

The Secrets of Jonathan Sperry

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<https://www.youtube.com/watch?v=1-zdWNdXdKs> **Instructions:** Watch the video. Choose the best answer for each question. Write the letter in the space provided. Each question is worth 1 mark, for a total of 25 marks.

Part A: Understanding the Film

1. _____ What is the name of the young man who earns money mowing lawns?

A. Albert
B. Nick
C. Dustin Sharp
D. Mark

2. _____ Why is summer an important setting for the events in the film?

A. The boys are attending a special summer school program.
B. The boys have time away from their usual school routine to develop friendships and learn important lessons.
C. Dustin must complete a summer employment program to graduate.
D. The boys are preparing to leave town for different schools.

3. _____ What is the significance of Jonathan Sperry's relationship with Dustin?

A. He becomes a mentor who influences Dustin's understanding of faith and how to treat others.
B. He teaches Dustin how to establish a professional landscaping company.
C. He helps Dustin compete against other lawn-care businesses.
D. He becomes responsible for making Dustin's decisions for him.

4. _____ Why does Jonathan Sperry hire Dustin to mow his lawn?

A. He wants Dustin to learn how to repair outdoor equipment.
B. He needs someone to supervise his property while he is away.
C. He wants to help Dustin earn money without expecting any work in return.
D. He finds it increasingly difficult to manage the lawn himself.

5. _____ What does Mr. Sperry's offer of lemonade after the mowing job help demonstrate?

A. Customers should provide refreshments whenever a service is completed.
B. A business relationship can include personal warmth and hospitality as well as payment.
C. Workers should expect additional compensation beyond the agreed price.
D. A customer should become personally involved in every aspect of a worker's life.

6. _____ What is the name of the girl Dustin likes?

- A. Jennifer
- B. Sarah
- C. Tanya
- D. Mary

7. _____ What is the main purpose of the Bible study organized by Mr. Sperry?

- A. To prepare the boys to become church leaders immediately.
- B. To teach the boys how to resolve every disagreement through formal rules.
- C. To provide the boys with a way to earn money during the summer.
- D. To help the boys understand biblical teachings and apply them to their lives.

8. _____ Which character creates conflict through bullying and intimidation?

- A. Nick
- B. Albert
- C. Mark
- D. Jonathan Sperry

9. _____ When Dustin's mother tells him that a potential customer has requested lawn-mowing service, why is calling the customer back a sensible next step?

- A. It allows Dustin to begin working without knowing what the customer wants.
- B. It transfers responsibility for scheduling from Dustin to his mother.
- C. It allows Dustin to clarify the customer's needs and arrange the work.
- D. It guarantees that the customer will hire him for the entire summer.

10. _____ Which response best reflects the lesson Mr. Sperry encourages the boys to learn about Nick?

- A. Forgiveness means pretending that harmful behaviour never occurred.
- B. Responding to mistreatment with kindness is better than seeking revenge.
- C. Friendship requires accepting every action another person takes.
- D. Avoiding conflict is more important than addressing wrongdoing.

Part B: Dustin's Lawn-Mowing Business and Self-Employment

11. _____ Which statement best describes the business activity Dustin carries out?

- A. He works as a salaried employee of a landscaping company.
- B. He performs unpaid community service arranged by his school.
- C. He manages a retail business selling gardening equipment.
- D. He provides lawn-mowing services directly to customers for payment.

12. ____ Which feature most clearly distinguishes Dustin's work from a typical job as an employee?

- A. He provides a service to customers and takes responsibility for finding and arranging his own work.
- B. He works outdoors rather than in an office.
- C. He receives payment after completing a task instead of at the beginning of the month.
- D. He works during the summer rather than throughout the year.

13. ____ Dustin explains that he usually charges \$2 for mowing a lawn. What is the most reasonable interpretation of this amount?

- A. It is the profit he earns after paying every business expense.
- B. It is the total amount he earns from all his customers in a typical day.
- C. It is the price he normally asks customers to pay for his mowing service.
- D. It is the hourly wage guaranteed by an employer.

14. ____ Mr. Sperry pays Dustin \$3 rather than the \$2 Dustin says he normally charges. Which explanation best describes what this payment represents?

