

## Section 1: Guided Reading and Review

# Sole Proprietorships

### A. As You Read

As you read Section 1, supply the missing information in the spaces provided.

#### Sole Proprietorships

1. Owned and managed by: \_\_\_\_\_
2. Percentage of U.S. businesses: \_\_\_\_\_
3. Percentages of U.S. sales generated: \_\_\_\_\_

List and explain the advantages of sole proprietorships.

4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_

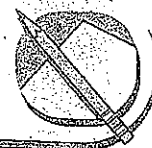
List and explain the disadvantages of sole proprietorships.

9. \_\_\_\_\_
10. \_\_\_\_\_
11. \_\_\_\_\_

### B. Reviewing Key Terms

Find the term that does not belong in each set and explain how it does not relate to the other three.

12. (*business license*, *certificate of occupancy*, *business organization*, *registration of business name*) \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
13. (*liability*, *health codes*, *zoning laws*, *dangerous chemical codes*)  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
14. (*human capital*, *fringe benefits*, *physical capital*, *financial resources*)  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Section 1: Quiz  
**Sole Proprietorships****A. Key Terms**

Match the descriptions in Column I with the terms in Column II. Write the letter of the correct answer in the blank provided.

**Column I**

- \_\_\_\_\_ 1. a business owned and managed by a single individual
- \_\_\_\_\_ 2. an authorization from the local government to carry on an enterprise
- \_\_\_\_\_ 3. an arrangement whereby cities and towns designate separate areas for businesses
- \_\_\_\_\_ 4. the legal obligation to pay debts
- \_\_\_\_\_ 5. a payment to employees other than wages or salaries

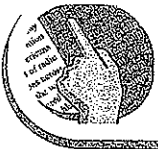
**Column II**

- a. fringe benefit
- b. sole proprietorship
- c. zoning law
- d. business license
- e. liability

**B. Main Ideas**

Write the letter of the correct ending in the blank provided.

- \_\_\_\_\_ 6. Any establishment formed to carry on commercial enterprises is a
  - a. partnership.
  - b. business organization.
  - c. sole proprietorship.
  - d. corporation.
- \_\_\_\_\_ 7. All of the following are major advantages of a sole proprietorship except
  - a. ease of starting the business.
  - b. the owner has full control.
  - c. the possibility of fast, flexible decision making.
  - d. unlimited personal liability.
- \_\_\_\_\_ 8. If a sole proprietorship fails, the owner of the business
  - a. must pay all the business debts.
  - b. must pay off the investors.
  - c. has to do elaborate legal work to close the business.
  - d. can close the business with no payments to anyone.
- \_\_\_\_\_ 9. A major disadvantage of the sole proprietorship is that
  - a. the business cannot be sold if it does well.
  - b. the business can be difficult to relocate.
  - c. banks are often unwilling to lend money to the business.
  - d. no one can work for the business owner.
- \_\_\_\_\_ 10. A major advantage of a sole proprietorship is that
  - a. the owner is completely responsible for the business decisions.
  - b. the owner has no liability for the debts of the business.
  - c. the owner must be able to maintain and run the business independently.
  - d. it is relatively easy to borrow money for the business.



## Section 2: Guided Reading and Review

# Partnerships

### CHAPTER 8

#### A. As You Read

As you read Section 2, supply the requested information in the spaces provided.

1. Typical examples of a general partnership 1. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
2. What limited partners do and do not do 2. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
3. How limited liability partnerships compare with general partnerships 3. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
4. Items often covered under articles of partnership 4. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
5. Capital and taxation advantages of partnerships 5. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
6. Liability disadvantages of partnerships 6. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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#### B. Reviewing Key Terms

Complete each sentence by writing the correct term in the blank.

7. Only one partner is required to be a general partner in a \_\_\_\_\_.
8. Money and other valuables make up a person's or firm's \_\_\_\_\_.
9. Ownership interests and management responsibilities are legislated under the \_\_\_\_\_.

## Section 2: Quiz Partnerships



### A. Key Terms

Match the descriptions in Column I with the terms in Column II. Write the letter of the correct answer in the blank provided.

