

Andy Elliot Objections Practice Test (Sample)

Study Guide



Everything you need from our exam experts!

Copyright © 2026 by Examzify - A Kaluba Technologies Inc. product.

ALL RIGHTS RESERVED.

No part of this book may be reproduced or transferred in any form or by any means, graphic, electronic, or mechanical, including photocopying, recording, web distribution, taping, or by any information storage retrieval system, without the written permission of the author.

Notice: Examzify makes every reasonable effort to obtain accurate, complete, and timely information about this product from reliable sources.

SAMPLE

Table of Contents

Copyright	1
Table of Contents	2
Introduction	3
How to Use This Guide	4
Questions	5
Answers	8
Explanations	10
Next Steps	16

SAMPLE

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

SAMPLE

- 1. What does the salesperson propose to give you to help you think about it?**
 - A. A full 2-hour negotiation session.**
 - B. A 30-minute test drive.**
 - C. A quick 5 minute proposal of all the facts and figures.**
 - D. To wait 24 hours before deciding.**

- 2. According to 'What's My Interest Rate?', what primarily determines the interest rate?**
 - A. The customer's credit situation**
 - B. The negotiated sales price**
 - C. The vehicle's age**
 - D. The down payment amount**

- 3. What does the five-minute proposal include?**
 - A. Test drive schedule.**
 - B. Best price, trade-in value, and ballpark payments.**
 - C. Detailed credit checks.**
 - D. Full vehicle history.**

- 4. In the statement about choosing the car you could see yourself owning, what does it imply about price?**
 - A. Price differences are irrelevant.**
 - B. Price is the only factor.**
 - C. The price matters most on the car you could see yourself owning.**
 - D. Price is secondary to color.**

- 5. Why does the salesperson ask what the buyer would change about their current vehicle?**
 - A. To waste time.**
 - B. To push for an immediate sale.**
 - C. To identify pain points and tailor the right option.**
 - D. To compare the vehicle color.**

- 6. What argument is used to explain why chasing a bigger discount now may not be ideal?**
- A. Price today equals price tomorrow**
 - B. A bigger discount now could lead to a rapidly depreciating vehicle later**
 - C. You should always take the biggest discount now**
 - D. Discounts don't affect future value**
- 7. After a test drive, what does the salesperson promise to present?**
- A. A quick 5 minute proposal I guarantee you can't say no to.**
 - B. A test drive with no pressure.**
 - C. A deal you can't refuse.**
 - D. A longer negotiation session.**
- 8. Why does the dealer justify being slightly higher in price than a competitor?**
- A. We are higher in price and higher in all areas**
 - B. We can be a little higher in price as long as we're the lowest in cost**
 - C. We cannot discounts at all**
 - D. We are not the highest in any area**
- 9. What is the approximate value of the Be Flexible Coupon used to reach an exact vehicle for customers?**
- A. \$1500**
 - B. \$500**
 - C. \$2500**
 - D. \$1000**
- 10. The customer asks for the OTD price. What does OTD stand for?**
- A. On The Deal**
 - B. Out The Door**
 - C. Official Transfer Date**
 - D. Over The Distance**

Answers

SAMPLE

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

SAMPLE

Explanations

SAMPLE

1. What does the salesperson propose to give you to help you think about it?

- A. A full 2-hour negotiation session.**
- B. A 30-minute test drive.**
- C. A quick 5 minute proposal of all the facts and figures.**
- D. To wait 24 hours before deciding.**

Concise, fact-focused briefings guide decision-making by giving you the essential data in a compact format. The quick five-minute proposal of all the facts and figures does exactly that: it condenses the information you need into a short, digestible update, so you can compare options, assess value, and decide without a long back-and-forth or unnecessary delays. This approach respects your time and helps you make an informed judgment based on clear numbers and key details. Longer negotiation sessions can cloud the decision with process and pressure, and a test drive, while useful for feel, doesn't necessarily present the full set of facts and figures you need. Waiting 24 hours delays your decision without advancing your understanding.

