

# Law of Agency Cumulative Practice Test (Sample)

## Study Guide



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

**This is a sample study guide. To access the full version with hundreds of questions,**

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**SAMPLE**

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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. Don't worry about getting everything right, 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, and take breaks to retain information better.**

## **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.**

## **7. Use Other Tools**

**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!**

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## **Questions**

- 1. What is meant by "actual authority" in agency law?**
  - A. Authority perceived by third parties**
  - B. Authority granted by the principal, either explicitly or implicitly**
  - C. Authority based on previous transactions**
  - D. Authority determined by court order**
- 2. What practice involves inciting panic about changing demographics in a neighborhood?**
  - A. Redlining**
  - B. Blockbusting**
  - C. Steering**
  - D. Discrimination**
- 3. What term is used for activities that usually require a license in which a person directly helps another buy, sell, or lease real property?**
  - A. Direct activities**
  - B. Agency activities**
  - C. Real estate services**
  - D. Licensed practices**
- 4. Which term refers to an action that unfairly benefits one party due to the other party's lack of knowledge or experience?**
  - A. Fraudulent misrepresentation**
  - B. Unconscionable action**
  - C. Undue influence**
  - D. Unfair competition**
- 5. What is the liability of a principal in cases of an agent's negligence?**
  - A. The principal is never liable for an agent's actions.**
  - B. A principal may be liable if the negligence occurs within the scope of employment.**
  - C. The principal is always liable for any actions of the agent.**
  - D. Agents are personally liable, exempting the principal.**



- 6. What occurs when both the agent and the client agree to terminate the agency relationship?**
- A. Termination**
  - B. Mutual rescission**
  - C. Conclusion of services**
  - D. Release of agreement**
- 7. What is the term for a meeting or discussion regarding specific real estate?**
- A. Consultation**
  - B. Substantive communication**
  - C. Debriefing**
  - D. Negotiation**
- 8. What type of authority is given to an agent which allows them to act on behalf of the principal?**
- A. Implied authority**
  - B. Actual authority**
  - C. Inherent authority**
  - D. Apparent authority**
- 9. What is the "conflict of interest" in agency law?**
- A. An agency relationship is established**
  - B. When an agent has personal interests conflicting with their duty**
  - C. A scenario where agents cannot act**
  - D. A benefit to agents only**
- 10. What action is taken when a license holder abandons their responsibilities in an agency relationship?**
- A. Termination**
  - B. Revocation**
  - C. Withdrawal**
  - D. Abandonment**

## **Answers**

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

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## **Explanations**

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## 1. What is meant by "actual authority" in agency law?

- A. Authority perceived by third parties
- B. Authority granted by the principal, either explicitly or implicitly**
- C. Authority based on previous transactions
- D. Authority determined by court order

In agency law, "actual authority" refers to the power that an agent has to act on behalf of a principal, which is explicitly or implicitly granted by the principal. This means that actual authority arises from the principal's clear communication to the agent about what actions the agent is permitted to take. This can include written or verbal instructions where the principal delineates the specific powers or responsibilities of the agent. When actual authority is granted explicitly, it usually involves a direct communication, such as a contract or a straightforward discussion where the principal details the scope of the agent's powers. Implicit authority, on the other hand, may not be articulated directly but is inferred from the agent's role or the context of the situation. For example, if a company hires a manager to run its daily operations, the manager may have implicit authority to make decisions necessary for the effective management of the business. The other concepts presented in the options do not accurately describe actual authority. Perceived authority relates to what third parties believe the agent can do, often without formal agreement from the principal. Authority based on previous transactions could involve an agent's customary practices but does not reflect actual authority granted for the current situation. Lastly, authority determined by court order is not a fundamental aspect of agency.

## 2. What practice involves inciting panic about changing demographics in a neighborhood?

- A. Redlining
- B. Blockbusting**
- C. Steering
- D. Discrimination

Blockbusting involves inciting panic about changing demographics in a neighborhood to manipulate property values and encourage homeowners to sell their homes at a lower price. Real estate agents or developers often use this practice by suggesting that an influx of a particular demographic group will lead to a decline in property values, pressuring current homeowners to sell quickly out of fear. This tactic exploits the homeowners' fears and prejudices, leading to a rapid turnover of properties and often targeting vulnerable communities. In contrast, redlining refers to the discriminatory practice of denying services, typically financial ones, to residents of certain areas based on racial or ethnic composition, rather than actively inciting fear. Steering involves directing prospective homebuyers towards or away from certain neighborhoods based on their race or ethnicity, rather than manipulating property values through fear. Discrimination is a broader term encompassing various unfair treatment practices based on characteristics such as race, gender, or religion, but does not specifically refer to the strategic instigation of panic regarding demographic changes, as blockbusting does. Thus, blockbusting is the correct terminology for the practice described in the question.