#### Column I

- \_\_\_\_\_ 1. a business in which all partners share in both responsibility and liability
- \_\_\_\_\_ 2. a business in which all partners are limited from personal liability in certain situations
- \_\_\_\_\_ 3. a business in which only one person has unlimited personal liability for the business's actions
- \_\_\_\_\_ 4. a state law that establishes rules for partnerships
- \_\_\_\_\_ 5. a legal agreement that sets out each partner's rights and responsibilities in a particular partnership

#### Column II

- a. limited partnership
- b. limited liability partnership
- c. general partnership
- d. Uniform Partnership Act
- e. articles of partnership

### B. Main Ideas

Write the letter of the correct answer in the blank provided.

- \_\_\_\_\_ 6. What percentage of all businesses are partnerships?
  - a. 2 percent
  - b. 7 percent
  - c. 15 percent
  - d. 25 percent
- \_\_\_\_\_ 7. What is a major advantage of a business that is a partnership rather than a sole proprietorship?
  - a. The responsibility for the business is shared.
  - b. The business is easy to start up.
  - c. The partners are not responsible for the business debts.
  - d. The business is easy to sell.
- \_\_\_\_\_ 8. What is the difference between a limited partnership and a limited liability partnership?
  - a. In a limited partnership, every partner is responsible for the company's actions.
  - b. In a limited partnership, partners cannot lose the money they have invested.
  - c. In a limited liability partnership, only one partner manages the business.
  - d. In a limited liability partnership, all partners are limited from liability in some situations.
- \_\_\_\_\_ 9. What are assets?
  - a. suits against a partnership
  - b. absolute control over a company
  - c. money and other valuables
  - d. taxes that apply to a partnership
- \_\_\_\_\_ 10. How is a general partnership organized?
  - a. Every partner shares equally in both responsibility and liability.
  - b. The doctors, lawyers, or accountants who form a general partnership hire others to run the partnership.
  - c. No partner is responsible for the debts of the partnership beyond his or her investment.
  - d. Only one partner is responsible for the debts of the partnership.

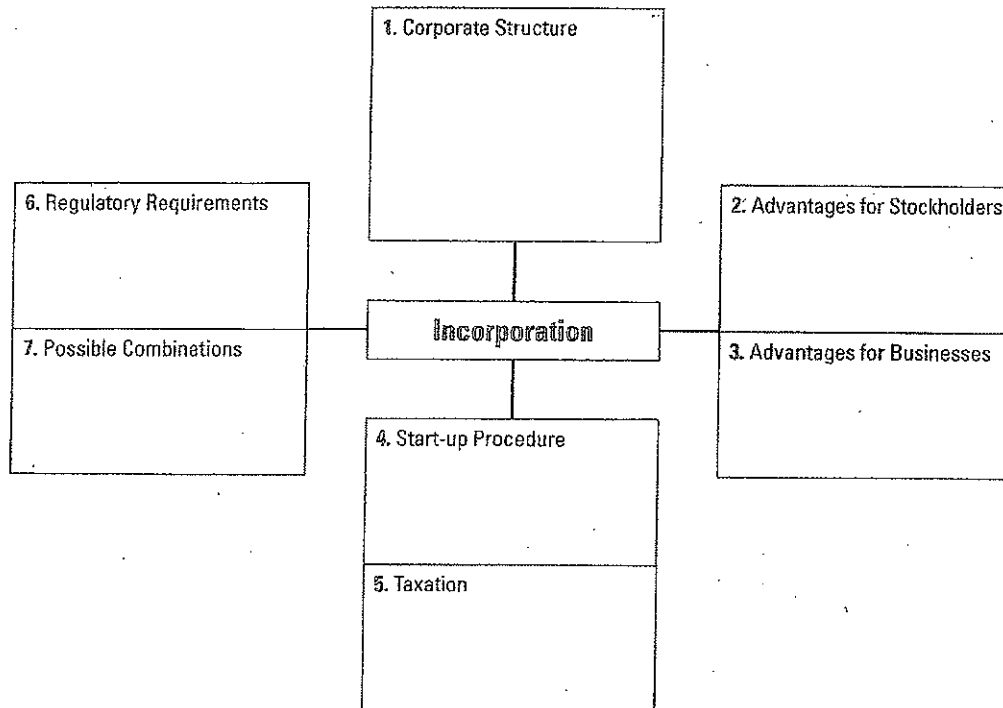


## Section 3: Guided Reading and Review

## Corporations, Mergers, and Multinationals

## A. As You Read

As you read Section 3, supply the missing information in the graphic organizer.



