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| 1. One difference between successful and struggling students is that successful students

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|   | a.  | believe fate and luck determine their outcomes. |
|   | b.  | rarely request help from others. |
|   | c.  | consistently plan for and pursue their goals. |
|   | d.  | have much difficulty sustaining motivation. |

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| --- | --- |
| *ANSWER:* | c |
| *RATIONALE:* | Correct. Successful students consistently plan for and pursue their goals. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Getting on Course to Your - Success (Chapter Opener) |
| *KEYWORDS:* | Understand |

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| 2. Your friend Kiko is in her first week of college. You should suggest that she

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|   | a.  | avoid the classrooms and buildings until the first day of class. |
|   | b.  | take a tour to find her way around campus. |
|   | c.  | try to avoid doing much of the assigned coursework. |
|   | d.  | keep as quiet as possible when teachers ask questions. |

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| --- | --- |
| *ANSWER:* | b |
| *RATIONALE:* | Correct. It is suggested that you learn your campus.​ |
| *POINTS:* | 1 |
| *DIFFICULTY:* | easy |
| *LEARNING OBJECTIVES:* | College Smart-Start Guide |
| *KEYWORDS:* | Apply |

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| 3. A typical syllabus will

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|   | a.  | discuss how grades are determined. |
|   | b.  | tell you where to sit in class. |
|   | c.  | provide information about the professor’s academic career. |
|   | d.  | let you know about the college’s athletic teams. |

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| *ANSWER:* | a |
| *RATIONALE:* | Correct. The syllabus usually discusses how final grades are determined. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | easy |
| *LEARNING OBJECTIVES:* | College Smart-Start Guide |
| *KEYWORDS:* | Understand |

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| 4. Which of the following is technology most commonly used in offering courses partially or solely online?

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| --- | --- | --- |
|   | a.  | email |
|   | b.  | web blogs |
|   | c.  | Instagram |
|   | d.  | course management system (CMS) |

|  |  |
| --- | --- |
| *ANSWER:* | d |
| *RATIONALE:* | Correct. A course management system (CMS) is technology used for classes that are offered partially or entirely online. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | College Smart-Start Guide |
| *KEYWORDS:* | Remember |

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| 5. The basic purpose of general education or core curriculum is to ensure that students

|  |  |  |
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|   | a.  | are exposed to many broad areas of study. |
|   | b.  | can graduate from college in a timely manner. |
|   | c.  | learn enough about their chosen major. |
|   | d.  | create a long-term plan for their education. |

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| --- | --- |
| *ANSWER:* | a |
| *RATIONALE:* | ​Correct. General education requirements allow students to be exposed to a number of broad areas of study. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding the Culture of - Higher Education |
| *KEYWORDS:* | Understand |

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| 6. One difference between surface and deep culture is that surface culture

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|   | a.  | is unimportant. |
|   | b.  | can be perceived with our five senses. |
|   | c.  | has features that are invisible to tourists and recent immigrants. |
|   | d.  | relates to what we have in common. |

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| --- | --- |
| *ANSWER:* | b |
| *RATIONALE:* | Correct. Surface culture elements can be perceived with our five senses.​ |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding the Culture of - Higher Education |
| *KEYWORDS:* | Understand |

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| 7. Which of the following is a feature of deep culture?

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| --- | --- | --- |
|   | a.  | Foods |
|   | b.  | Language |
|   | c.  | Holidays |
|   | d.  | Beliefs |

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| *ANSWER:* | d |
| *RATIONALE:* | ​Correct. Deep culture features are stable and more significant, including beliefs, attitudes, and opinions of the group. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding the Culture of - Higher Education |
| *KEYWORDS:* | Understand |

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| 8. Tom is getting to know his roommate Jian. Jian and his family moved to the United States from China three years ago. While talking, Tom realizes a difference in deep culture when he learns that Jian

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|   | a.  | prefers really flavorful, spicy food. |
|   | b.  | wears clothing that is very colorful. |
|   | c.  | speaks Mandarin Chinese very well. |
|   | d.  | has different political views from his. |

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| *ANSWER:* | d |
| *RATIONALE:* | Correct. Deep culture includes cultural opinions, such as political views, more than individual preferences. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | complex |
| *LEARNING OBJECTIVES:* | Understanding the Culture of - Higher Education |
| *KEYWORDS:* | Apply |

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| 9. Moodle, Blackboard, Canvas, and Desire2Learn are examples of technology that allow colleges to

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|   | a.  | be judged as worthwhile academic institutions. |
|   | b.  | provide class content on the Internet. |
|   | c.  | ensure that students are safe within their classrooms. |
|   | d.  | match students with suitable roommates. |

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| *ANSWER:* | b |
| *RATIONALE:* | Correct. Moodle, Blackboard, Canvas, and Desire2Learn are examples of technology that allow colleges to offer class content on the Internet. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding the Culture of - Higher Education |
| *KEYWORDS:* | Understand |

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| 10. Billie is told that his English class is a corequisite for his Sociology class. This means that Billie will need to take this English class when?

