

# Academic Games Propaganda Section D Practice Test (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. What is the primary purpose of the notice to teachers regarding ACT exams?**
  - A. To inform about an upcoming event**
  - B. To recruit volunteers for a test**
  - C. To notify about payment changes**
  - D. To announce changes in testing dates**
  
- 2. Which appeal is illustrated by the advertisement promoting Lacy's as the store where "particular people shop"?**
  - A. Join the Bandwagon Appeal**
  - B. Passing from the Acceptable to the Dubious**
  - C. Appeal to Flattery**
  - D. Bargain Appeal**
  
- 3. Which persuasive technique is illustrated by the ad that presents factual statements about germs and cleaning products?**
  - A. Passing from the Acceptable to the Dubious**
  - B. Folksy Appeal**
  - C. Appeal to Practical Consequences**
  - D. Join the Bandwagon Appeal**
  
- 4. Which appeal operates under the notion that a lack of action may lead to negative or less desirable outcomes?**
  - A. Passing from the Acceptable to the Dubious**
  - B. Appeal to Practical Consequences**
  - C. Appeal to Ridicule**
  - D. Folksy Appeal**
  
- 5. Which appeal is present in the description of essential qualities for baby clothing?**
  - A. Appeal to Flattery**
  - B. Passing from the Acceptable to the Dubious**
  - C. Appeal to Practical Consequences**
  - D. Bandwagon Appeal**

6. Which technique is often used to create a sense of urgency or importance associated with a product or service?

- A. Appeal to Practical Consequences
- B. Passing from the Acceptable to the Dubious
- C. No Technique
- D. Folksy Appeal

7. What type of appeal is Politician B using when they imply that listening to Politician A is an exercise in ignorance?

- A. Appeal to Flattery
- B. Appeal to Prestige
- C. Appeal to Ridicule
- D. Appeal to Pity

8. Which type of appeal emphasizes the importance of community support for a candidate?

- A. Folksy Appeal
- B. Join the Bandwagon Appeal
- C. Appeal to Prestige
- D. Appeal to Practical Consequences

9. In the scenario where a salesman flattered a customer about their family, which appeal is primarily used?

- A. Appeal to Ridicule
- B. Join the Bandwagon Appeal
- C. Appeal to Flattery
- D. Appeal to Pity

10. In the example where Dole critiques Clinton's speech by comparing it to "the horns of a steer," which appeal does this represent?

- A. Appeal to Pity
- B. Appeal to Flattery
- C. Appeal to Prestige
- D. Appeal to Ridicule

## **Answers**

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

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## **Explanations**

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**1. What is the primary purpose of the notice to teachers regarding ACT exams?**

- A. To inform about an upcoming event**
- B. To recruit volunteers for a test**
- C. To notify about payment changes**
- D. To announce changes in testing dates**

The primary purpose of the notice to teachers regarding ACT exams is to recruit volunteers for the test. This is significant because teachers often play a crucial role in facilitating standardized tests like the ACT. By reaching out to educators, the notice ensures that there are enough personnel available to administer the exam effectively. Involving teachers not only helps in managing logistics but also utilizes their familiarity with students, which can enhance the testing environment. The other options, while they might seem relevant in a broader context, do not encapsulate the main focus of such notices. For instance, informing about an upcoming event or announcing changes in testing dates, though important, does not directly relate to the active involvement of teachers. Similarly, while payment changes can affect teachers as well, it is not the central aim of these communications regarding the ACT test. Therefore, the emphasis on volunteer recruitment stands out as the primary objective of the notice.

**2. Which appeal is illustrated by the advertisement promoting Lacy's as the store where "particular people shop"?**

- A. Join the Bandwagon Appeal**
- B. Passing from the Acceptable to the Dubious**
- C. Appeal to Flattery**
- D. Bargain Appeal**

The advertisement promoting Lacy's as the store where "particular people shop" illustrates the appeal to flattery effectively. This appeal works by suggesting that shopping at Lacy's aligns one with a specific group of desirable or sophisticated individuals, thus implying that customers will be seen as elite or special by association. The language used in the advertisement evokes a sense of exclusivity and enhances the customer's self-image, appealing directly to their desire for social validation and prestige. In this context, the phrase "particular people" insinuates that those who shop at Lacy's are discerning and selective, which flatters potential customers by implying that choosing this store indicates they belong to an esteemed group. Rather than focusing on a collective movement as seen in bandwagon appeals, this ad targets individual pride and self-perception, encouraging consumers to shop there because it aligns with their identity aspirations. The effectiveness of the appeal lies in its ability to persuade potential customers to view themselves as part of an exclusive clique, thereby making the advertisement resonate on a personal level.