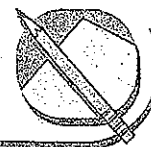
## B. Reviewing Key Terms

Read the statements below. In the space provided, write *T* if the statement is true, or *F* if it is false.

- \_\_\_\_\_ 8. Companies in the same business might form vertical mergers.
- \_\_\_\_\_ 9. Multinational corporations usually headquarter in several countries.
- \_\_\_\_\_ 10. If you buy stocks, you own part of a corporation.
- \_\_\_\_\_ 11. Corporate bonds pay dividends.
- \_\_\_\_\_ 12. Corporations have a legal identity.
- \_\_\_\_\_ 13. Dividends represent a portion of corporate profits.
- \_\_\_\_\_ 14. Privately held corporations are also closely held corporations.
- \_\_\_\_\_ 15. The federal government issues a company's certificate of incorporation.
- \_\_\_\_\_ 16. A conglomerate merges more than three companies making unrelated products.
- \_\_\_\_\_ 17. Publicly held corporations sell stocks to the Securities and Exchange Commission.
- \_\_\_\_\_ 18. Stockholders must pay a capital gains tax whenever they sell their shares.

# Section 3: Quiz

## Corporations, Mergers, and Multinationals



### A. Key Terms

Match the descriptions in Column I with the terms in Column II. Write the letter of the correct answer in the blank provided.

#### Column I

- \_\_\_\_\_ 1. portion of corporate profits paid out to stockholders
- \_\_\_\_\_ 2. joining of two or more firms competing in the same market with the same good or service
- \_\_\_\_\_ 3. combination of more than three businesses that make unrelated products
- \_\_\_\_\_ 4. share representing a portion of ownership in a company
- \_\_\_\_\_ 5. certificate issued by a corporation promising to repay the amount it has borrowed

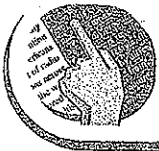
#### Column II

- a. bond
- b. dividend
- c. stock
- d. conglomerate
- e. horizontal merger

### B. Main Ideas

Write the letter of the correct answer in the blank provided.

- \_\_\_\_\_ 6. What is a certificate of incorporation?
  - a. the taxes a stockholder must pay if he or she sells ownership in a corporation
  - b. a license to form a corporation issued by the state government
  - c. the stocks representing a majority interest in a corporation
  - d. an annual report filed by a corporation with the Securities and Exchange Commission
- \_\_\_\_\_ 7. What defines a corporation?
  - a. a business that does international business
  - b. a business with more than two owners
  - c. a large business firm
  - d. a business owned by individual stockholders
- \_\_\_\_\_ 8. What percentage of the net income earned in the United States is generated by corporations?
  - a. 28 percent
  - b. 45 percent
  - c. 70 percent
  - d. 84 percent
- \_\_\_\_\_ 9. What is the term for the joining of two or more firms involved in different stages of producing the same good or service?
  - a. vertical merger
  - b. conglomerate
  - c. horizontal merger
  - d. closely held corporation
- \_\_\_\_\_ 10. What does the limited liability of the owners of stock in a corporation mean?
  - a. The corporation is not responsible for the private debts of the owners of stock.
  - b. The managers hired by the corporation are not responsible for the debts of the corporation.
  - c. The stockholders of a corporation can lose only what they have invested in the corporation.
  - d. The corporation can raise money by selling more shares of stock.



## Section 4: Guided Reading and Review

### Other Organizations

#### A. As You Read

As you read Section 4, supply the missing information under the headings on the chart.

#### Business Franchises

##### Advantages

1.

##### Disadvantages

2.

#### Cooperative Organizations

##### Membership and/or Purpose

3.

##### Categories

4.

#### Nonprofit Organizations

5.

6.

#### B. Reviewing Key Terms

Briefly define or identify each of the following.

7. royalties \_\_\_\_\_

\_\_\_\_\_

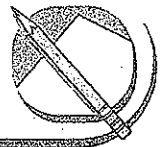
8. trade association \_\_\_\_\_

\_\_\_\_\_

9. cooperative \_\_\_\_\_

\_\_\_\_\_

## Section 4: Quiz Other Organizations



### A. Key Terms

Match the descriptions in Column I with the terms in Column II. Write the letter of the correct answer in the blank provided.

