

# WSIADA READ & RESPOND QUIZ AUGUST 2025

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Dealership Name

Motor Vehicle Dealer No.

Date

Quiz Taker's Name

Position

Signature

Email

Business Phone

Fax

## CIRCLE THE CORRECT ANSWER.

**1** What is a benefit for consumers when dealerships offer limited warranties?

- A) They always cover the full cost of vehicle ownership
- B) They reduce the consumer's upfront vehicle purchase price
- C) They provide free coverage on costly mechanical repairs
- D) They guarantee lifetime bumper-to-bumper coverage

**2** Which of the following best describes the emerging profile of RV intenders according to the Go RVing RV Owner Demographic Profile?

- A) Mostly retirees living in rural areas
- B) Primarily middle-aged men seeking hunting trips
- C) A younger, diverse, and tech-savvy group, many of whom are parents
- D) People over age 60 who are downsizing their lifestyles

**3** What was one significant effect of the import tariffs introduced in March 2025 on the new vehicle market?

- A) New vehicle prices dropped by over 10%
- B) Consumers delayed car purchases, leading to a long-term sales decline
- C) There was a temporary 48% surge in new car sales earlier in the year
- D) Luxury SUV inventory fell below historic averages

**4** How are some dealers preparing for the projected surge of off-lease BEVs entering the used market?

- A) Exporting vehicles to markets with lower supply

- B) Offering steep discounts and lease buyouts
- C) Converting them into Certified Pre-Owned (CPO) vehicles
- D) Partnering exclusively with Tesla to limit supply

**5** What is a key advantage of online used car auctions for dealers?

- A) They eliminate the need to inspect vehicle condition before purchase
- B) They offer the lowest possible prices compared to in-person auctions
- C) They provide convenience, broader inventory access, and market transparency
- D) They are only open to large, national dealerships

**6** Which of the following contributed most to the recent affordability challenges in the auto market?

- A) A shortage of full-size trucks and luxury sedans
- B) A lack of financing options from major banks
- C) A sharp decline in sub-\$30,000 vehicle inventory
- D) A sudden drop in used car prices across all segments

**7** How can limited warranties contribute to a dealership's long-term wealth-building strategy?

- A) By reducing service revenue needs over time
- B) By eliminating the need for upselling extended service contracts
- C) By integrating into reinsurance or DOWC programs that generate investment income
- D) By allowing third-party providers to manage all reserves

**8** What role do RV rental experiences play in shaping prospective buyers' decisions?

- A) They reduce interest in RV ownership due to high maintenance concerns
- B) They are rarely used because most buyers go directly to dealerships
- C) They influence decisions on type, brand, and timing of RV purchases
- D) They are only used by retirees seeking luxury options

**9** What is one major reason used BEV prices may have increased recently, according to Carfax and Cox Auto data?

- A) Dealer incentives for high-mileage electric vehicles
- B) The shrinking supply of new EVs due to tariffs
- C) Consumers rushing to use the federal used-BEV tax credit before expiration
- D) A reduction in interest rates making EV financing more accessible

**10** What is one recommended strategy to avoid overpaying during a used car auction?

- A) Only bid on vehicles with less than 30,000 miles
- B) Wait until the very first bids to jump in aggressively
- C) Set a firm maximum bid limit and walk away if it's exceeded
- D) Follow other dealers' bidding behavior to stay competitive

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