**3. What term is used for activities that usually require a license in which a person directly helps another buy, sell, or lease real property?**

**A. Direct activities**

**B. Agency activities**

**C. Real estate services**

**D. Licensed practices**

The term that correctly describes activities requiring a license in which a person directly assists another party in buying, selling, or leasing real property is "real estate services." This term encapsulates the full range of professional services that licensed real estate agents or brokers provide, including but not limited to facilitating transactions, providing market analysis, and offering guidance throughout the property sales process. In the context of real estate, individuals engaged in these activities must adhere to state licensing requirements to ensure that they have the necessary training and understanding of the legal aspects surrounding property transactions. This regulatory framework helps protect consumers and maintain industry standards. Other choices such as "direct activities," "agency activities," or "licensed practices" do not specifically capture the comprehensive nature of the services provided in real estate transactions, nor do they emphasize the necessity of having a real estate license for such services.

**4. Which term refers to an action that unfairly benefits one party due to the other party's lack of knowledge or experience?**

**A. Fraudulent misrepresentation**

**B. Unconscionable action**

**C. Undue influence**

**D. Unfair competition**

The term that refers to an action that unfairly benefits one party due to the other party's lack of knowledge or experience is "unconscionable action." This concept is rooted in the idea of fairness and equity in agreements and transactions. An unconscionable action occurs when an agreement is so one-sided that it shocks the conscience, typically because one party has vastly superior knowledge, bargaining power, or experience compared to the other. In the context of agency law, for example, if an agent takes advantage of a principal's lack of understanding regarding a transaction, this could be seen as unconscionable. The principal's ignorance or lack of experience leaves them vulnerable to exploitation, which is exactly what the term underscores. This kind of imbalance can be challenged in court, aiming to protect parties who may not fully grasp the implications of a decision or transaction due to their relative inexperience or lack of information. The other terms do not accurately capture this specific scenario. Fraudulent misrepresentation involves deceit or misinformation, undue influence pertains to persuading someone to act against their best interests while under pressure, and unfair competition typically relates to business practices that are deceptive or illegal, focusing more on competition between businesses rather than the imbalance of power in individual transactions.

**5. What is the liability of a principal in cases of an agent's negligence?**

**A. The principal is never liable for an agent's actions.**

**B. A principal may be liable if the negligence occurs within the scope of employment.**

**C. The principal is always liable for any actions of the agent.**

**D. Agents are personally liable, exempting the principal.**

A principal may be held liable for an agent's negligence if that negligence occurs within the scope of employment, which reflects the fundamental concept of vicarious liability in agency law. This means that when an agent is acting in furtherance of their duties for the principal, any negligent acts that occur during that time can implicate the principal in legal responsibility. This doctrine is based on the rationale that the principal benefits from the agent's conduct and should therefore bear the costs of any harm resulting from the agent's negligence while performing their tasks. The scope of employment is determined by various factors, including the nature of the work, the time and place of the act, and whether it serves the principal's interests. Other options do not align with this legal principle. For instance, stating that the principal is never liable misrepresents the legal concepts at play, while suggesting that the principal is always liable overstates the degree of liability, which is contingent on the agent's actions being within the scope of their employment. Claiming that agents are personally liable, thus exempting the principal, overlooks the collective legal responsibility established in agent-principal relationships.

**6. What occurs when both the agent and the client agree to terminate the agency relationship?**

**A. Termination**

**B. Mutual rescission**

**C. Conclusion of services**

**D. Release of agreement**

The correct answer is mutual rescission because it specifically refers to the voluntary agreement of both parties—in this case, the agent and the client—to end the agency relationship. In legal terms, mutual rescission means that both parties consent to terminate the contract and effectively cancel any obligations that were previously established between them. This reflects a collaborative and consensual decision to cease the agency arrangement, ensuring that neither party is pursuing further actions or claims against the other related to their previous agreement. Other terms, while they may seem relevant, do not fully encapsulate the essence of the cooperative termination process. Termination could imply a unilateral decision by one of the parties, which doesn't reflect the agreement aspect between the agent and client. Conclusion of services suggests that services have simply wrapped up, without indicating the formal end of the contractual relationship. Release of agreement may imply that one party is letting the other go, but it doesn't clearly express that both parties have agreed to terminate the relationship together. Thus, mutual rescission is the most accurate term to describe this scenario.