#### Column I

- \_\_\_\_\_ 1. a retail outlet owned and operated by its members
- \_\_\_\_\_ 2. a nonprofit organization that promotes the interests of a particular industry
- \_\_\_\_\_ 3. a semi-independent business that pays fees to a parent company for exclusive rights to do business in a certain area
- \_\_\_\_\_ 4. organizations such as museums, the Red Cross, and churches that promote a benefit to society
- \_\_\_\_\_ 5. an agricultural marketing organization that helps members sell their products

#### Column II

- a. business franchise
- b. consumer cooperative
- c. nonprofit organization
- d. trade association
- e. producer cooperative

### B. Main Ideas

Write the letter of the correct ending in the blank provided.

- \_\_\_\_\_ 6. An organization that attempts to improve the image and working conditions of people in a particular occupation is a
  - a. service corporation.
  - b. professional organization.
  - c. closely held corporation.
  - d. limited partnership.
- \_\_\_\_\_ 7. The share of earnings that a business owner pays for the right to be part of a certain business are
  - a. special rights fees.
  - b. fringe benefits.
  - c. proprietor's rights.
  - d. royalties.
- \_\_\_\_\_ 8. The function of a retail or purchasing cooperative business or "co-op" is to
  - a. obtain lower prices for members.
  - b. work to improve the image and working conditions of members.
  - c. save income taxes for members.
  - d. sell the goods or services produced by members.
- \_\_\_\_\_ 9. All of the following are disadvantages of a franchise business except
  - a. the high fees a franchiser charges.
  - b. the strict operating standards of a franchise.
  - c. the parent company's guidance on running the business.
  - d. the purchasing rules about buying certain goods.
- \_\_\_\_\_ 10. A common factor in all nonprofit businesses is that they
  - a. perform charitable acts.
  - b. are national in scope.
  - c. have no capital.
  - d. pay no income tax.



# Vocabulary Practice

VOCABULARY



CHAPTER 8

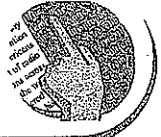
Each of the sentences below has to do with business organizations. Complete each sentence and use it as a clue to help you supply the missing letters in the corresponding numbered item.

1. \_\_\_\_\_ O \_\_\_\_\_
2. \_\_\_\_\_ R \_\_\_\_\_
3. \_\_\_\_\_ G \_\_\_\_\_
4. \_\_\_\_\_ A \_\_\_\_\_
5. \_\_\_\_\_ N \_\_\_\_\_
6. \_\_\_\_\_ I \_\_\_\_\_
7. \_\_\_\_\_ Z \_\_\_\_\_
8. \_\_\_\_\_ A \_\_\_\_\_
9. \_\_\_\_\_ T \_\_\_\_\_
10. \_\_\_\_\_ I \_\_\_\_\_
11. \_\_\_\_\_ O \_\_\_\_\_
12. \_\_\_\_\_ N \_\_\_\_\_
13. \_\_\_\_\_ S \_\_\_\_\_

1. Individuals seeking to advance their mutual benefit might form a business \_\_\_\_\_.
2. One person who owns and manages a business has a sole \_\_\_\_\_.
3. More than three unrelated businesses might combine to form a \_\_\_\_\_.
4. When all partners are limited, their partnership is one of limited \_\_\_\_\_.
5. Stockholders receive a share of company profits in the form of \_\_\_\_\_.
6. Organizations operating as businesses without earning profits are said to be \_\_\_\_\_.
7. If two hamburger chains combined, their merger would be classified as \_\_\_\_\_.
8. The parent company receives royalties from each owner of a business \_\_\_\_\_.
9. When only one partner must be a general partner, the partnership is \_\_\_\_\_.
10. Corporations selling stock on the open market are held \_\_\_\_\_.
11. Corporate certificates that repay loans with interest are called \_\_\_\_\_.
12. If you start a business, you will apply to local authorities for a business \_\_\_\_\_.
13. A firm's money, furniture, equipment, and other valuables make up its \_\_\_\_\_.

## Section 1: Guided Reading and Review

# Labor Market Trends



### A. As You Read

As you read Section 1, fill in two supporting facts or details under each main idea by answering each question.

