

JERSEY MIKES PHASE 3 PRACTICE EXAM (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

VISIT US ONLINE FOR
THE FULL VERSION STUDY GUIDE

<https://jerseymikesphase3.examzify.com>



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	15

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. Which two GL categories represent nearly 80% of COGU?**
 - A. Meat and vegetables
 - B. Cheese and bread
 - C. Meat, cheese, bread and chips, drinks, cookies
 - D. Chips and dips
- 2. Why is it important to set achievable sales goals?**
 - A. To motivate the team and track progress effectively
 - B. To increase inventory turnover
 - C. To reduce operational costs
 - D. To enhance customer satisfaction
- 3. How does menu knowledge contribute to customer service?**
 - A. Helps in reducing menu items
 - B. Allows employees to make recommendations
 - C. Minimizes the need for training
 - D. Increases inventory costs
- 4. Which of the following contributes to customer retention?**
 - A. Consistently high prices
 - B. Exclusive membership perks
 - C. Frequent menu changes
 - D. Limiting customer loyalty programs
- 5. What range is indicated for hourly and management labor costs effectively?**
 - A. 10 + 15%
 - B. 20 + 22%
 - C. 25 + 30%
 - D. 15 + 18%
- 6. What must be done with time punches during payroll?**
 - A. Send them as is
 - B. Correct them as needed
 - C. Delete unnecessary punches
 - D. Ignore entries that seem wrong

7. What does P/L stand for in a financial context?

- A. Profit/Loss
- B. Product/Loss
- C. Payment/Labor
- D. Pricing/Lost

8. What are two benefits of joining the email club?

- A. Exclusive product discounts and free delivery
- B. Birthday subs and monthly offers
- C. Access to limited edition menu items and loyalty points
- D. Early access to seasonal promotions and catering offers

9. What should be clearly communicated regarding the meal policy to employees?

- A. It is flexible and can be altered
- B. It applies only to supervisors
- C. It is to ensure proper meal breaks are taken
- D. It has no impact on work hours

10. When is inventory typically conducted?

- A. Every week
- B. Fridays only
- C. At the beginning of each month
- D. Mondays and end of the month

Answers

SAMPLE

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

SAMPLE

Explanations

SAMPLE

1. Which two GL categories represent nearly 80% of COGU?

- A. Meat and vegetables
- B. Cheese and bread
- C. Meat, cheese, bread and chips, drinks, cookies**
- D. Chips and dips

The correct response highlights the comprehensive range of items that contribute significantly to the Cost of Goods Sold (COGS) in a business context such as Jersey Mike's. COGS encompasses all the direct costs attributable to the production of sold goods, which includes all the food items typically sold in a sub sandwich shop. By including meat, cheese, bread, chips, drinks, and cookies, this option recognizes the primary components of a Jersey Mike's menu. Meat and cheese are foundational for sandwiches, while bread serves as the base. Chips and drinks are common side options that add to overall sales, and cookies represent desserts that may be sold. Together, these items account for nearly 80% of the overall COGS, reflecting their importance in inventory management and financial analysis. The other choices are either too narrow in focus, covering only specific segments of the product range, or do not incorporate the complete variety that reflects the significant contributors to COGS in a sub sandwich business model. This understanding is essential for managing costs effectively and ensuring profitability in such a food service environment.

2. Why is it important to set achievable sales goals?

- A. To motivate the team and track progress effectively**
- B. To increase inventory turnover
- C. To reduce operational costs
- D. To enhance customer satisfaction

Setting achievable sales goals is crucial because it provides a clear target for the team, allowing them to focus their efforts effectively. When goals are realistic and attainable, team members are more likely to stay motivated, as they can see their progress and feel a sense of accomplishment as they reach those goals. This motivation can lead to increased productivity and better overall performance. Additionally, tracking progress against these goals helps identify areas that might need improvement, enabling management to provide the necessary support or adjustments to their strategies. Overall, achievable goals foster a positive work environment, driving the team toward success while building their confidence in their capabilities. The other options, while related to overall business objectives, do not focus directly on the motivational and tracking aspects that achievable sales goals provide, which are fundamental for a successful sales strategy.

3. How does menu knowledge contribute to customer service?

- A. Helps in reducing menu items
- B. Allows employees to make recommendations**
- C. Minimizes the need for training
- D. Increases inventory costs

Menu knowledge significantly enhances customer service by allowing employees to make informed recommendations. When staff members are well-versed in the menu offerings, they can suggest items based on customers' preferences, dietary restrictions, or even current trends. This personalized interaction not only improves the dining experience but also helps customers feel valued and understood, as they receive tailored suggestions that enhance their meal choice. Good recommendations from knowledgeable staff can lead to higher customer satisfaction, increased sales through upselling, and overall better dining experiences. Additionally, employees who can discuss the ingredients, preparation methods, and flavor profiles of menu items can help customers make informed decisions, which often leads to repeat business.

4. Which of the following contributes to customer retention?

- A. Consistently high prices
- B. Exclusive membership perks**
- C. Frequent menu changes
- D. Limiting customer loyalty programs

The choice that contributes to customer retention is the provision of exclusive membership perks. This approach creates added value for customers, making them feel appreciated and rewarding their loyalty. Exclusive perks can take various forms, such as discounts, special promotions, early access to new menu items, or unique experiences that are not available to non-members. By implementing these incentives, businesses enhance the overall customer experience and build a sense of belonging, encouraging customers to return. In contrast, consistently high prices may deter repeat visits as customers might seek better value elsewhere. Frequent menu changes can lead to uncertainty and may not cater to established customer preferences, potentially alienating loyal patrons who favor consistency. Limiting customer loyalty programs can likewise reduce the incentives for customers to engage with a brand, making it less appealing to maintain their loyalty. Therefore, exclusive membership perks stand out as a powerful strategy for improving customer retention.