- A. A required sales tax added to every lawn-mowing job.
- B. An additional amount Mr. Sperry chooses to pay beyond Dustin's usual charge.
- C. A formal wage increase established by a landscaping company.
- D. Reimbursement for equipment Dustin purchased specifically for Mr. Sperry.

15. ____ Dustin explains that mowing Mr. Sperry's lawn took almost an hour. Why is this detail useful when considering the value of his work?

- A. It establishes that every lawn should cost exactly the same amount.
- B. It proves that the job was unprofitable regardless of the payment received.
- C. It establishes the number of customers Dustin can serve in an entire summer.
- D. It provides information that can help him evaluate whether his price fairly reflects his time and effort.

16. ____ If Dustin wanted to develop a more consistent pricing approach for future jobs, which method would be most useful?

- A. Charge every customer the same amount regardless of lawn size or difficulty.
- B. Set prices according to the customer's income rather than the work required.
- C. Consider the time required, the size and condition of the lawn, and any relevant costs.
- D. Charge the lowest possible price so that customers never consider another worker.

17. _____ Mr. Sperry asks Dustin to return in about two weeks, or sooner if needed. What business opportunity does this create?

- A. The possibility of repeat customers and more predictable future work.
- B. A guarantee that Dustin will earn the same income every week.
- C. An obligation to accept every future request regardless of availability.
- D. An opportunity to eliminate the need to communicate with customers.

18. _____ Why is raking the grass after mowing an important part of Dustin's service?

- A. It allows him to charge a higher price without telling the customer.
- B. It demonstrates attention to the finished result and helps meet customer expectations.
- C. It ensures that the customer will never need lawn care again.
- D. It reduces the need to discuss the customer's expectations before beginning the job.

19. _____ Dustin is told to call a potential customer back. Which response would best demonstrate professional communication?

- A. Arrive at the customer's home and begin mowing immediately.
- B. Ask the customer to decide the price after the work is finished.
- C. Wait until the customer contacts him a second time to confirm interest.
- D. Introduce himself, discuss the requested work, and agree on a suitable time.

20. _____ Dustin receives \$3 for a mowing job. Which statement correctly describes this money from an accounting perspective?

- A. It is profit because no business expenses can apply to a small job.
- B. It is disposable income that must be saved rather than spent.
- C. It is revenue, from which any relevant business expenses must still be deducted to determine profit.
- D. It is a business expense because Dustin spent time earning it.

21. _____ Suppose Dustin earns \$12 from several jobs and spends \$4 on fuel and equipment-related costs. What is his profit before any other expenses?

- A. \$16
- B. \$8
- C. \$4
- D. \$12

22. _____ Dustin wants to attract more customers without spending much money on advertising. Which strategy would most likely help?

- A. Complete jobs reliably so satisfied customers may recommend him to others.
- B. Promise the lowest price in town, regardless of whether it covers his costs.
- C. Accept more jobs than he can reasonably complete on time.
- D. Avoid returning to previous customers so that he can focus on finding new ones.

Part C: Applying Lessons from the Film

23. _____ Mr. Sperry arranges for Dustin to mow Mr. Barnes's lawn without initially revealing who is paying. What does this situation most strongly illustrate?

- A. Business owners should conceal all financial arrangements from customers.
- B. Workers should provide free services whenever a customer appears to need help.
- C. Charity is only meaningful when the recipient never discovers who provided it.
- D. Practical help can be offered discreetly to preserve the dignity of the person receiving it.

24. _____ Mr. Barnes eventually insists that Dustin be paid for mowing his lawn. Which principle does his response best illustrate?

- A. Customers should always pay more than the usual price for a service.
- B. Receiving help creates an obligation to repay the helper with another service.
- C. Paid work can recognize the worker's effort and allow the recipient to maintain independence and dignity.
- D. Accepting assistance is inappropriate whenever someone has limited financial resources.

25. _____ Which conclusion best connects Dustin's lawn-mowing business with the broader message of the film?

- A. Financial success is the most reliable measure of whether a person has acted responsibly.
- B. Work can develop responsibility and independence while also providing opportunities to serve others with kindness.
- C. Helping others is most effective when the helper makes decisions without considering the recipient's wishes.
- D. Personal character and business responsibilities should be treated as unrelated parts of life.