DECA ENTREPRENEURSHIP (ETDM) TEAM DECISION MAKING PERFORMANCE PRACTICE TEST (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

VISIT US ONLINE FOR THE FULL VERSION STUDY GUIDE

https://decaetdmperf.examzify.com

Copyright © 2026 by Examzify - A Kaluba Technologies Inc. product.

ALL RIGHTS RESERVED.

No part of this book may be reproduced or transferred in any form or by any means, graphic, electronic, or mechanical, including photocopying, recording, web distribution, taping, or by any information storage retrieval system, without the written permission of the author.

Notice: Examzify makes every reasonable effort to obtain accurate, complete, and timely information about this product from reliable sources.

SAMPLE

Table of Contents

Copyright 1

Table of Contents 2

Introduction 3

How to Use This Guide 4

Questions 5

Answers 8

Explanations 10

Next Steps 15

SAMPLE

Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

SAMPLE

How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

SAMPLE

Questions

SAMPLE

1. Which internal measure protects confidential information?

A. Patents

B. Trademarks

C. Copyrights

D. Non-disclosure Agreements

2. Which risk category assesses whether there are strong competitors and barriers to entry?

A. Market Timing Risk

B. Market Size Risk

C. Market Adoption Risk

D. Execution Risk

3. Which metric tracks where generated leads originate to guide marketing spend?

A. Breakeven Point - the amount of money a business needs to get to in a given period in order for the company to cover its own costs and sustain itself

B. Generated and Converted Leads - keep track of where your leads come from to help you decide where to allocate marketing dollars

C. Reaching Goals - an important part of a business' success lies in whether or not they have reached the goals

D. Employee Satisfaction - ensuring a positive, supportive work environment is important to the business

4. Which tort occurs when someone is careless and fails to provide a duty owed?

A. Negligence

B. Intentional Torts

C. Respondeat Superior

D. Strict Liability

5. Which tort imposes liability without proof of negligence?

A. Nuisance

B. Negligence

C. Strict Liability

D. Intentional Torts

SAMPLE

6. Which is a purpose of obtaining business credit?

A. To secure lines of credit, finance equipment, and obtain loans without using personal credit

B. To avoid any risk in the market

C. To increase personal credit score

D. To fund personal expenses

7. Feasibility assessment of venture ideas evaluates what?

A. Whether the idea can be turned into a viable business.

B. Only the design aesthetics of a product.

C. The color palette of branding.

D. The preferred supplier list.

8. What defines Internal Communications in PR?

A. Internal Communications are messages posted to external customers.

B. Internal Communications are planned messages disseminated to employees through various channels such as newsletters and posters.

C. Internal Communications are advertisements in magazines.

D. Internal Communications involve only loud public events.

9. The scope of purchasing is primarily concerned with which activity?

A. Defining processes for purchasing from private sector sources.

B. Hiring new staff.

C. Designing product packaging.

D. Setting customer pricing.

10. A Pricing Matrix primarily helps by?

A. Scheduling staff shifts.

B. Defining costs, features, and differentiators to motivate purchases.

C. Tracking production defects.

D. Calculating tax obligations.

SAMPLE

Answers

SAMPLE

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

SAMPLE

Explanations

SAMPLE

1. Which internal measure protects confidential information?

A. Patents

B. Trademarks

C. Copyrights

D. Non-disclosure Agreements

Internal protection of confidential information relies on agreements that bind people to secrecy. A non-disclosure agreement creates a legal duty for anyone who accesses confidential information to keep it secret and to use it only for approved purposes. It typically defines what counts as confidential, who may see it, what disclosures are allowed, how long the obligation lasts, and the remedies if someone leaks information. This makes it a direct internal safeguard because it obligates individuals involved in the business relationship to maintain confidentiality. In contrast, patents protect inventions, trademarks guard brand identifiers, and copyrights secure creative works; they protect ownership of IP rather than impose duties to keep information secret.

2. Which risk category assesses whether there are strong competitors and barriers to entry?

A. Market Timing Risk

B. Market Size Risk

C. Market Adoption Risk

D. Execution Risk

Market Adoption Risk focuses on whether the market will actually accept and use the product, considering how competitive the landscape is and how hard it is for customers to switch or adopt a new solution. If there are strong competitors and barriers to entry, customers may prefer established options or face friction when trying something new, which raises adoption risk. In other words, the presence of rivals and entry hurdles directly affects whether people will adopt the offering, making this risk category the best fit for evaluating those conditions. Timing risk relates to entering the market at the right moment, market size risk to how big the opportunity is, and execution risk to the ability to deliver the plan—none of which directly capture the impact of competition and barriers on customer adoption.

SAMPLE

3. Which metric tracks where generated leads originate to guide marketing spend?

A. Breakeven Point - the amount of money a business needs to get to in a given period in order for the company to cover its own costs and sustain itself

B. Generated and Converted Leads - keep track of where your leads come from to help you decide where to allocate marketing dollars

C. Reaching Goals - an important part of a business' success lies in whether or not they have reached the goals

D. Employee Satisfaction - ensuring a positive, supportive work environment is important to the business

Tracking where generated leads originate to guide marketing spend is about lead attribution and channel performance. The metric that fits this is the one that records where leads come from and how they convert, giving you data to decide where to invest marketing dollars. By tagging campaigns and tracking referral sources, you can compare lead volume, quality, and conversion rates across channels to see which sources deliver the best return on investment. The other options don't focus on origin data or guiding budget decisions: one is about overall profitability, another about whether goals are reached, and the last about employee morale. So the metric that directly links lead sources to budget decisions is the one that tracks generated and converted leads.