**Main Idea:** The Bureau of Labor Statistics (BLS) tracks changes in the labor force.

1. How do economists define *labor force*? \_\_\_\_\_  
\_\_\_\_\_
2. What criteria define unemployment? \_\_\_\_\_  
\_\_\_\_\_

**Main Idea:** The changing economy has brought along a changing job market.

3. How did the electronics boom of the mid-twentieth century impact the job market? \_\_\_\_\_  
\_\_\_\_\_
4. What new jobs were created beginning in the 1970s? \_\_\_\_\_  
\_\_\_\_\_

**Main Idea:** Changes in the labor force can be traced to a number of causes.

5. How has higher education contributed? \_\_\_\_\_  
\_\_\_\_\_
6. Why are there more women in the labor force? \_\_\_\_\_  
\_\_\_\_\_

**Main Idea:** For about the past 20 years, the trend in average wage earnings can be described as slightly downward.

7. Have all workers received lower wages? \_\_\_\_\_  
\_\_\_\_\_
8. How has competition affected wage earnings? \_\_\_\_\_  
\_\_\_\_\_

### B. Reviewing Key Terms

Answer each of the following questions in a complete sentence.

9. How might the *learning effect* influence wage trends? \_\_\_\_\_
10. According to the *screening effect*, how may employers view job applicants who have a college education? \_\_\_\_\_
11. To what kinds of jobs does *contingent employment* refer? \_\_\_\_\_



## Section 1: Quiz

### Labor Market Trends

### A. Key Terms

Briefly define or identify each of the following.

1. learning effect \_\_\_\_\_
2. screening effect \_\_\_\_\_
3. contingent employment \_\_\_\_\_

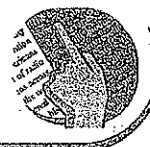
### B. Main Ideas

Write the letter of the correct answer in the blank provided.

- \_\_\_\_\_ 4. Which of the following jobs was held by most workers in the United States at the founding of the country?
  - a. ship builder
  - b. farm worker
  - c. shopkeeper
  - d. soldier
- \_\_\_\_\_ 5. Why are U.S. firms moving manufacturing jobs overseas?
  - a. Labor costs less overseas.
  - b. Transportation is cheaper overseas.
  - c. More skilled workers are available overseas.
  - d. Goods are transported overseas when they are finished.
- \_\_\_\_\_ 6. What percentage of adult women are in the work force today?
  - a. 35 percent
  - b. 45 percent
  - c. 60 percent
  - d. 75 percent
- \_\_\_\_\_ 7. What is one reason many firms hire temporary workers to do a particular job?
  - a. flexible work arrangements
  - b. greater reliability
  - c. lower hiring and training costs
  - d. higher productivity
- \_\_\_\_\_ 8. How have the earnings of U.S. workers changed over the last 20 years?
  - a. Wages of all workers have gone up.
  - b. Wages of all workers have gone down.
  - c. Wages of college graduates only have gone up.
  - d. Wages of non-college graduates only have gone up.
- \_\_\_\_\_ 9. What percentage of the total compensations in the U.S. economy today is composed of benefits?
  - a. 8 percent
  - b. 12 percent
  - c. 20 percent
  - d. 28 percent
- \_\_\_\_\_ 10. Which of the following jobs is expected to double in the next few years?
  - a. computer engineer
  - b. real estate salesperson
  - c. automobile mechanic
  - d. nurse

## Section 2: Guided Reading and Review

# Labor and Wages



### A. As You Read

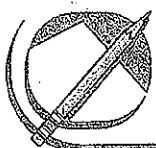
As you read Section 2, complete each of the following sentences.

1. Employment in a labor market depends on how closely the demand for workers meets \_\_\_\_\_.
2. The price of labor (earnings) depends on \_\_\_\_\_.
3. Professional labor requires \_\_\_\_\_.
4. In a competitive market, workers are usually paid according to \_\_\_\_\_.
5. Higher labor prices decrease the \_\_\_\_\_.
6. Firms can respond to higher wages by replacing \_\_\_\_\_.
7. Higher wages increase the \_\_\_\_\_.
8. Jobs in the skilled labor category require \_\_\_\_\_.
9. A high equilibrium wage is the result of \_\_\_\_\_.
10. The Equal Pay Act of 1963 provided that \_\_\_\_\_.
11. Title VII of the 1964 Civil Rights Act forbids job discrimination on the basis of \_\_\_\_\_.
12. Lack of human capital and possible discrimination contribute to low wages for \_\_\_\_\_.
13. Negative effects on nonunion wages can be reduced when unions \_\_\_\_\_.

