

WSIADA READ & RESPOND QUIZ

SEPTEMBER 2025

RETURN

COMPLETED QUIZ TO WSIADA AT
EDUCATION@WSIADA.COM

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I have read and understand the disclaimer above.

Dealership Name

Motor Vehicle Dealer No.

Date

Quiz Taker's Name

Position

Signature

Email

Business Phone

Fax



CIRCLE THE CORRECT ANSWER.

1 In Smith's article, what was the main lesson the uncle emphasized in his Navy training?

- A) Follow orders exactly
- B) Specialize in one task
- C) Train everyone for every job
- D) Avoid unnecessary drills

2 What happened to used EV values recently?

- A) Increased
- B) Stayed flat
- C) Dropped
- D) Surged

3 Why are more consumers turning to BHPH dealerships now?

- A) Gas prices are rising
- B) Credit scores are improving
- C) Traditional loans are harder to get
- D) Car prices are dropping

4 What segment had the largest year-over-year price increase in early July?

- A) Trucks
- B) EVs
- C) Luxury
- D) Compact cars

5 What is the main goal of the new Make America Beautiful Again Commission?

- A) Build new highways
- B) Promote mining on public lands
- C) Expand outdoor recreation and conservation
- D) Restrict land access

6 What workplace risk does the Smith warn against?

- A) Too many part-time staff
- B) Relying on one expert
- C) Overtraining employees
- D) Not enough holidays

7 Why is EV demand expected to decline?

- A) Fewer models
- B) End of tax credits
- C) Charging issues
- D) Lower gas prices

8 What is a key advantage BHPH dealers have?

- A) They sell only electric vehicles
- B) They avoid customer referrals
- C) They focus on credit scores
- D) They offer flexible, income-based financing

9 How did EV prices change month-over-month in early July?

- A) Rose 2.1%
- B) Stayed flat
- C) Dropped 2.1%
- D) Increased 6.8%

10 How much funding will the Patriot Program invest in public lands?

- A) \$100M
- B) \$250M
- C) \$2B
- D) \$1.9B

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