**3. Which persuasive technique is illustrated by the ad that presents factual statements about germs and cleaning products?**

- A. Passing from the Acceptable to the Dubious**
- B. Folksy Appeal**
- C. Appeal to Practical Consequences**
- D. Join the Bandwagon Appeal**

The correct answer centers around the technique of providing factual statements that establish credibility and reliability in the advertisement. This approach focuses on presenting evidence, such as statistics or data related to germs and the effectiveness of cleaning products, thereby grounding the argument in factual information. In this context, the technique operates by moving from widely accepted ideas about hygiene and germ prevention to the more specific claims made by the product being advertised. The factual statements serve to create a logical bridge towards the product, which positions it as a credible solution to the problem presented (in this case, germ control). This use of evidence is essential for persuading the audience because it reinforces the validity of the claims being made, appealing directly to consumers' desire for truthful information. By utilizing fact-based evidence, the ad aims to instill confidence and a sense of urgency in potential customers regarding the product's necessity in maintaining cleanliness. Other choices, such as appeals to personal connections, emotional responses, or popular trends, do not apply in this scenario as they do not focus on factual representation. Instead, they involve more subjective or broad appeals rather than the factual and logical structure evident in the ad depicting germ-related facts. Thus, the emphasis on factual statements makes this option the most appropriate description of the persuasive technique utilized.

**4. Which appeal operates under the notion that a lack of action may lead to negative or less desirable outcomes?**

- A. Passing from the Acceptable to the Dubious**
- B. Appeal to Practical Consequences**
- C. Appeal to Ridicule**
- D. Folksy Appeal**

The appeal that operates under the notion that a lack of action may lead to negative or less desirable outcomes is the Appeal to Practical Consequences. This form of reasoning suggests that if a certain course of action is not taken, there will be adverse effects or undesirable results. It focuses on the real-world implications of inaction and encourages individuals to consider the potential fallout from not following a specific recommendation or course of action. In this context, it's important to recognize that this appeal is grounded in practical outcomes rather than abstract principles or ideology. By emphasizing the consequences of failing to act, it seeks to persuade the audience by invoking concern for their future or the outcomes of a situation. This makes the Appeal to Practical Consequences particularly effective in motivating people to take action to avoid negative outcomes. Other options, while they may contain elements of persuasion, do not specifically hinge on the idea of inaction leading to negative results. The appeal to ridicule, for instance, focuses on mocking opposing views rather than highlighting practical threats. The passing from the acceptable to the dubious involves questionable argumentation, and the folksy appeal leverages common, relatable sentiments rather than practical consequences. These distinctions clarify why the Appeal to Practical Consequences stands out as the correct choice in this scenario.

**5. Which appeal is present in the description of essential qualities for baby clothing?**

- A. Appeal to Flattery**
- B. Passing from the Acceptable to the Dubious**
- C. Appeal to Practical Consequences**
- D. Bandwagon Appeal**

The presence of the appeal to practical consequences in the description of essential qualities for baby clothing is rooted in the focus on the real-world benefits and effects that certain features of the clothing can have. When discussing baby clothing, essential qualities such as comfort, safety, durability, and ease of washing directly relate to the practical outcomes for both the baby and the caregiver. For example, clothing that is soft and gentle on a baby's skin can lead to a more comfortable experience, while durable materials can withstand frequent washing and wear. By highlighting how these qualities benefit the everyday life of a parent and the well-being of the baby, the argument effectively uses practical consequences to persuade the audience of the importance of these features. This approach emphasizes not just the qualities themselves but also the positive implications of utilizing clothing that possesses these traits.

**6. Which technique is often used to create a sense of urgency or importance associated with a product or service?**

- A. Appeal to Practical Consequences**
- B. Passing from the Acceptable to the Dubious**
- C. No Technique**
- D. Folksy Appeal**

The technique often used to create a sense of urgency or importance associated with a product or service is the appeal to practical consequences. This technique emphasizes the immediate benefits or potential losses that may result from acting on or ignoring the message. By highlighting what the audience stands to gain or lose, propagandists effectively create urgency. This motivates individuals to act promptly, as they may fear missing out on an important opportunity or facing negative consequences if they delay. This approach leverages the emotional aspect of decision-making, prompting quicker actions based on perceived practical outcomes rather than mere information or superficial appeals.