### B. Reviewing Key Terms

Define the following terms.

14. labor force \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
15. equilibrium wage \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
16. glass ceiling \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_
17. featherbedding \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_



## Section 2: Quiz

# Labor and Wages

### A. Key Terms

Use each of these terms in a sentence that suggests its meaning.

1. labor force \_\_\_\_\_
2. equilibrium wage \_\_\_\_\_
3. glass ceiling \_\_\_\_\_
4. featherbedding \_\_\_\_\_

### B. Main Ideas

Write the letter of the correct answer in the blank provided.

- \_\_\_\_\_ 5. What is the basic economic principle that decides how high wages will be?
  - a. Employers will not pay more than a worker is worth.
  - b. People who want jobs will find them.
  - c. Employers will hire the cheapest people.
  - d. Supply and demand control wages.
- \_\_\_\_\_ 6. What is one strategy that employers use to continue to do business despite high wages?
  - a. Look for less skilled workers to do a job.
  - b. Pay less and hope to attract good workers.
  - c. Replace some of the workers with machines.
  - d. Scale down the business to hire fewer people.
- \_\_\_\_\_ 7. What factors can affect wages?
  - a. minimum wage laws
  - b. safety laws
  - c. labor unions
  - d. all of the above
- \_\_\_\_\_ 8. Which of the following is generally considered to be a skilled worker?
  - a. machinist
  - b. lawyer
  - c. store clerk
  - d. teacher
- \_\_\_\_\_ 9. How does the pay level of men compare to women?
  - a. Women earn less than half of what men earn.
  - b. Women earn about half of what men earn.
  - c. Women earn about 75 percent of what men earn.
  - d. Women and men earn an equal amount.
- \_\_\_\_\_ 10. What is a generally one of the major differences between union and nonunion workers?
  - a. Union workers have more education.
  - b. Union workers are more productive employees.
  - c. Union workers have more skills and training.
  - d. Union workers earn more money for similar work.

## Section 3: Guided Reading and Review

# Organized Labor

**A. As You Read**

As you read Section 3, supply the information requested by the heading in each box.

**Major U.S. labor organizations  
formed between 1869 and 1955:**

1. (1869) \_\_\_\_\_
2. (1886) \_\_\_\_\_
3. (1938) \_\_\_\_\_
4. (1955) \_\_\_\_\_

**Anti-union strategies used by  
U.S. employers before the 1930s:**

5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_

**Economic changes that have  
affected unions:**

9. \_\_\_\_\_
10. \_\_\_\_\_
11. \_\_\_\_\_

**Ways in which unions have  
declined in traditional strongholds:**

12. \_\_\_\_\_
13. \_\_\_\_\_
14. \_\_\_\_\_
15. \_\_\_\_\_

**Major issues covered  
under a union contract:**

16. \_\_\_\_\_
17. \_\_\_\_\_
18. \_\_\_\_\_

**B. Reviewing Key Terms**

Match the definitions in Column I with the terms in Column II. Write the letter of the correct answer in the blank provided. You will not use all of the terms.

**Column I**

- \_\_\_\_\_ 19. union and company representatives meeting to negotiate a contract
- \_\_\_\_\_ 20. worker in a professional job receiving a salary
- \_\_\_\_\_ 21. measure banning mandatory union membership
- \_\_\_\_\_ 22. worker in an industrial job
- \_\_\_\_\_ 23. settlement technique using third party reviews
- \_\_\_\_\_ 24. organized work stoppage

**Column II**

- a. arbitration
- b. strike
- c. blue-collar worker
- d. collective bargaining
- e. white-collar worker
- f. mediation
- g. right-to-work law



## Section 3: Quiz

# Organized Labor

### A. Key Terms

Match the descriptions in Column I with the terms in Column II. Write the letter of the correct answer in the blank provided.

