

**43<sup>rd</sup> Annual National Collegiate Landscape Competition**  
**March 20 - 23, 2019**  
**Colorado State University**

**BUSINESS MANAGEMENT**

**Description:** The student (maximum of two individuals per school) will be required to answer a series of multiple choice, matching, short answer and calculation problems derived from *Business Principles of Landscape Contracting*, by Steven M. Cohan, (3rd edition, copyright 2018, available in the NALP bookstore). Students should be able to define key terms, understand the difference between direct and indirect costs, and understand the different types of accounting and estimating methods.

A balance sheet and income statement will be presented. Students should understand the relationships among the main parts of each and be able to conduct some basic analysis of each.

**Time:** 1 hour and 30 minutes

**JUDGING CRITERIA**

**Points:** 100 possible points per individual; individual scores are combined toward the team score for a total of 200 possible points.

The problem will be scored against pre-determined answers.

Time will be used only as a tiebreaker.

**Students are required to bring the following materials to the event:** Two sharpened pencils with erasers, and a calculator. No scratch paper will be allowed into the event.

**Sponsor is required to supply the following materials for the event:**

- 130 test and answer sheets
- Blank scratch paper
- Stopwatches
- Final test solution ready for scoring the students' tests
- Sufficient number of judges and event monitors
- Any other items deemed necessary for this event