations**
- C. Competitiveness among peers**
- D. Leadership with a focus on innovation**

The core value of integrity emphasizes honesty and ethical behavior in all decisions within DECA. This fundamental principle guides individuals to act with transparency, uphold moral standards, and ensure fairness in their dealings. Integrity fosters trust among peers and stakeholders, which is essential for building lasting relationships and a positive reputation in any business environment. While creativity, competitiveness, and leadership are important aspects of business, they do not encapsulate the essence of integrity. Integrity specifically calls for adherence to ethical practices and genuine honesty, which lays the foundation for all other values and behaviors in a professional context. Thus, understanding and applying the core value of integrity is crucial for making sound decisions that reflect strong ethics and responsibility.

2. Which of the following is not one of the 5 Chapter Campaigns?

- A. Promotional**
- B. Community Service Campaign**
- C. Academic Challenge**
- D. Membership**

The Academic Challenge is indeed not one of the 5 Chapter Campaigns recognized in the DECA framework. The 5 Chapter Campaigns generally focus on specific areas where chapters can engage their members and promote DECA's mission, including efforts directed towards community service, promoting membership growth and involvement, and various promotional initiatives aimed at increasing awareness and engagement with DECA. In contrast, the Academic Challenge typically refers to competitions and events that are not categorized as formal chapter campaigns, even though they are integral to the DECA experience. The distinction lies in the focus of Chapter Campaigns which are structured to enhance community ties, encourage member participation, and promote DECA's objectives on a broader scale.

3. What is one disadvantage of a partnership business structure?

- A. Unlimited liability for all partners**
- B. Greater flexibility than sole proprietorships**
- C. Shared profits among partners**
- D. Increased decision-making speed**

The correct answer highlights a significant aspect of partnerships: shared profits among partners. In a partnership, all partners typically have a stake in the business's profits, which means that the earnings are divided based on the partnership agreement. While this can promote collaboration and shared responsibility, it also means that each partner must share the financial rewards of the business, potentially leading to dissatisfaction if some partners feel that their contributions are not adequately compensated. This arrangement can be seen as a disadvantage, particularly if the partners do not have equal involvement or investment in the business, leading to tensions or disputes over profit distribution. Unlike sole proprietorships, where one individual retains all profits, partnerships require negotiation and can lead to complications in financial management and personal satisfaction among partners.

4. How many members were there in Florida's DECA Annual Membership for 2016-2017?

- A. 10,321**
- B. 10,120**
- C. 10,117**
- D. 9628**

The number of members in Florida's DECA Annual Membership for the 2016-2017 year was 10,117. This figure reflects the growth and engagement of students in the DECA organization during that specific period. Understanding why this number is significant involves recognizing the role of DECA in promoting business education and leadership development among high school students. Membership statistics can indicate the popularity and reach of DECA programs, which aim to prepare students for careers in marketing, finance, hospitality, and management. A membership of over 10,000 demonstrates strong participation and suggests that DECA is effectively attracting members who are interested in honing their business skills. The other figures listed may not represent the accurate membership count for that timeframe, indicating the importance of precise record-keeping and understanding trends in student involvement in DECA activities. This context can help other students appreciate the importance of membership numbers in evaluating organizational growth and the impact of educational programs.

5. What is one way the Executive VP can demonstrate support for local DECA chapters?

- A. By sending newsletters every quarter**
- B. By visiting districts regularly**
- C. By managing the national website**
- D. By arranging guest speakers for events**

The Executive VP can demonstrate support for local DECA chapters primarily by visiting districts regularly. This action allows the VP to engage directly with members, understand their needs, and provide tailored support and guidance. It fosters personal connections and inspires local chapters through face-to-face interaction, which can motivate members and encourage active participation in DECA activities. Regular visits help build a sense of community and belonging within the organization, reinforcing the value that the Executive VP places on local chapters. While sending newsletters can communicate important information and updates, it lacks the personal touch and direct engagement that visits provide. Managing the national website is essential for maintaining an online presence but does not directly support local chapters. Arranging guest speakers for events can be beneficial but is a more indirect approach compared to the impact of personal visits, which can create lasting relationships and a strong support network. Thus, the direct involvement through district visits is the most effective way to demonstrate support.

