



American Business

Merit Badge Workbook



This workbook can help you but you still need to read the merit badge pamphlet.

This Workbook can help you organize your thoughts as you prepare to meet with your merit badge counselor.

You still must satisfy your counselor that you can demonstrate each skill and have learned the information.

You should use the work space provided for each requirement to keep track of which requirements have been completed, and to make notes for discussing the item with your counselor, not for providing full and complete answers.

If a requirement says that you must take an action using words such as "discuss", "show", "tell", "explain", "demonstrate", "identify", etc, that is what you must do.

Merit Badge Counselors may not require the use of this or any similar workbooks.

No one may add or subtract from the official requirements found in Boy Scout Requirements (Pub. 33216 – SKU 637685).

The requirements were last issued or revised in 2017 • This workbook was updated in May 2017.

Scout's Name: _____ Unit: _____

Counselor's Name: _____ Counselor's Phone No.: _____

<http://www.USScouts.Org> • <http://www.MeritBadge.Org>

Please submit errors, omissions, comments or suggestions about this **workbook** to: Workbooks@USScouts.Org

Comments or suggestions for changes to the **requirements** for the **merit badge** should be sent to: Merit.Badge@Scouting.Org

1. Do the following:

a. Explain four features of the free enterprise system in the United States. Tell its benefits and responsibilities.

Feature 1

Benefits

Responsibilities

Feature 2

Benefits

Responsibilities

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Feature 3

Benefits

Responsibilities

Feature 4

Benefits

Responsibilities

Describe the difference between freedom and license.

Tell how the Scout Oath and Law apply to business and free enterprise.

b. Describe the Industrial Revolution:

Tell about the major developments that marked the start of the modern industrial era in the United States.

Tell about five people who had a great influence on business or industry in the United States. Tell what each did.

1.	Name	

2.	Name	

3.	Name	

4. Name

5. Name

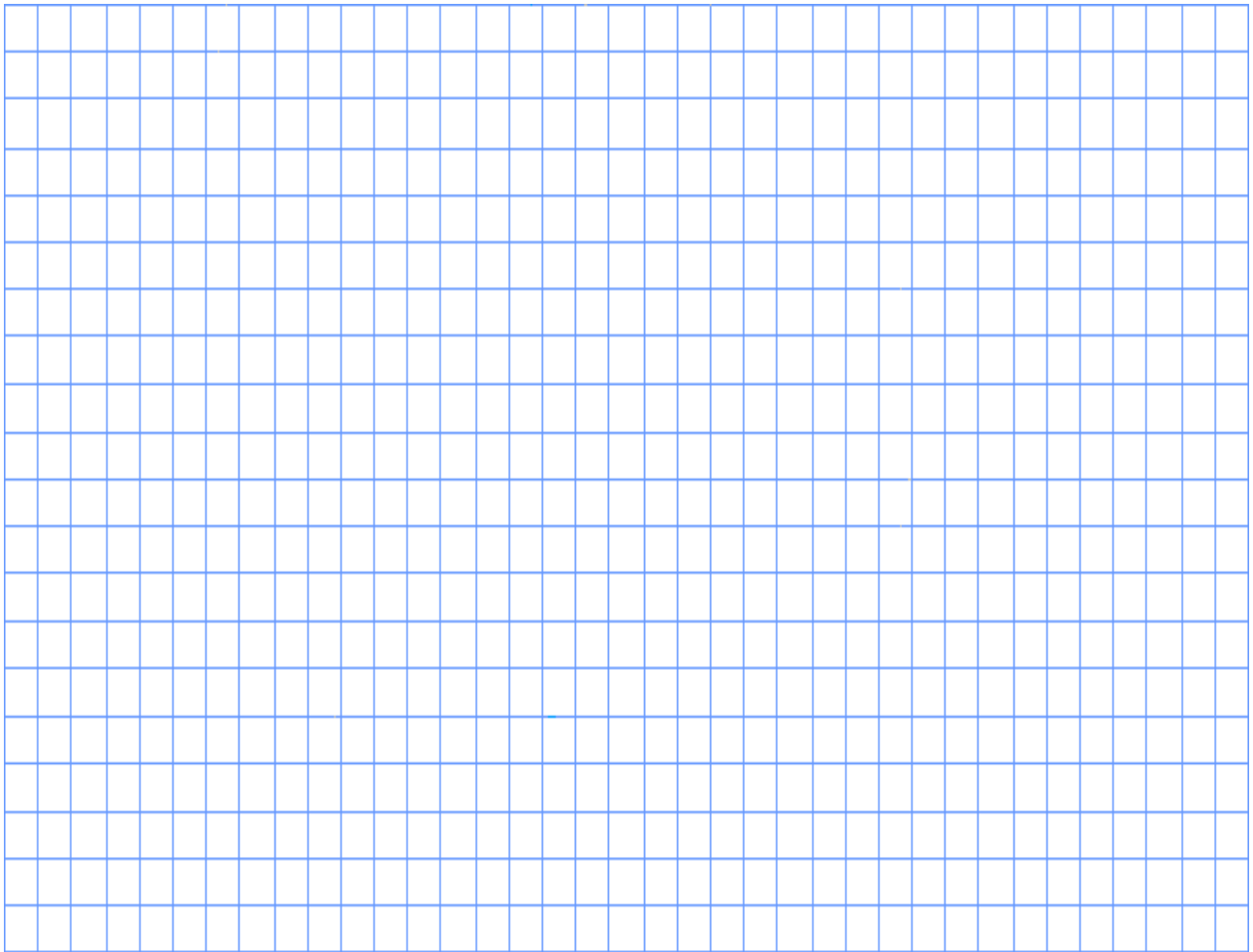
c. Identify and describe to your counselor the five primary areas of business.