5. What range is indicated for hourly and management labor costs effectively?

- A. 10 + 15%
- B. 20 + 22%**
- C. 25 + 30%
- D. 15 + 18%

The correct selection indicates that the effective range for hourly and management labor costs is between 20% and 22%. This range is significant because it reflects a balanced approach to labor cost management, ensuring that labor expenses remain in check while still allowing for sufficient staffing to meet business needs. Maintaining labor costs within this specified range is vital for profitability in the restaurant industry. Costs that are too low may indicate understaffing, which can lead to poorer service quality and potentially lost sales, while costs that are too high can severely impact overall profitability. The range of 20% to 22% suggests an ideal scenario where the business can afford to attract and retain quality employees while efficiently managing its financial resources. In comparison, other ranges presented may be either too low or too high, potentially compromising operational effectiveness. A higher range could suggest overspending and financial strain, whereas a lower range could compromise employee satisfaction and service levels. Thus, the 20% to 22% range effectively balances the need for sustainable labor costs with operational efficiency.

6. What must be done with time punches during payroll?

- A. Send them as is
- B. Correct them as needed**
- C. Delete unnecessary punches
- D. Ignore entries that seem wrong

The process of handling time punches during payroll is crucial for ensuring accurate employee compensation. Correcting time punches as needed is essential because inaccurate time entries can lead to employees being underpaid or overpaid, which can create financial discrepancies and legal issues for the business. By reviewing and correcting these time punches, employers can ensure that they accurately reflect the hours worked by each employee, including adjustments for overtime, missed punches, or incorrect time entries. This attention to detail helps maintain the integrity of the payroll system and supports fairness in compensation. The other options do not contribute to maintaining accurate payroll records. Simply sending time punches as they are could perpetuate errors, deleting unnecessary punches could result in loss of legitimate time records, and ignoring entries could lead to widespread payroll inaccuracies, affecting both the employees and the organization.

7. What does P/L stand for in a financial context?

- A. Profit/Loss**
- B. Product/Loss
- C. Payment/Labor
- D. Pricing/Lost

In a financial context, P/L stands for Profit/Loss, which refers to the financial performance of a business over a specific period. This term is crucial as it summarizes the overall effectiveness of a company in generating profit compared to its expenses. When analyzing a company's financial health, understanding the profit or loss is essential for stakeholders, including investors and management, as it provides insights into operational efficiency and profitability. Profit indicates revenue generated from operations, while loss reflects expenses exceeding revenue. This metric serves as a fundamental element in financial statements, guiding decision-making and future strategies within the organization.

8. What are two benefits of joining the email club?

- A. Exclusive product discounts and free delivery
- B. Birthday subs and monthly offers**
- C. Access to limited edition menu items and loyalty points
- D. Early access to seasonal promotions and catering offers

Joining the email club offers members special perks designed to enhance their experience and provide added value. Receiving birthday subs is a notable benefit, as it allows customers to celebrate their special day with a free item, creating a personal connection with the brand. Additionally, monthly offers keep customers engaged by providing regular opportunities for savings or special deals, encouraging repeat visits to the restaurant. While other options also present appealing benefits, the combination of birthday recognition and ongoing monthly promotions distinctly highlights a strategy focused on customer loyalty and engagement, making it a compelling choice for customers looking for consistent rewards.

9. What should be clearly communicated regarding the meal policy to employees?

- A. It is flexible and can be altered
- B. It applies only to supervisors
- C. It is to ensure proper meal breaks are taken**
- D. It has no impact on work hours

Clearly communicating that the meal policy is designed to ensure proper meal breaks are taken is critical for maintaining employee well-being and productivity. By emphasizing the importance of scheduled meal breaks, the policy supports employees' health and helps prevent burnout, which can occur when employees feel pressured to work long hours without adequate rest. This clarity fosters a workplace culture that values employee rights and well-being, encouraging adherence to the policy and reducing misunderstandings. When employees understand that they are entitled to proper meal breaks, they are more likely to take them, leading to increased overall morale and productivity. The other options do not effectively capture the primary purpose of the meal policy. For instance, stating that the policy is flexible and can be altered undermines its validity and could lead to confusion. Similarly, limiting the policy to supervisors could create a sense of unfairness among other employees. Lastly, suggesting that the policy has no impact on work hours neglects the essential relationship between breaks and work efficiency.

10. When is inventory typically conducted?

- A. Every week
- B. Fridays only
- C. At the beginning of each month
- D. Mondays and end of the month**

Inventory is typically conducted at the beginning of the week and at the end of the month to ensure accurate tracking of stock levels and to manage inventory turnover effectively. Conducting inventory on Mondays allows businesses to assess their stock after the weekend and prepare for the upcoming week. This practice helps identify any discrepancies that may have occurred over the weekend and ensures that inventory levels are accurate for proper order fulfillment. Additionally, doing inventory at the end of the month is crucial for financial reporting. It allows businesses to reconcile their inventory levels with their financial records to provide an accurate picture of their assets. This timing supports better planning and inventory control as businesses transition into the new month, adjusting their purchasing and sales strategies accordingly. The other options suggest frequencies or specific days that do not align with this common practice of monitoring inventory, which is geared towards capturing both weekly fluctuations and monthly assessments.

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://jerseymikesphase3.examzify.com>

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

SAMPLE