

Name _____
Date _____

BLS 200 Entry – Exit Profile

Facilitator _____

Principles	True-False	Multiple Choice
<p>“The Foundations of Economics and Family Management”</p>	<p>1. In social transformation, the most important foundation is the individual. T___ F___ 2. Biblically speaking, the standards for leadership in the church jurisdiction should be unique. T___ F___ 3. Family money management as a concept is not directly related to building a strong national economy. T___ F___</p>	<p>1. “Good To Great” is best described as a book about: A. Applying the best business practices to successful companies. B. Biblical principles of leadership in a secular context. C. How leaders built very successful companies. D. God proving that His principles work even if the people using them may be unaware of their origin. E. B, C, and D. F. All of the Above</p>
<p>“Our Ministry As Kings & Priests” (Rulership/Mediation)</p>	<p>4. “Priests” minister in the church and “kings” in the marketplace. T___ F___ 5. Our “kingly” ministry is about our role in the political realm. T___ F___ 6. Bringing transformation to an organization is different than bringing transformation to an individual. T___ F___</p>	<p>2. The concept of “separated powers” is best described as: A. A political concept but worth considering in running a large business. B. Spelled out in the Declaration of Independence and has genuine relevance in establishing a national budget. C. Properly used as an excuse to keep the church operating dualistically in the culture. D. Originated in the Godhead but applicable in every excellent organization.</p>
<p>“Walking In Financial Freedom”</p> <ul style="list-style-type: none"> • Obedience • Limits (closed circle) • Mammon 	<p>7. Biblical economics is largely about obedience to the principles of God’s word. T___ F___ 8. “Scarcity” is always the result of insufficient financial resources or planning. T___ F___ 9. In dealing with Mammon’s influence over our finances, the most important question is “where do I best spend and budget money.” T___ F___</p>	<p>3. “Internal integrity leads to external integration” primarily deals with: A. The agreement-alignment principle. B. When we should consider acquisitions or vertical integration. C. The natural law of smaller units seeking healthy relationships with larger units. D. Economic foreign policies and currency exchanges.</p>
<p>“Building Your Organization on God’s Word and Pattern.”</p> <ul style="list-style-type: none"> • Motives • Patterns • Principles 	<p>10. The principles of building successful businesses have little to do with building other organizational models. T___ F___ 11. The Old Testament laws have little or nothing to do with building organizations biblically. T___ F___ 12. Studying the “patterns” leading to financial success deals primarily with market based stocks, bonds, and financial institutions. T___ F___</p>	<p>3. “Internal integrity leads to external integration” primarily deals with: A. The agreement-alignment principle. B. When we should consider acquisitions or vertical integration. C. The natural law of smaller units seeking healthy relationships with larger units. D. Economic foreign policies and currency exchanges.</p>

<p>“How Your Ministry fits into the Big Picture”</p> <ul style="list-style-type: none"> • Alignment prophetically • Internal integrity – external integration 	<p>13. The search for unified reality deals largely with wholeism vs. dualism. T___ F___</p> <p>14. How we build our business doesn’t relate to how we build our family or church because the issues are so different. T___ F___</p> <p>15. God’s focus on the role of believers in the marketplace is primarily due to the need for resources to expand church missions. T___ F___</p>	<p>4. “Power is guarded by problems” means:</p> <ul style="list-style-type: none"> A. Our problems promote us or hinder us. B. Premature promotion is dangerous. C. Promote problem-solvers more than long-tenured workers. D. As a hiring criteria, a person’s “potential” is less helpful than their being able to stick with a problem until its finished. E. All of the above. <p>5. “Transformation” is a concept which applies to:</p> <ul style="list-style-type: none"> A. Individuals B. Churches C. Businesses D. Nations F. All of the above <p>6. “Profit” or return on investment is strategically related to:</p> <ul style="list-style-type: none"> A. Income exceeding expense B. Correct timing of the marketing cycle. C. Strategic planning, a company’s DNA, agreement-alignment, and learning-based organizational skills. D. The competency skills of the employees.
<p>“How to Hear God For Your Business”</p> <ul style="list-style-type: none"> • Spousal unity • Seasons • Co-working w/ God 	<p>16. Working for someone is more satisfying than working with them. T___ F___</p> <p>17. A compartmentalized life demonstrates mature strategic planning. T___ F___</p> <p>18. God answers “business prayers” automatically when we tithe on the profits to the church and missionary work. T___ F___</p>	
<p>“Discovering who you can trust”</p> <ul style="list-style-type: none"> • Telling “stories” • Guarding /Building • Four “C’s” 	<p>19. The “Bridge of Trust” helps us discern the size of financial “deals” between people, which are appropriate. T___ F___</p> <p>20. Being a Christian largely eliminates any of our personal self-deceptions. T___ F___</p> <p>21. “Upside investments” are always obvious. T___ F___</p>	
<p>“Dealing with Spiritual Warfare”</p> <ul style="list-style-type: none"> • Obedience as protection • Seeing & hearing • Personal /corporate 	<p>22. “Spiritual Warfare” doesn’t include the marketplace, such as the enemy attacking a strategic organization that is obeying God. T___ F___</p> <p>23. Obedience to God is a critical source of protection in the business world. T___ F___</p> <p>24. There are demonic beings that show up in organizations called “Powers.” T___ F___</p>	