**7. What is the term for a meeting or discussion regarding specific real estate?**

**A. Consultation**

**B. Substantive communication**

**C. Debriefing**

**D. Negotiation**

The correct term for a meeting or discussion regarding specific real estate is "substantive communication." This term refers to the exchange of information that directly relates to the specifics of a real estate transaction, including terms, conditions, and other significant details that influence decision-making and negotiations. In the context of real estate, substantive communication is essential because it helps ensure that all parties involved are well-informed about the property in question and the aspects of the transaction. This level of communication is crucial in establishing trust and clarity, and it often leads to more productive interactions between agents, buyers, sellers, and other stakeholders. While other terms like consultation, debriefing, and negotiation may involve discussions and exchanges of ideas, they do not specifically capture the focused and detailed nature of communication about particular real estate matters. Consultation might refer to seeking advice or guidance, debriefing typically involves reflecting on actions taken after an event, and negotiation implies a process of discussing terms to reach an agreement, which may or may not involve substantive matters of the transaction. Substantive communication encompasses all these elements, making it the most fitting choice in this context.

**8. What type of authority is given to an agent which allows them to act on behalf of the principal?**

**A. Implied authority**

**B. Actual authority**

**C. Inherent authority**

**D. Apparent authority**

The correct choice is actual authority, which is granted to an agent by the principal, allowing the agent to act on behalf of the principal and legally bind them in agreements with third parties. Actual authority can be either express, where the principal explicitly states the agent's powers, or implied, where the authority is not explicitly defined but is necessary to perform duties assigned. This type of authority is crucial in agency relationships because it establishes a clear scope of power for the agent to operate within. When an agent acts within their actual authority, the principal is bound by the agent's actions, provided those actions are within the defined authority. Implied authority refers to powers that are not specifically stated but are necessary for the agent to carry out the explicit tasks assigned by the principal. Inherent authority allows an agent to take actions typically associated with their position, while apparent authority arises when a third party perceives an agent to have authority based on the principal's representations. While these concepts are significant in understanding agency relationships, actual authority is the foundational form of authority that directly enables an agent to act on behalf of the principal.



## 9. What is the "conflict of interest" in agency law?

- A. An agency relationship is established
- B. When an agent has personal interests conflicting with their duty**
- C. A scenario where agents cannot act
- D. A benefit to agents only

In agency law, a "conflict of interest" arises when an agent's personal interests clash with their obligations to act in the best interests of the principal. This situation can undermine the trust inherent in the agency relationship, as the agent may be tempted to prioritize their own benefits over those of the principal. For example, if an agent is representing a client in the sale of a property but also has a personal financial interest in promoting a different property, this creates a conflict of interest. The agent is expected to act loyally and faithfully toward the principal, making decisions based solely on the principal's interests rather than their own. Recognizing and managing conflicts of interest is crucial to maintaining ethical standards within the agency relationship. It ensures that clients can trust their agents to act on their behalf without being swayed by personal gains. Understanding this concept is key for anyone working within a legal or business context where agency relationships are prevalent.

## 10. What action is taken when a license holder abandons their responsibilities in an agency relationship?

- A. Termination
- B. Revocation
- C. Withdrawal
- D. Abandonment**

When a license holder abandons their responsibilities in an agency relationship, the most appropriate term used to describe this action is abandonment. This occurs when the agent or license holder neglects their duties and obligations towards the principal, thereby failing to act in the best interests of the principal or completely ceasing to provide the agreed-upon services. Abandonment indicates a lack of intention to fulfill the responsibilities that were established within the agency relationship, which can lead to potential legal consequences for the agent. This concept highlights the fiduciary duty that an agent has toward their principal, stressing the importance of commitment and responsibility in such relationships. This term is distinct from other terms such as termination, which implies a formal conclusion of the agency relationship by either party, or revocation, which denotes a specific act by the principal to end the relationship. Withdrawal also suggests a more voluntary disengagement, usually on the part of the agent in a manner that still acknowledges the existence of an agency relationship. In contrast, abandonment reflects a more negligent approach that disregards the obligations entirely.

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

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