1.	
2.	
3.	
4.	
5.	

2. Do the following:

- a. Visit a bank or credit union. Talk with one of the officers or staff.

Chart the organization of the financial institution. Show its relationship with other banks, business, and industry.



- b. Explain how changes in interest rates, taxes, and government spending affect the flow of money into or out of business and industry.

Interest Rates

Taxes

Government Spending

c. Describe to your counselor green marketing and sustainable business practices.

d. Explain how a proprietorship or partnership gets its capital.

Discuss and explain four ways a corporation gets its capital.

1.	
2.	
3.	
4.	

e. Explain the place of profit in business.

f. Name five kinds of insurance useful to business. Describe their purposes.

	Type of Insurance	Purpose
1.		
2.		
3.		
4.		
5.		

3. Do the following:

a. Pick two or more stocks from the financial pages of a newspaper.

Stock 1:	
Stock 2:	
Stock 3:	
Stock 4:	
Stock 5:	
Stock 6:	

Request the annual report or prospectus from one of the companies by writing, or visit its website (with your parent's permission) to view the annual report online.

Explain how a company's annual report and prospectus can be used to help you manage your investments.

- b. Pretend to have bought \$1,000 worth of the stocks from the company you wrote to in requirement 3a. Explain how you "bought" the stocks.

Tell why you decided to "buy" stock in this company.

Keep a weekly record for three months of the market value of your stocks. Show any dividends declared.

Stock 1:	
Stock 2:	
Stock 3:	
Stock 4:	
Stock 5:	
Stock 6:	

