

# AAMI Funeral Home Management And Merchandising Practice Exam (Sample)

## Study Guide



**Everything you need from our exam experts!**

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# Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

**Remember:** successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

# How to Use This Guide

**This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:**

## **1. Start with a Diagnostic Review**

**Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.**

## **2. Study in Short, Focused Sessions**

**Break your study time into manageable blocks (e.g. 30 - 45 minutes). Review a handful of questions, reflect on the explanations.**

## **3. Learn from the Explanations**

**After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.**

## **4. Track Your Progress**

**Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.**

## **5. Simulate the Real Exam**

**Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.**

## **6. Repeat and Review**

**Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.**

**There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!**

## Questions

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- 1. Which term is a transfer container consisting of a particle board box with a cardboard tray and cover to satisfy air shipping regulations?**
  - A. Combination case**
  - B. Combination unit**
  - C. Coffin**
  - D. Columbarium**
  
- 2. Form SSA 721 serves which of the following purposes?**
  - A. Notifies Social Security that someone has died.**
  - B. Notifies Social Security that someone has died and starts the benefits process.**
  - C. Starts the process for a family member to receive possible Social Security benefits.**
  - D. It is used to file for a Lump Sum Death Benefit.**
  
- 3. Who has the highest entitlement to the burial flag?**
  - A. Children, according to age**
  - B. Brothers or sisters, including half-blood siblings**
  - C. Widow or widower**
  - D. Parents, adoptive parents, stepparents and foster parents**
  
- 4. Which option correctly defines a swing bar?**
  - A. A stationary, non-movable bar on the lid.**
  - B. A decorative bar on the exterior.**
  - C. A fixed bar on the side.**
  - D. A movable casket handle with a hinged arm.**
  
- 5. Which term is the molding along the uppermost edge of the body panels?**
  - A. Body ledge (top body molding)**
  - B. Bevel top marker**
  - C. Bi-unit pricing**
  - D. Block**

- 6. Which term denotes a service commemorating the deceased with the body present?**
- A. Fractional display**
  - B. Funeral ceremony**
  - C. Foot panel**
  - D. Fluorescent lighting**
- 7. Which statement best defines Green in death care?**
- A. A color scheme for interior decoration.**
  - B. A natural, eco-friendly approach to death care that uses products that are free of toxic materials, are biodegradable or minimize energy use.**
  - C. A type of burial container.**
  - D. A regulation on embalming materials.**
- 8. Which term describes the heavy fabric used in casket interiors with a suede-like nap?**
- A. Doeskin (moleskin)**
  - B. Elliptic**
  - C. Dome**
  - D. Embossed**
- 9. Which term is used to describe a fabric with a smooth lustrous face and dull back?**
- A. Rim**
  - B. Satin**
  - C. Roll**
  - D. Scattering garden**
- 10. Which term is the molding along the upper edge of the body panels, also called the body ledge?**
- A. Bevel top marker**
  - B. Bed**
  - C. Block**
  - D. Body ledge (top body molding)**

## Answers

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1. A
2. B
3. C
4. D
5. A
6. B
7. B
8. A
9. B
10. D

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## **Explanations**

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**1. Which term is a transfer container consisting of a particle board box with a cardboard tray and cover to satisfy air shipping regulations?**

**A. Combination case**

**B. Combination unit**

**C. Coffin**

**D. Columbarium**

When shipping remains by air, the packaging used must be a rigid, compliant transfer container. The term describes a lightweight, economical option: a combination case. It is a particle board outer box with a cardboard tray inside and a cover, designed to meet air shipping regulations by providing the necessary rigidity and protection while keeping weight and cost down. This container serves the regulatory requirement for safe air transport without the expense of a full hardwood coffin. It's distinct from a traditional coffin or casket, which is a burial container, and from a columbarium, which houses cremated remains in urn form.

**2. Form SSA 721 serves which of the following purposes?**

**A. Notifies Social Security that someone has died.**

**B. Notifies Social Security that someone has died and starts the benefits process.**

**C. Starts the process for a family member to receive possible Social Security benefits.**

**D. It is used to file for a Lump Sum Death Benefit.**

Form SSA-721 is used to notify the Social Security Administration that a death has occurred and to start the survivors benefits process. By reporting the death, SSA can locate the decedent's records, verify work credits, and determine if a surviving spouse or dependent children are eligible for monthly survivors benefits, initiating the claims process. While there can be a path to a Lump Sum Death Benefit if applicable, the form's primary role is the notification coupled with triggering the ongoing benefits processing rather than serving as a stand-alone Lump Sum filing.

**3. Who has the highest entitlement to the burial flag?**

**A. Children, according to age**

**B. Brothers or sisters, including half-blood siblings**

**C. Widow or widower**

**D. Parents, adoptive parents, stepparents and foster parents**

In burial flag practice, the flag is presented to the next of kin, with the surviving spouse holding the highest entitlement. The marital bond places the widow or widower at the top of the priority order for receiving the flag, reflecting their status as the first immediate family member after the deceased. If there is no surviving spouse, the flag would typically go to the next in line—usually the children, then the parents, then the siblings, and so on—depending on the specific policy of the organization. So, among the options, the widow or widower is the correct choice because they have the highest entitlement to receive the burial flag.

