

CIRCLE THE CORRECT ANSWER.

1 What is one key change in NHTSA's proposed CAFE standards for model years 2022–2031?

- A. Higher fuel economy targets than before
- B. Inclusion of EV credits for compliance
- C. Slower annual fuel economy increases
- D. Expansion to vehicles over 8,500 lbs. GVWR

2 What auto delinquency rate does TransUnion predict for year-end 2026?

- A. 1.38%
- B. 1.45%
- C. 1.51%
- D. 1.54%

3 Where may Washington dealer plates be legally used?

- A. Any U.S. state and Canada
- B. Only within Washington State
- C. Any neighboring state
- D. Anywhere with dealer permission

4 What is one key habit to reduce cyber risk at a dealership?

- A. Share travel plans online
- B. Click links from trusted senders immediately
- C. Keep software updated and limit app permissions
- D. Disable antivirus software

5 What did Black Book report about wholesale used-vehicle values in November?

- A. Values rose to a five-year high
- B. Prices declined beyond normal seasonal levels
- C. Luxury vehicles saw the largest drops
- D. Month-over-month values were unchanged

6 What does “ignorance of the law is no excuse” mean for auto dealers?

- A. Only managers must know the law
- B. Unintentional violations are forgiven
- C. Dealers must know and comply with the law
- D. Employees are solely responsible

7 Who is allowed to drive a vehicle with dealer plates under RCW 46.70.090?

- A. Any licensed driver
- B. Customers without documentation
- C. Officers, spouses, or employees with proper ID
- D. Independent contractors

8 Why were auto delinquencies lower during the pandemic?

- A. Lower vehicle prices
- B. Higher wages
- C. Stimulus and payment moratoriums
- D. Fewer auto loans

9 Why is ongoing legal training critical for dealerships?

- A. Laws change every month
- B. High employee turnover increases compliance risk
- C. It reduces vehicle pricing disputes
- D. It replaces vendor oversight

10 Why is using a password vault recommended?

- A. It eliminates the need for passwords
- B. It allows reuse of simple passwords
- C. It creates and manages strong, unique passwords
- D. It blocks all hackers automatically

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