2. According to 'What's My Interest Rate?', what primarily determines the interest rate?

- A. The customer's credit situation**
- B. The negotiated sales price**
- C. The vehicle's age**
- D. The down payment amount**

The main idea here is that interest rate is driven primarily by your creditworthiness. Lenders price risk, and your credit history and score are the clearest signals of how likely you are to repay. A strong credit profile shows you've managed debt responsibly, so lenders offer a lower APR. A weaker credit profile signals higher risk, leading to a higher APR. The price of the car, the car's age, and how much you put down all affect the loan in other ways but don't set the rate itself. The negotiated price mainly changes how much you're borrowing and can influence total interest paid over the life of the loan, while a larger down payment reduces risk and can sometimes help secure a better rate, but the primary determinant remains your credit situation.

3. What does the five-minute proposal include?

- A. Test drive schedule.
- B. Best price, trade-in value, and ballpark payments.**
- C. Detailed credit checks.
- D. Full vehicle history.

In a five-minute proposal, the goal is to give the customer a clear, decision-driving snapshot of cost and value right away. The three elements that fit this quick briefing are the best price on the vehicle, the trade-in value offered for the customer's current car, and rough monthly payments (ballpark payments). These numbers address the core questions customers have in a short meeting: What will I pay for the new ride, what will I get for my trade, and can I afford it each month? Detailed credit checks aren't included at this stage because they require a formal application and deeper information, which slows things down. A full vehicle history is important for used-car decisions but isn't necessary for a fast, high-level quote. Test drive scheduling tends to come later, after the customer is comfortable with the numbers and wants to move forward. Focusing on price, trade-in value, and approximate payments provides a quick, meaningful foundation for the next steps.

4. In the statement about choosing the car you could see yourself owning, what does it imply about price?

- A. Price differences are irrelevant.
- B. Price is the only factor.
- C. The price matters most on the car you could see yourself owning.**
- D. Price is secondary to color.

When you're choosing a car you could see yourself owning, price becomes the main factor because the decision is about long-term fit and affordability, not just how it looks or what features it has. If you can picture owning it, you're weighing whether the cost, financing, maintenance, and depreciation align with what you're willing and able to pay over time. That mindset makes price matter most in this context. The other options miss the ownership angle: saying price differences are irrelevant would ignore the financial trade-offs of a long-term purchase; claiming price is the only factor oversimplifies by ignoring other important considerations; saying price is secondary to color places appearance above practicality, which contradicts prioritizing a car you could own.

5. Why does the salesperson ask what the buyer would change about their current vehicle?

- A. To waste time.**
- B. To push for an immediate sale.**
- C. To identify pain points and tailor the right option.**
- D. To compare the vehicle color.**

Understanding what a buyer would change about their current vehicle is a classic needs-assessment move in consultative selling. It reveals the gaps between what they have and what would better fit their life. By hearing specific frustrations—reliability issues, better fuel economy, more space, updated safety tech, or a smoother ride—the salesperson can tailor a recommendation that directly addresses those problems. This makes the conversation feel relevant and shows the buyer that the option being offered is meant to solve their actual pains, not just push a generic pitch. It also helps uncover practical constraints like budget and must-have features, so the vehicle suggested fits both wants and means. It's not about wasting time or pushing for an immediate sale, and it's not about comparing color, which doesn't speak to the buyer's real needs.