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|   | a.  | Before entering college |
|   | b.  | At college, but before taking the Sociology class |
|   | c.  | At the same time as the Sociology class |
|   | d.  | Immediately after finishing the Sociology class |

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| *ANSWER:* | c |
| *RATIONALE:* | Correct. A corequisite is a course that must be taken at the same time as another course. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding the Culture of - Higher Education |
| *KEYWORDS:* | Apply |

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| 11. The list of courses you have completed with the grades you have earned is called what?

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|   | a.  | Transcript |
|   | b.  | Syllabus |
|   | c.  | Class schedule |
|   | d.  | GPA |

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| *ANSWER:* | a |
| *RATIONALE:* | Correct. At most colleges, GPAs are printed on a student’s transcript, which is a list of courses completed (with the grades earned). |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding the Culture of - Higher Education |
| *KEYWORDS:* | Understand |

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| 12. Where do you go to get a copy of your transcript?

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|   | a.  | The college president’s office |
|   | b.  | Your instructor’s office |
|   | c.  | The registrar’s office |
|   | d.  | The ombudsman’s office |

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| *ANSWER:* | a |
| *RATIONALE:* | Correct. You can get a copy of your transcript from the registrar’s office. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | complex |
| *LEARNING OBJECTIVES:* | Understanding the Culture of - Higher Education |
| *KEYWORDS:* | Understand |

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| 13. If you stop attending a class, it is important that you

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|   | a.  | officially withdraw from the class. |
|   | b.  | destroy the syllabus and other class documents. |
|   | c.  | keep the textbook. |
|   | d.  | drop out of the college. |

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| *ANSWER:* | a |
| *RATIONALE:* | Correct. Students are enrolled in a course until they’reofficially withdrawn. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding the Culture of - Higher Education |
| *KEYWORDS:* | Understand |

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| 14. Your grade point average (GPA) is the average grade for all of the courses you have taken in college.  What, at the minimum, is expected for you to know about your GPA?

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|   | a.  | How your GPA compares to your classmates |
|   | b.  | What the grade letter equivalent of your GPA is |
|   | c.  | Which scholarships are based on GPA |
|   | d.  | Wow to compute your GPA |

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| --- | --- |
| *ANSWER:* | d |
| *RATIONALE:* | Correct. Knowing how to compute your GPA is one of the things the natives of higher education expect you to know and do. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding the Culture of - Higher Education |
| *KEYWORDS:* | Remember |

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| 15. Brianna is considering writing a journal. Her friend Aretha tells her that if she is going to make it meaningful, she should try to

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|   | a.  | be creative, and use quotes and artwork. |
|   | b.  | edit it carefully and rewrite when needed. |
|   | c.  | avoid writing thoughts that are too honest or personal. |
|   | d.  | not spend too much time on a topic. |

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| *ANSWER:* | a |
| *RATIONALE:* | Correct. It is suggested that students should be creative while journaling. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding the Culture of - Higher Education |
| *KEYWORDS:* | Apply |

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| 16. College educators typically expect

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|   | a.  | that professors are responsible for student success more than students. |
|   | b.  | students to be highly motivated to succeed. |
|   | c.  | students will work independently, without discussing classwork with other students. |
|   | d.  | teachers to get in touch with struggling students. |

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| --- | --- |
| *ANSWER:* | b |
| *RATIONALE:* | ​Correct. Educators expect students to be highly motivated to succeed. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding the - Expectations of College and University Educators |
| *KEYWORDS:* | Understand |

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| 17. When students are struggling in class, which of the following strategies is best aligned with the expectations of the college or university instructors?