<p>“How to Pray Business Prayers God Will Answer”</p> <ul style="list-style-type: none"> • Prayer as creation • Borders of ministry 	<p>25. Praying in faith for our marketplace ministry begins with identifying our calling from God. T___ F___</p> <p>26. If our spouses have a separate career, their input will be of limited use regarding our calling due to a lack of information. T___ F___</p>	<p>7. The Business Leadership School is about, “leading people and building organizations God’s way” because:</p> <p>A. These are the two most important basic ingredients of all successful organizations.</p> <p>B. It focuses us on a Christian approach to the marketplace.</p> <p>C. It demonstrates our superiority to secular business educational programs.</p>
<p>“Biblical Ethics in The Marketplace”</p> <ul style="list-style-type: none"> • Reflective vs. reactive • Motives and rules 	<p>27. “Biblical ethics” requires that we do not fire people who are in financial need. T___ F___</p> <p>28. “Ethics” ultimately is about loving people. T___ F___</p> <p>29. The primary reason for business failure is due to poor sales and cash flow problems. T___ F___</p>	<p>8. The following concepts are clearly related to successful marketing:</p> <p>A. Values, D.N.A., evangelists, relational building.</p> <p>B. Language skills, pricing policies, market share</p> <p>C. Skilled marketers, ample budgets.</p> <p>D. All of the above.</p>
<p>“What is your organization called to do”?</p> <ul style="list-style-type: none"> • Design – destiny • D.N.A. • Agreement- alignment 	<p>30. “Reactive vs. reflective choices” deals with managing our receivables and not our ethics or personal emotions. T___ F___</p> <p>31. Business “D.N.A.” deals primarily with discovering the purposes of God for the organization. T___ F___</p> <p>32. A business’ “D.N.A.” is a major factor in analyzing potential new growth, i.e. new products, mergers, and employee policies. T___ F___</p>	<p>9. “Good leaders produce proprietors” deals with the concepts of:</p> <p>A. Christ’s relationship with us</p> <p>B. Profit is generated primarily generated by “owners” not employees.</p> <p>C. Profit sharing and stock options.</p> <p>D. The way pastors should lead</p> <p>E. All of the above.</p>
<p>“Changing Man and His Institutions”</p> <ul style="list-style-type: none"> • Systematic change • Kingdom economics • Gradualism 	<p>33. Our personal “internal objections” have little to do with productivity. T___ F___</p> <p>34. “Systematic change” is about production innovation. T___ F___</p> <p>35. “Disillusionment” should be carefully embraced as a gift from God.” T___ F___</p>	<p>10. Relational “loyalty” to an organization is a concept developed by focusing on:</p> <p>A. A 360 degree view of the whole business.</p> <p>B. Customers and market share</p> <p>C. Employee work ethics and honesty.</p> <p>D. The way employees should relate to their fellow workers.</p>
<p>“The Nature and Power of Agreements”</p> <ul style="list-style-type: none"> • Clear, free • “Love runs on rails” • Matt. 18 resolutions 	<p>36. Rules, agreements, and commitments form the backbone of any organization. T___ F___</p> <p>37. The “rules of the game” also determine the kind of people we attract as employees and customers. T___ F___</p> <p>38. Unified problem-solving in an organization is a huge factor in both company morale and profitability. T___ F___</p>	