**4. Which option correctly defines a swing bar?**

- A. A stationary, non-movable bar on the lid.**
- B. A decorative bar on the exterior.**
- C. A fixed bar on the side.**
- D. A movable casket handle with a hinged arm.**

The swing bar is a movable casket handle with a hinged arm. In funeral hardware, handles are attached to the casket and designed to pivot so pallbearers can lift the casket comfortably. The hinge allows the bar to swing outward for carrying and then settle back into place when not in use. This moving, hinged mechanism distinguishes it from a stationary bar on the lid, a purely decorative exterior bar, or a fixed bar on the side. So a movable casket handle with a hinged arm best defines a swing bar.

**5. Which term is the molding along the uppermost edge of the body panels?**

- A. Body ledge (top body molding)**
- B. Bevel top marker**
- C. Bi-unit pricing**
- D. Block**

The concept here is identifying the exact exterior detailing terminology used on casket body panels. The molding that runs along the uppermost edge of the body panels is called the body ledge, also described as top body molding. This term specifies both the location (the top edge of the body panels) and the feature itself (a molded ridge or ledge that creates a defined line and finished appearance). In merchandising descriptions, using “body ledge (top body molding)” helps sales staff and customers clearly understand and visualize the product. Other terms don’t fit because they refer to unrelated features or concepts: a bevel top marker describes a different design element, bi-unit pricing is a pricing method, and block refers to something not associated with the molding at the upper edge.

**6. Which term denotes a service commemorating the deceased with the body present?**

- A. Fractional display**
- B. Funeral ceremony**
- C. Foot panel**
- D. Fluorescent lighting**

The key idea is distinguishing types of services by whether the body is present. A funeral ceremony is the service held for the deceased with the body present, often including a visitation or viewing, prayers or readings, eulogies, and other rites as part of honoring the person. This contrasts with a memorial service, which occurs without the body present. The other terms don’t describe a service with the body present: fractional display isn’t a standard term for funeral services, foot panel refers to a component of the casket, and fluorescent lighting describes lighting in the facility rather than a type of service.

7. Which statement best defines Green in death care?

- A. A color scheme for interior decoration.
- B. A natural, eco-friendly approach to death care that uses products that are free of toxic materials, are biodegradable or minimize energy use.**
- C. A type of burial container.
- D. A regulation on embalming materials.

Green in death care means adopting eco-friendly practices that reduce environmental impact across the end-of-life process, using products that are free of toxic materials, are biodegradable, or minimize energy use. This definition centers on sustainability rather than aesthetics, specific containers, or regulatory rules. It reflects choices like non-toxic or alternative preservatives instead of traditional embalming, biodegradable caskets or shrouds, and practices that lower energy and resource consumption, such as low-emission cremation options or green burial.

8. Which term describes the heavy fabric used in casket interiors with a suede-like nap?

- A. Doeskin (moleskin)**
- B. Elliptic
- C. Dome
- D. Embossed

Fabrics used for casket interiors often emphasize a soft, suede-like surface. Doeskin, also called moleskin, is a heavy cotton fabric with a dense, short nap that gives that suede-like feel and plush appearance inside the casket. This nap is the key characteristic being described, which is why doeskin is the correct term. The other options refer to interior shapes or exterior treatments rather than the fabric's surface texture: elliptic and dome describe interior or exterior forms, while embossed refers to a pattern or texture created by pressing, not the fabric's nap.

9. Which term is used to describe a fabric with a smooth lustrous face and dull back?

- A. Rim
- B. Satin**
- C. Roll
- D. Scattering garden

Satin describes a fabric that has a smooth, lustrous face and a dull back. This glossy surface comes from the satin weave, where long floats of yarn ride over others to create a highly reflective face. The back is dull because it has fewer long floats and more interlacing, resulting in a matte appearance. This contrast—shiny on one side, dull on the other—is what defines satin and makes it stand out among fabrics. The other terms aren't used to describe this kind of face/back contrast in textiles.

**10. Which term is the molding along the upper edge of the body panels, also called the body ledge?**

**A. Bevel top marker**

**B. Bed**

**C. Block**

**D. Body ledge (top body molding)**

The molding along the upper edge of the body panels is called the body ledge, also known as the top body molding. This term specifically describes the decorative edge that runs along the top of the casket's body panels and helps create a finished transition to the lid, contributing to the overall look and proportion of the casket. It's distinct from other parts: the bed is the interior base the body rests on, and a block refers to a structural support piece; a bevel top marker is not the term used for this edge. So the correct term is body ledge (top body molding).

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## Next Steps

**Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.**

**As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.**

**If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at [hello@examzify.com](mailto:hello@examzify.com).**

**Or visit your dedicated course page for more study tools and resources:**

**<https://aamifuneralhomemgmtmerch.examzify.com>**

**We wish you the very best on your exam journey. You've got this!**

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