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| --- | --- | --- |
|   | a.  | “Whatever worked in high school will automatically work in college.” |
|   | b.  | “I should keep doing what I’m doing, and things will turn around.” |
|   | c.  | “I need to do this all on my own.” |
|   | d.  | “I need to find another approach because what I am currently doing is not working.” |

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| --- | --- |
| *ANSWER:* | d |
| *RATIONALE:* | Correct. Colleges and university instructors expect students to change when what they are doing is not working. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | easy |
| *LEARNING OBJECTIVES:* | Understanding the - Expectations of College and University Educators |
| *KEYWORDS:* | Apply |

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| 18. One typical difference between high school and college cultures is that in college

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|   | a.  | students have more choices. |
|   | b.  | students spend more time in class. |
|   | c.  | teachers often ‘teach to the test’. |
|   | d.  | teachers often provide reminders about assignments. |

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| --- | --- |
| *ANSWER:* | a |
| *RATIONALE:* | Correct. Students have many choices in college. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding the - Expectations of College and University Educators |
| *KEYWORDS:* | Understand |

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| 19. In college, students should expect that

|  |  |  |
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|   | a.  | good grades can often be achieved with little effort. |
|   | b.  | graduation requirements limit choice of courses. |
|   | c.  | teachers will offer many reminders about upcoming assignments. |
|   | d.  | they will need to manage their own time. |

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| --- | --- |
| *ANSWER:* | d |
| *RATIONALE:* | Correct. In college, it is expected that students will manage their own time, instead of their parents and teachers doing so. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | easy |
| *LEARNING OBJECTIVES:* | Understanding the - Expectations of College and University Educators |
| *KEYWORDS:* | Understand |

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| 20. What is true about *both* hard skills and soft skills?

|  |  |  |
| --- | --- | --- |
|   | a.  | They are transferrable from job to job. |
|   | b.  | They are easy to measure. |
|   | c.  | They are inner strengths. |
|   | d.  | They both influence the choices you make every day. |

|  |  |
| --- | --- |
| *ANSWER:* | a |
| *RATIONALE:* | Correct. Both hard and soft skills influence the hundreds, perhaps thousands, of choices we make every day. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | easy |
| *LEARNING OBJECTIVES:* | Understanding Yourself |
| *KEYWORDS:* | Understand |

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| 21. Which of the following is a type of inner success?

|  |  |  |
| --- | --- | --- |
|   | a.  | High grades |
|   | b.  | Earning a college degree |
|   | c.  | Enjoying learning |
|   | d.  | Popularity |

|  |  |
| --- | --- |
| *ANSWER:* | c |
| *RATIONALE:* | Correct. Inner successes are private and invisible victories that offer a deep sense of personal contentment, like enjoying learning. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | easy |
| *LEARNING OBJECTIVES:* | Understanding Yourself |
| *KEYWORDS:* | Understand |

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| 22. One difference between inner and outer success is that inner success

|  |  |  |
| --- | --- | --- |
|   | a.  | is more obvious to other people. |
|   | b.  | is more likely to lead to financial success. |
|   | c.  | offers a deeper sense of personal contentment. |
|   | d.  | seldom is achieved during your college years. |

|  |  |
| --- | --- |
| *ANSWER:* | c |
| *RATIONALE:* | Correct. Inner successes are private and invisible victories that offer a deep sense of personal contentment, like enjoying learning. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding Yourself |
| *KEYWORDS:* | Understand |

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| 23. Typically, soft skills are

|  |  |  |
| --- | --- | --- |
|   | a.  | unimportant. |
|   | b.  | difficult to measure. |
|   | c.  | not teachable. |
|   | d.  | easy to see. |

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| --- | --- |
| *ANSWER:* | b |
| *RATIONALE:* | Correct. Unlike hard skills, soft skills are invisible and difficult to measure. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding Yourself |
| *KEYWORDS:* | Understand |

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| 24. Successful students tend to

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| --- | --- | --- |
|   | a.  | have a strong need for instant gratification. |
|   | b.  | be lifelong learners. |
|   | c.  | be stubbornly independent. |
|   | d.  | focus on hard skills rather than soft skills. |

|  |  |
| --- | --- |
| *ANSWER:* | b |
| *RATIONALE:* | Correct. Successful students tend to adopt lifelong learning. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding Yourself |
| *KEYWORDS:* | Understand |

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| 25. If you are an athlete, a soft skill might include

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| --- | --- | --- |
|   | a.  |  throwing a perfect curveball. |
|   | b.  | learning to work with your teammates. |
|   | c.  | improving your tennis serve. |
|   | d.  | spending more time at the gym. |

|  |  |
| --- | --- |
| *ANSWER:* | b |
| *RATIONALE:* | Correct. Soft skills go beyond just learning the material at hand. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding Yourself |
| *KEYWORDS:* | Apply |

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| 26. Which of these is a hard skill that would be most important to develop if you are an auto mechanic?

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|   | a.  | Learning how to replace a muffler |
|   | b.  | Really listening to your customers |
|   | c.  | Showing compassion about a customer’s car problem |
|   | d.  | Finding a good solution when a customer feels you did a poor job |

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| *ANSWER:* | a |
| *RATIONALE:* | Correct. Hard skills involve developing the skills necessary toaccomplish a particular task. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding Yourself |
| *KEYWORDS:* | Apply |

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| 27. Which of the following is *not* an inner success?