6. What argument is used to explain why chasing a bigger discount now may not be ideal?

- A. Price today equals price tomorrow**
- B. A bigger discount now could lead to a rapidly depreciating vehicle later**
- C. You should always take the biggest discount now**
- D. Discounts don't affect future value**

The core idea being tested is how upfront price and future value relate through depreciation. A larger discount right now can be tied to factors that make the vehicle depreciate more quickly—things like being an older model, a less in-demand trim, or a unit with special circumstances (fleet usage, demo status, imminent redesign). If depreciation is steep, the resale value later can drop a lot, so the initial savings from the discount may be wiped out or even surpassed when you eventually sell or trade in the car. So, the argument is about weighing today's savings against how much value the car will lose over time, which is why chasing the biggest discount isn't automatically the best move. The other ideas don't fit because they ignore how depreciation and total cost of ownership interact. Price today isn't guaranteed to stay the same tomorrow, discounts aren't always perpetually available, and assuming you should always take the biggest discount ignores the impact on future value. It's not that discounts don't matter, but that the long-term value may hinge more on depreciation than on the immediate price cut.

7. After a test drive, what does the salesperson promise to present?

- A. A quick 5 minute proposal I guarantee you can't say no to.**
- B. A test drive with no pressure.**
- C. A deal you can't refuse.**
- D. A longer negotiation session.**

This item tests recognizing a momentum-based closing tactic. After the test drive, the salesperson promises to present a quick five-minute proposal you can't say no to. This leverages the excitement and decision energy from the test drive by offering a fast, tightly defined next step that feels easy to accept. It's designed to shift the conversation toward a concrete, time-bound close and reduce hesitation by presenting a ready-to-review plan. If the salesperson offered a no-pressure test drive, that changes the focus to the experience rather than the immediate next step to buy. If the pitch is a deal you can't refuse, it's vague and more confrontational, not the specific, time-limited proposal that capitalizes on the test-drive momentum. If they promised a longer negotiation session, that delays the close and disrupts the momentum the test drive creates.

8. Why does the dealer justify being slightly higher in price than a competitor?

- A. We are higher in price and higher in all areas**
- B. We can be a little higher in price as long as we're the lowest in cost**
- C. We cannot discounts at all**
- D. We are not the highest in any area**

Pricing decisions hinge on discount policy. If a dealer has a no-discount policy, the base price is fixed and cannot be lowered to match or beat a competitor's lower price. That means a slightly higher price can be justified, because the dealer isn't allowed to discount — the price you see is the price you pay. The other statements don't fit as well because they imply broader aims (being higher in all areas, or always the lowest in cost) or mix in discounting assumptions that contradict a non-discount stance.

9. What is the approximate value of the Be Flexible Coupon used to reach an exact vehicle for customers?

- A. \$1500**
- B. \$500**
- C. \$2500**
- D. \$1000**

The Be Flexible Coupon is an incentive designed to bridge the price gap so a customer ends up with the exact vehicle price they want, while protecting the dealership's margins. In practice, this coupon is usually set at a level that's meaningful to customers but still sustainable for the business, and around 1500 dollars hits that balance well. Why this amount works: it's large enough to cover common gaps created by taxes, fees, and add-ons, as well as small financing or trade-in adjustments, so you can align the final price with the customer's target. At the same time, it avoids eroding profitability too much across many deals, which would be a risk if the coupon were much larger. Smaller amounts, like five hundred or a thousand dollars, often aren't enough to close the gap on many configurations, leaving a remaining discrepancy that the customer still has to accept. A much larger coupon, such as twenty-five hundred dollars, could undermine margins and set expectations for future negotiations. So, approximately fifteen hundred dollars is the practical, effective value to help reach the exact vehicle price customers are aiming for.

10. The customer asks for the OTD price. What does OTD stand for?

- A. On The Deal**
- B. Out The Door**
- C. Official Transfer Date**
- D. Over The Distance**

OTD price is the total amount you pay to drive off with the vehicle. In car sales, it includes the negotiated vehicle price plus taxes, title and license fees, documentation fees, and any mandatory add-ons or dealer fees. This bottom-line figure helps you compare offers across dealers because it reflects everything due at purchase. The phrase Out The Door is the standard way to describe this total cost. Other phrases like On The Deal, Official Transfer Date, or Over The Distance aren't used to denote the total purchase price.

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.

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

<https://andyelliotobjections.examzify.com>

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

SAMPLE