6. What is a primary focus of the DECA Power Trip event?

- A. Networking opportunities**
- B. Community service**
- C. Membership growth**
- D. Advocacy training**

The primary focus of the DECA Power Trip event is to provide networking opportunities for its participants. This event is designed to bring together DECA members from various areas to connect with industry professionals, peers, and potential mentors. Through workshops, seminars, and social activities, attendees have the chance to exchange ideas, share experiences, and build relationships that can enhance their professional development and career prospects. Networking is crucial in any business context, as it can lead to internships, job offers, and other beneficial collaborations. Other options like community service, membership growth, and advocacy training may be components of DECA events or relevant to the organization's broader objectives, but the essence of the Power Trip is centered on fostering connections and networking among participants.

7. What constitutes a breach of contract?

- A. The negotiation of a better deal
- B. The failure to perform any term of a contract without a legitimate legal excuse**
- C. The inability to meet quarterly sales targets
- D. The closing of a business without notifying stakeholders

A breach of contract occurs when one party fails to fulfill their obligations as outlined in the agreement, without a lawful or legitimate reason for this failure. This definition encompasses various forms of non-compliance with the contract terms, making it a pivotal concept in contract law. Option B is correct as it directly addresses the essence of a breach: the failure to perform any term of the contract. It highlights that this failure does not require a justification to be considered a breach. Understanding this concept is crucial because breaches can lead to legal repercussions, including damages or specific performance orders. The other options do not align with this legal definition. Negotiating a better deal typically does not imply any breach, as it involves discussions that do not affect the original agreement before it is modified. The inability to meet sales targets is more related to performance metrics rather than a direct failure to uphold contractual obligations unless specified in the contract itself. Finally, closing a business without notifying stakeholders speaks to operational practices rather than the specific terms of a contract, which means it doesn't inherently constitute a breach without further context.

8. Who is the current President of FL DECA?

- A. Jamie Benedict**
- B. Rochelle Stanfille
- C. Drew Goldfinger
- D. Lynore Levenhagen

The correct choice reflects that Jamie Benedict is recognized as the current President of FL DECA, which is a student organization focused on preparing emerging leaders and entrepreneurs in marketing, finance, hospitality, and management. Leadership roles such as this are pivotal for guiding the organization, setting strategic goals, and inspiring members to engage in various activities. Understanding the context and responsibilities of a DECA president is crucial, including the ability to represent the organization at conferences, lead meetings, and collaborate with other DECA chapters. This role can significantly influence members' experiences and growth within DECA.

9. What type of membership does not include students in DECA?

- A. Professional**
- B. Alumni**
- C. Student**
- D. Advisors**

In DECA, the type of membership that does not include students is the professional membership. This membership category is designed for individuals who are involved in supporting DECA but are not students themselves. Professionals can include educators, business leaders, and community members who contribute to the DECA organization in various capacities, such as mentors or business partners. The other membership types directly involve students. For instance, student membership is specifically for high school and collegiate members who participate in DECA activities. Alumni membership is for individuals who have graduated from DECA but wish to stay connected and continue supporting the organization. Advisors, typically educators or mentors, also have a distinct role within DECA, guiding and supporting student members but are not considered students themselves. Thus, professional membership is the one category that is completely independent of student involvement.

10. What is a 'loss leader' in marketing?

- A. A product sold at a high price to attract customers**
- B. A product sold at a low price to increase sales**
- C. A premium product that builds brand reputation**
- D. A product that restricts customer access to competitors**

A 'loss leader' in marketing refers to a product that is sold at a low price, often below its market cost, to attract customers with the aim of increasing overall sales volume and drawing them into the store or business. The strategy relies on the idea that once customers come in for the discounted item, they are likely to purchase additional products at regular prices, thereby compensating for the initial loss incurred on the loss leader item. This tactic is commonly utilized by retailers to boost foot traffic, gain market share, or cross-sell higher-margin products. For example, grocery stores may sell milk or bread at a reduced price to bring in customers, knowing that they will likely buy other items that contribute to overall profitability. The other choices do not accurately represent the concept of a loss leader. Options about selling products at high prices or focusing solely on product quality do not involve the strategic price reductions that characterize loss leaders. Also, the notion of restricting customer access to competitors does not align with the intent of attracting customers through price incentives.