**7. What type of appeal is Politician B using when they imply that listening to Politician A is an exercise in ignorance?**

- A. Appeal to Flattery**
- B. Appeal to Prestige**
- C. Appeal to Ridicule**
- D. Appeal to Pity**

The correct answer highlights the nature of Politician B's rhetorical strategy, which revolves around dismissing the ideas and viewpoints of Politician A by characterizing them as ignorant. This approach is identified as an appeal to ridicule because it seeks to undermine an opponent by making them appear foolish or less knowledgeable to the audience. By framing the act of listening to Politician A as an exercise in ignorance, Politician B is essentially mocking or belittling their opponent's credibility. This tactic can shift the audience's perception, steering them away from rational debate and focusing instead on a negative portrayal of Politician A. The effectiveness of this appeal lies in its emotional impact, as it can foster a sense of superiority among the audience while simultaneously discrediting Politician A without presenting substantial counterarguments. In rhetoric, using ridicule as a persuasive technique can influence public opinion by appealing to emotions rather than logic, which is evident in this scenario.

**8. Which type of appeal emphasizes the importance of community support for a candidate?**

- A. Folksy Appeal**
- B. Join the Bandwagon Appeal**
- C. Appeal to Prestige**
- D. Appeal to Practical Consequences**

The appeal that emphasizes the importance of community support for a candidate is the Join the Bandwagon Appeal. This type of appeal plays on the human tendency to align with popular opinion or trends, suggesting that a candidate has significant backing or support from the community. It encourages voters to join in on what seems to be a collective decision, implying that by supporting the candidate, they would be part of a larger group that shares a common goal. This kind of appeal is often used to create a sense of urgency or social proof, as individuals are drawn to situations where they see a majority supporting a particular choice. It capitalizes on the desire for social acceptance and the fear of being left out, effectively leveraging community dynamics to persuade voters. In contrast, other types of appeals like the Folksy Appeal might focus on relatable qualities of the candidate, Appeal to Prestige centers on the candidate's status or power, and Appeal to Practical Consequences looks at tangible benefits of supporting a candidate. These differ from the community-focused aspect of the Join the Bandwagon Appeal, which specifically seeks to rally collective support.

**9. In the scenario where a salesman flattered a customer about their family, which appeal is primarily used?**

- A. Appeal to Ridicule**
- B. Join the Bandwagon Appeal**
- C. Appeal to Flattery**
- D. Appeal to Pity**

In this scenario, the appeal primarily used is flattery, which involves complimenting or praising someone to gain their favor or influence their decision-making. Flattering the customer about their family serves to make the customer feel valued and important, which can lead to a more favorable disposition toward the salesman and the products being offered. This psychological tactic is effective because it builds rapport and trust, often encouraging the customer to respond positively to the sales pitch. Understanding flattery as a persuasive technique highlights the strategic use of personal compliments in sales and other forms of communication to enhance emotional connections and influence behavior. The effectiveness of this approach relies on the human tendency to respond well to positive reinforcement, which can facilitate a desire to reciprocate the kindness shown by the salesman.

**10. In the example where Dole critiques Clinton's speech by comparing it to "the horns of a steer," which appeal does this represent?**

- A. Appeal to Pity**
- B. Appeal to Flattery**
- C. Appeal to Prestige**
- D. Appeal to Ridicule**

The critique made by Dole, where he compares Clinton's speech to "the horns of a steer," illustrates an appeal to ridicule. This rhetorical strategy uses humor, sarcasm, or ridicule to undermine the opposing argument or position. By making such a comparison, Dole is not only suggesting that Clinton's speech is misguided or absurd, but he is also evoking an image that is meant to provoke laughter or disdain in the audience. This approach is effective in political discourse because it can diminish the credibility of the opponent's argument in the eyes of the audience, leading them to view Clinton's message as less serious or worthy of respect. The use of a vivid and somewhat humorous metaphor serves to emphasize Dole's disdain and positions his critique in a way that engages the audience on an emotional level, making them more receptive to his perspective. Thus, the engagement through ridicule allows Dole to convey his message while also appealing to the audience's sense of humor.

# 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://academicgamespropagandasecd.examzify.com>**

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

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