4. Which tort occurs when someone is careless and fails to provide a duty owed?

A. Negligence

B. Intentional Torts

C. Respondeat Superior

D. Strict Liability

Negligence is the tort that occurs when someone acts carelessly and fails to meet the duty of care owed to others. In tort law, you must show a duty existed, that it was breached by carelessness, that the breach caused harm, and that actual damages resulted. When a person is careless and does not fulfill the duty owed, that breach fits negligence. The other concepts describe different situations: intentional torts involve deliberate actions to cause harm; Respondeat Superior is about holding an employer liable for employees' actions within the scope of employment; strict liability assigns responsibility without proof of fault, typical for ultra-hazardous activities or defective products.

5. Which tort imposes liability without proof of negligence?

A. Nuisance

B. Negligence

C. Strict Liability

D. Intentional Torts

Strict liability is the idea behind liability without proof of negligence. You can be held responsible for harm simply because your activity or product caused it, even if you were careful and had no intent to harm. This often applies to inherently dangerous activities or to defective products, where the focus is on the risk and the connection to the harm rather than on fault. The other tort types require some form of fault: nuisance involves interference with someone's use of their land that's considered unreasonable or wrongful; negligence requires showing a breach of a duty to exercise reasonable care; intentional torts require the defendant to intend the harmful act or know with substantial certainty that it would occur. So, liability without proving negligence is a hallmark of strict liability.

SAMPLE

6. Which is a purpose of obtaining business credit?

A. To secure lines of credit, finance equipment, and obtain loans without using personal credit

B. To avoid any risk in the market

C. To increase personal credit score

D. To fund personal expenses

Obtaining business credit is about financing the business itself without relying on personal credit. It lets a company secure lines of credit, equipment financing, and loans that are tied to the business's credit history rather than the owner's personal credit, helping protect personal assets and keep business finances separate. This capacity to access capital supports purchasing equipment, managing cash flow, and funding growth when the business needs it. The other options don't fit because credit won't eliminate market risk, it doesn't directly boost an individual's personal credit score, and it isn't intended to fund personal expenses.

7. Feasibility assessment of venture ideas evaluates what?

A. Whether the idea can be turned into a viable business.

B. Only the design aesthetics of a product.

C. The color palette of branding.

D. The preferred supplier list.

Feasibility assessment asks whether an idea can actually become a viable business. It examines if the concept can be developed and operated with real resources, and whether it can deliver value to customers while earning a profit. This includes considering whether the technology or process can be built, whether the market exists and can be reached, whether the team and operations can be organized effectively, and whether the financials support sustainable execution. In other words, it's about the practical likelihood that the venture can be launched and sustained, not just whether people would like the product or how it looks. Branding choices like color palettes or design aesthetics and operational details such as a supplier list are important, but they belong to product development and execution planning, not the overall feasibility of turning the idea into a business.

8. What defines Internal Communications in PR?

A. Internal Communications are messages posted to external customers.

B. Internal Communications are planned messages disseminated to employees through various channels such as newsletters and posters.

C. Internal Communications are advertisements in magazines.

D. Internal Communications involve only loud public events.

Internal Communications in PR is about delivering planned messages to employees through internal channels to inform, align, and engage the workforce. It relies on purposeful, ongoing communication aimed at staff, using channels like newsletters, intranets, posters, emails, and town hall meetings. This focus on the internal audience and internal channels distinguishes it from external PR, which targets customers, media, or the public, and from advertising, which is typically external and promotional. So the best answer describes messages crafted for employees and spread through internal channels such as newsletters and posters, rather than external audiences or isolated public events.

SAMPLE

9. The scope of purchasing is primarily concerned with which activity?

A. Defining processes for purchasing from private sector sources.

B. Hiring new staff.

C. Designing product packaging.

D. Setting customer pricing.

Purchasing focuses on obtaining the external inputs a business needs by establishing how purchases are made. The best choice reflects defining the procurement process for buying from outside suppliers—how needs are identified, how suppliers are sourced and selected, and how orders and contracts are managed. This keeps materials and services flowing efficiently and cost-effectively. Hiring staff relates to human resources, product packaging design to product development/branding, and setting customer pricing to marketing/finance. These are not the purchasing functions.

10. A Pricing Matrix primarily helps by?

A. Scheduling staff shifts.

B. Defining costs, features, and differentiators to motivate purchases.

C. Tracking production defects.

D. Calculating tax obligations.

A Pricing Matrix focuses on linking price points to the actual products or service packages and the value those offerings deliver. It lays out what each tier includes, what features or differentiators justify a higher price, and how much customers are expected to pay based on the value they receive. By mapping costs, features, and differentiators to specific price levels, it helps a team decide which features belong in which package, how to position each option, and where upsell or cross-sell opportunities lie. This makes it easier to communicate value to customers and to set prices that reflect that value, which is the essence of what a pricing matrix is for. For example, a software product might have basic, standard, and premium plans, each with a different set of features and a different price. The matrix shows exactly which features sit at each price point and why a customer would choose a higher tier, guiding both pricing decisions and sales messaging. Other options relate to activities like scheduling labor, monitoring production quality, or handling tax calculations, which are not the pricing-focused purpose of a pricing matrix.

SAMPLE

Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

https://decaetdmperf.examzify.com

We wish you the very best on your exam journey. You've got this!

SAMPLE