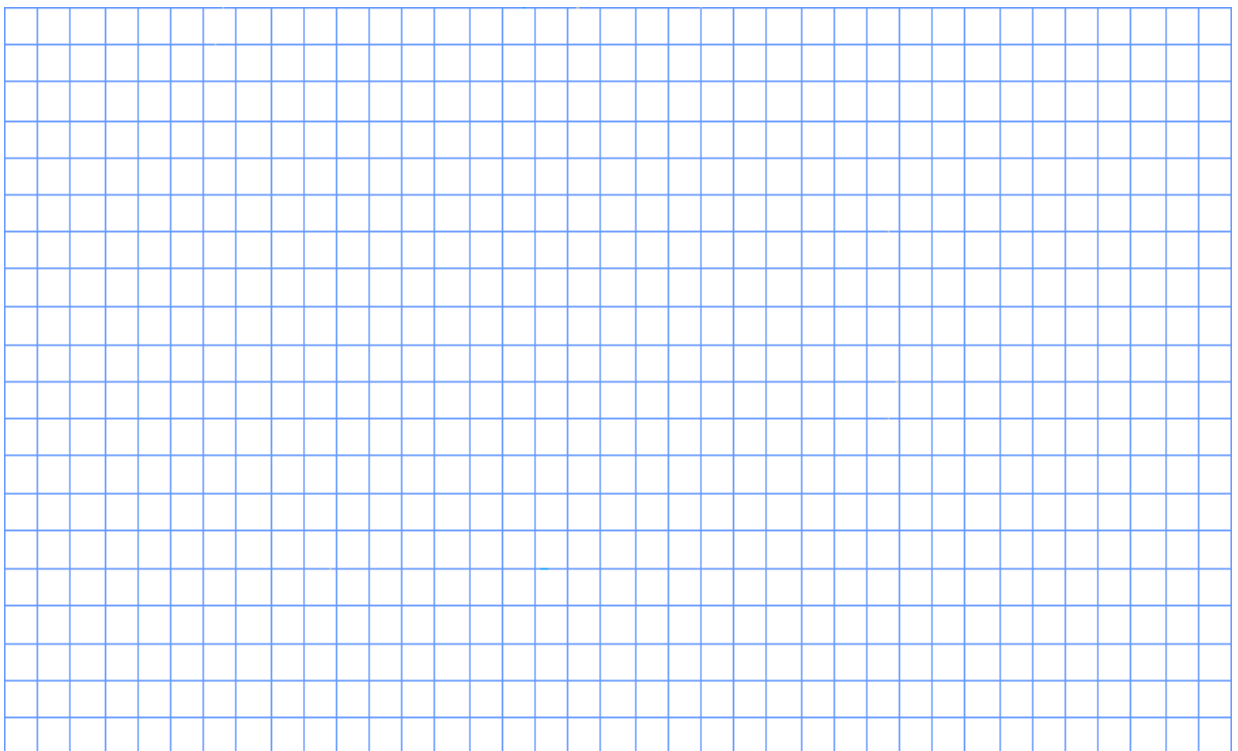
Week	Date	Stock 1		Stock 2		<i>(Optional Notes)</i>
		Price	Dividends	Price	Dividends	
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						

Week	Date	Stock 3		Stock 4		<i>(Optional Notes)</i>
		Price	Dividends	Price	Dividends	
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

11						
12						
13						

Week	Date	Stock 5		Stock 6		<i>(Optional Notes)</i>
		Price	Dividends	Price	Dividends	
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						

4. Do ONE of the following:
- a. Draw an organizational chart of a typical central labor council.



b. Describe automation, union shop, open shop, collective-bargaining agreements, shop steward, business agent, and union counselor.

Automation

Union Shop

Open Shop

Collective-Bargaining Agreements

Shop Steward

Business Agent

Union Counselor

c. Explain the part played by four federal or state agencies in labor relations.

Agency 1.

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Agency 2.

Agency 3.

Agency 4.

5. Run a small business involving a product or service for at least three months.

First find out the need for it. For example: a newspaper route, lawn mowing, sales of things you have made or grown.

Keep records showing the costs, income, and profit or loss.

Week	Date	Costs	Income	Profit or Loss	(Optional notes)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					

Report:

- a. How service, friendliness, hard work, and salesmanship helped build your business.

Service	
Friendliness	
Hard work	
Salesmanship	

- b. The benefits you and others received because you were in business. Comparable 4-H, FFA, or Junior Achievement projects may be used for requirement 5.

You:

Others:

- 6. Do ONE of the following:

- a. Make an oral presentation to your Scout troop about an e-commerce company. Tell about the benefits and pitfalls of doing business online, and explain the differences between a retailer and an e-commerce company. In your presentation, explain the similarities a retailer and an e-commerce company might share.

- b. Choose three products from your local grocery store or mall and tell your merit badge counselor how the packaging could be improved upon so that it has less impact on the environment.

Grocery Store Item 1.

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Grocery Store Item 2.

Grocery Store Item 3.

- c. Gather information from news sources and books about a current business leader. Write a two-page biography about this person or make a short presentation to your counselor. Focus on how this person became a successful business leader.

When working on merit badges, Scouts and Scouters should be aware of some vital information in the current edition of the *Guide to Advancement* (BSA publication 33088). Important excerpts from that publication can be downloaded from <http://usscouts.org/advance/docs/GTA-Excerpts-meritbadges.pdf>.
You can download a complete copy of the *Guide to Advancement* from <http://www.scouting.org/filestore/pdf/33088.pdf>.