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|   | a.  | Having a great social life. |
|   | b.  | Learning more about the world you live in. |
|   | c.  | Getting a job at a top advertising agency. |
|   | d.  | Being voted president of your college’s student government association |

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| *ANSWER:* | a |
| *RATIONALE:* | Correct. Inner successes are private, invisible victories that offer a deep sense of personal contentment. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Understanding Yourself |
| *KEYWORDS:* | Apply |

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| 28. Which is *not* true about soft skills?

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|   | a.  | Employers value them. |
|   | b.  | They will help you get a job and stay employed. |
|   | c.  | They will benefit you in any career choice. |
|   | d.  | They are unique to a specific job. |

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| *ANSWER:* | d |
| *RATIONALE:* | Correct. Soft skills are portable, you can take them with you to any new job. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Soft Skills at Work |
| *KEYWORDS:* | Remember |

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| 29. The big picture strategy to managing your money is to

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|   | a.  | work. |
|   | b.  | increase the flow of money coming in to you and decrease the flow of money out. |
|   | c.  | apply for grants and scholarships. |
|   | d.  | create a budget. |

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| *ANSWER:* | b |
| *RATIONALE:* | Correct. The big picture is to do everything legal to increase the flow of money into your personal treasury and decrease the flow of money out. The other options are ways to do this. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | easy |
| *LEARNING OBJECTIVES:* | Soft Skills at Work |
| *KEYWORDS:* | Remember |

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| 30. Jenna is trying to manage her money better. Jenna should

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|   | a.  | understand governmental budgets. |
|   | b.  | keep all of her money at home. |
|   | c.  | spend whenever she sees something she wants. |
|   | d.  | keep track of her spending. |

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| *ANSWER:* | d |
| *RATIONALE:* | Correct. To manage your money better, get organized by tracking your spending, creating a budget, and finding a bank or credit union. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Money Matters |
| *KEYWORDS:* | Remember |

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| 31. The first step in applying for financial aid is to

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|   | a.  | research grants online. |
|   | b.  | search for scholarships online. |
|   | c.  | complete the FASFA form. |
|   | d.  | complete your tax return. |

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| *ANSWER:* | c |
| *RATIONALE:* | Correct. The process of applying for financial aid dollars begins with the FAFSA, which stands for Free Application for Federal Student Aid. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | easy |
| *LEARNING OBJECTIVES:* | Money Matters |
| *KEYWORDS:* | Understand |

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| 32. A significant benefit of scholarships and grants versus student loans is that

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|   | a.  | scholarships and grants are easy to obtain. |
|   | b.  | you do not have to pay scholarships and grants back. |
|   | c.  | you can apply for scholarships and grants last minute. |
|   | d.  | scholarships and grants are privately funded. |

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| *ANSWER:* | b |
| *RATIONALE:* | Correct. The benefit of qualifying for grants and scholarships is that, unlike loans, you don’t need to pay them back. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Money Matters |
| *KEYWORDS:* | Remember |

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| 33. A strategy to help you decrease the flow of money out of your personal treasury is to

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|   | a.  | transfer debt from high-interest loans to lower-interest loans. |
|   | b.  | get a better paying job. |
|   | c.  | hire a good accountant. |
|   | d.  | use credit cards more frequently. |

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| *ANSWER:* | a |
| *RATIONALE:* | Correct. Paying off/reducing high interest-rate debt is a strategy for reducing money flowing out of your personal treasury. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | easy |
| *LEARNING OBJECTIVES:* | Money Matters |
| *KEYWORDS:* | Understand |

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| 34. Lauren plans to start college soon and wants to get her finances organized. What would you recommend her doing first?[[](#_msocom_1)

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|   | a.  | Track her spending |
|   | b.  | Apply for a student loan |
|   | c.  | Start investing |
|   | d.  | Throw away her credit cards |

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| *ANSWER:* | a |
| *RATIONALE:* | Correct. To organize your finances, start with accurate information. Carry a notepad with you for at least a week—preferably longer— and record every penny you receive and spend. |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Money Matters |
| *KEYWORDS:* | Understand |

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| 35. Some financial experts call what “death cards”?

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|   | a.  | Credit cards |
|   | b.  | ATM cards |
|   | c.  | Social security cards |
|   | d.  | Student ID cards |

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| *ANSWER:* | b |
| *RATIONALE:* | Correct. ATM cards are so easy to use that some financial experts refer to them as “death cards.” |
| *POINTS:* | 1 |
| *DIFFICULTY:* | moderate |
| *LEARNING OBJECTIVES:* | Money Matters |
| *KEYWORDS:* | Remember |

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