<p>“Transformation Begins with You”</p> <ul style="list-style-type: none"> • Dominion/Process • Laws of transformation 	<p>39. “Dominion theology” as a theological concept, does not apply to kingdom business practices. T___ F___</p> <p>40. In order to build powerful companies, it is necessary for the participants involved to have powerful agreements in place. T___ F___</p> <p>41. Changing what surrounds me begins with changing me. T___ F___</p>	
<p>“Understanding the Basics of Problem-Solving”</p> <ul style="list-style-type: none"> • Relational, conceptual, executional 	<p>42. Good systems always solve more problems than good company morale. T___ F___</p> <p>43. The basic sequence of wise problem-solving deals with the issues of relational, conceptual, executional. T___ F___</p>	
<ul style="list-style-type: none"> • Power is guarded by problems 	<p>44. Focusing on principles more than personalities or engiftments is the key to successful problem-solving. T___ F___</p>	
<p>“The Relational Nature of Problem-Solving”</p> <ul style="list-style-type: none"> • Clear agreements • being “right” vs. what produces life • Principles vs. personalities 	<p>45. Regardless of the personalities involved, most problems can be resolved if agreements and authority lines have been made clear. T___ F___</p> <p>46. Technology is reducing our need for relational skill-sets. T___ F___</p>	
<p>“Execution and Delegation”</p> <ul style="list-style-type: none"> • Leadership/management • Building on sons • Running plays 	<p>47. Good leaders make up for the shortcomings of mediocre managers. T___ F___</p> <p>48. “Building on sons” is a good idea for Christians but not possible in secular business situations. T___ F___</p> <p>49. We can delegate authority, but responsibility may still rest with the delegator. T___ F___</p>	

<p>“Stimulating the Commitment of Others”</p> <hr/> <ul style="list-style-type: none"> • Vision • Leverage • Righteousness/ • Consciousness 	<p>50. Unclear or unconfirmed strategic goals create discipline problems. T___ F___</p> <p>51. Productivity-based rewards necessarily creates “politics” in an organization. T___ F___</p> <p>52. Biblical discipleship goes beyond the salvation experience and deals with the fundamental worldview differences between the saved and unsaved. T___ F___</p>	
<p>“Basic Principles of Management”</p> <hr/> <ul style="list-style-type: none"> • Epistemology • Agreement - alignment 	<p>53. The concept of Epistemology, when understood, relates to our love for people. T___ F___</p> <p>54. Frequently we must place “safety rails” around people’s behavior in order to train them to create new habits in the work place. T___ F___</p> <p>55. “Discipleship” can take place between Christians and the unsaved at work. T___ F___</p>	
<p>“Building our Business on a Relational Foundation” (Pt. 1)</p> <hr/> <ul style="list-style-type: none"> • The Trinity • Teaching/training • Unconscious-conscious 	<p>56. The Trinity is a theological issue, not an issue affecting business structures. T___ F___</p> <p>57. The “conscious-unconscious” competency model is about the steps of transformation and has four stages. T___ F___</p>	
<p>“Building our Business on a Relational Foundation” (Pt. 2)</p> <hr/> <ul style="list-style-type: none"> • Levels of involvement 	<p>58. Successful mentoring is the key to effective human resource programs. T___ F___</p> <p>59. A “learning-based organization,” where departments or whole organizations can “remake themselves,” is essential to market-based reconfiguration. T___ F___</p>	
<p>“Understanding the Teaching-Training Distinctive” (Pt. 1)</p> <hr/> <ul style="list-style-type: none"> • Believing to knowing 	<p>60. The difference between “teaching” and “training” is just an issue of word choice. T___ F___</p> <p>61. Training requires demonstrating; teaching requires concept clarifying. T___ F___</p> <p>62. “Catechizing” is purely a religious concept, and therefore does not apply to the marketplace. T___ F___</p>	

<p>“Understanding the Teaching-Training Distinctive” (Pt. 2)</p>	<p>63. Practice makes perfect and successful companies know this. T___ F___</p>	
<ul style="list-style-type: none"> • Catechizing • Obstacles re: student-teachers 	<p>64. Requiring people at work to memorize concepts or word meanings is demeaning and should not be practiced. T___ F___</p>	
<p>“Knowing When the Game is on: God’s Green Light Special”</p>	<p>65. Our speech often “pushes buttons” we don’t want to deal with. T___ F___</p>	
<ul style="list-style-type: none"> • Speech and presumption • Training to face reality 	<p>66. Successful company leadership balances goals and objectives with new challenges and systemic reactions to change. T___ F___</p>	

66 True/False

10 Multiple choice