#### Column I

- \_\_\_\_\_ 1. the process by which union and company representatives meet to negotiate and form a new labor contract
- \_\_\_\_\_ 2. a settlement technique in which a third party reviews the case and imposes a legally binding decision
- \_\_\_\_\_ 3. an organization of workers that tries to improve working conditions, wages, and benefits for its members
- \_\_\_\_\_ 4. an organized work stoppage intended to force an employer to address union demands
- \_\_\_\_\_ 5. a measure that bans mandatory union membership

#### Column II

- a. labor union
- b. collective bargaining
- c. arbitration
- d. right-to-work law
- e. strike

### B. Main Ideas

Write the letter of the correct answer in the blank provided.

- \_\_\_\_\_ 6. What is generally the difference between blue-collar workers and white-collar workers?
  - a. Blue-collar workers have industrial jobs; white-collar workers have professional or clerical jobs.
  - b. Blue-collar workers earn a salary; white-collar workers receive regular wages.
  - c. Blue-collar workers receive low pay; white-collar workers receive high pay.
  - d. Blue-collar workers have seasonal work; white-collar workers work all year.
- \_\_\_\_\_ 7. Which legislation enacted in 1947 may have been a reason for the decline in union membership?
  - a. the Fair Labor Standards Act
  - b. the Wagner Act
  - c. the Taft-Hartley Act
  - d. the Norris-LaGuardia Act
- \_\_\_\_\_ 8. What is one of a labor union's primary goals?
  - a. to make decisions about the workplace
  - b. to gain promotions for workers
  - c. to keep nonunion workers out of jobs
  - d. to secure its workers' jobs
- \_\_\_\_\_ 9. What is considered a negative impact caused by a strike?
  - a. loss of profits
  - b. loss of wages
  - c. loss of jobs
  - d. all of the above
- \_\_\_\_\_ 10. What has been the pattern of union membership in recent years?
  - a. growth of private sector unions only
  - b. growth of public sector unions only
  - c. growth of both public and private sector unions
  - d. growth of neither public nor private sector unions

## VOCABULARY



# Vocabulary Practice

## CHAPTER 9

Complete each sentence below and use the answer to help you identify the bracketed letter in the corresponding numbered item. When you have finished, write the definition of the term formed vertically by the bracketed letters.

1. \_\_\_\_\_ [ ] \_\_\_\_\_
2. \_\_\_\_\_ [ ] \_\_\_\_\_
3. \_\_\_\_\_ [ ] \_\_\_\_\_
4. \_\_\_\_\_ [ ] \_\_\_\_\_
5. \_\_\_\_\_ [ ] \_\_\_\_\_
6. \_\_\_\_\_ [ ] \_\_\_\_\_
7. \_\_\_\_\_ [ ] \_\_\_\_\_
8. \_\_\_\_\_ [ ] \_\_\_\_\_
9. \_\_\_\_\_ [ ] \_\_\_\_\_
10. \_\_\_\_\_ [ ] \_\_\_\_\_
11. \_\_\_\_\_ [ ] \_\_\_\_\_
12. \_\_\_\_\_ [ ] \_\_\_\_\_
13. \_\_\_\_\_ [ ] \_\_\_\_\_
14. \_\_\_\_\_ [ ] \_\_\_\_\_
15. \_\_\_\_\_ [ ] \_\_\_\_\_
16. \_\_\_\_\_

1. Work that requires no specialized skills, education, or training is called \_\_\_\_.
2. A professional who usually receives a salary is described as \_\_\_\_.
3. A technique involving a legally binding, third-party decision in a labor dispute is called \_\_\_\_.
4. \_\_\_\_ involves contract negotiations that keep unnecessary workers on the payroll.
5. A third party meets with each side to seek a nonbinding solution in \_\_\_\_.
6. A(n) \_\_\_\_ is an organization that tries to improve wages and working conditions for its members.
7. A work stoppage to force a firm to address union demands is a(n) \_\_\_\_.
8. Employment made up of temporary or part-time jobs is termed \_\_\_\_.
9. The \_\_\_\_ is the wage rate that produces neither excess supply nor excess demand for workers.
10. Industrial workers who receive wages are categorized as \_\_\_\_.
11. Work that requires advanced skills and education is called \_\_\_\_.
12. The theory that education increases productivity and results in higher wages is known as the \_\_\_\_.
13. During \_\_\_\_, union and company representatives negotiate a new contract.
14. The \_\_\_\_ is an unofficial workplace barrier that keeps women from advancing.
15. A(n) \_\_\_\_ is a measure that bans mandatory union membership.