

NATIONAL ACADEMY OF SPORTS MEDICINE (NASM) VIRTUAL COACHING SPECIALIZATION PRACTICE TEST (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

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THE FULL VERSION STUDY GUIDE

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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

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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. When determining a product's price, which of the following is not necessary to consider?**
 - A. Production costs
 - B. Market demand
 - C. Ability to discount
 - D. Target audience demographics
- 2. Which pricing strategy involves initially offering a low price to build market share and then increasing it as demand rises?**
 - A. Skimming pricing
 - B. Penetration pricing
 - C. Premium pricing
 - D. Competitive pricing
- 3. What is critical for virtual coaches to maintain consistent client engagement?**
 - A. Regular follow-ups
 - B. Physical meetings
 - C. Automated responses
 - D. Exclusive webinars
- 4. Push-up, plank, and wall-sit tests are examples of which category of assessment?**
 - A. Cardiovascular Fitness
 - B. Muscular Strength
 - C. Muscular Endurance
 - D. Flexibility
- 5. How does offering virtual services influence a virtual coach's scope of practice?**
 - A. It broadens their ability to provide physical therapy
 - B. It does not impact the scope of practice
 - C. It limits their ability to offer nutritional advice
 - D. It eliminates the need for certifications

- 6. How is a lead defined in sales and marketing?**
- A. A customer who buys repeatedly
 - B. A prospect who has shown greater-than-normal interest
 - C. A marketing strategy for reaching customers
 - D. A business client
- 7. Which of the following correctly defines TDEE?**
- A. Total daily energy expenditure
 - B. Total daily energy input
 - C. Total overall energy
 - D. Total energy during exercise
- 8. What practice should personal trainers avoid regardless of the service format they use?**
- A. Providing personalized exercise programs
 - B. Diagnosing injuries
 - C. Conducting fitness assessments
 - D. Designing client-specific workouts
- 9. Which of the following should a fitness professional avoid during virtual training sessions?**
- A. Offering one-on-one live coaching
 - B. Using fitness apps for tracking
 - C. One-on-one nutrition coaching via email, phone, and nutrition apps
 - D. Providing feedback during workouts
- 10. What term describes the amount of time it takes to fall asleep?**
- A. Sleep fragmentation
 - B. Sleep latency
 - C. Sleep distress
 - D. Sleep deprivation

Answers

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

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Explanations

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1. When determining a product's price, which of the following is not necessary to consider?

- A. Production costs
- B. Market demand
- C. Ability to discount**
- D. Target audience demographics

When determining a product's price, considering the ability to discount may not be necessary in every situation. Pricing decisions typically hinge on various crucial factors such as production costs, which help ensure that the product is sold at a profit margin that makes business sense. Market demand is also key, as it influences how much consumers are willing to pay and the quantity that can be sold at various price points. Target audience demographics are essential as well, since understanding who the customers are can dictate pricing strategies that align with consumer behavior and purchasing power. While the ability to discount can play a role in certain promotional strategies, it is not always critical in establishing the initial pricing framework for a product. Businesses may choose to set a price based on other more foundational elements and later adjust or offer discounts as part of marketing tactics or sales strategies without fundamentally impacting the pricing decision process. Therefore, this aspect is not a primary consideration in the initial stages of price determination.

2. Which pricing strategy involves initially offering a low price to build market share and then increasing it as demand rises?

- A. Skimming pricing
- B. Penetration pricing**
- C. Premium pricing
- D. Competitive pricing

The pricing strategy that involves initially offering a low price to attract customers and build market share is known as penetration pricing. This approach is particularly effective in competitive markets where businesses aim to quickly gain a foothold by offering products or services at lower prices than existing competitors. By doing so, a company can entice a larger customer base to try their offerings. Once the company has established a solid market presence and customer loyalty, it can gradually increase prices as demand for its product or service rises. This strategy helps in quickly achieving economies of scale and making the product known in the market. In contrast, skimming pricing typically starts with a high price to generate maximum revenue from early adopters before gradually lowering it. Premium pricing maintains high prices to convey quality and exclusivity, while competitive pricing sets prices based on competitor pricing, without the specific initial low price that penetration pricing emphasizes. Thus, penetration pricing is distinct in its focus on low initial pricing to foster market share growth.

3. What is critical for virtual coaches to maintain consistent client engagement?

- A. Regular follow-ups**
- B. Physical meetings
- C. Automated responses
- D. Exclusive webinars

Maintaining consistent client engagement is vital for virtual coaches, and regular follow-ups play a critical role in this process. Regular follow-ups help to establish a strong coach-client relationship by providing ongoing support and accountability. They also allow coaches to assess their clients' progress, address any challenges they may be facing, and celebrate their successes. This consistent communication fosters motivation and dedication to the coaching process. In a virtual setting, where clients may feel isolated or disconnected, personalized follow-ups can significantly enhance their experience and reinforce commitment to their goals. This engagement can take many forms, such as check-in calls, personalized messages, or progress assessments, all of which deepen the relationship and encourage sustained effort. While the other options might contribute to client interaction, they lack the personal touch that regular follow-ups provide. For instance, physical meetings are not always feasible in a virtual coaching context, automated responses can feel impersonal and may not genuinely address individual client needs, and exclusive webinars, though informative, do not offer the same level of individualized support that regular follow-ups do.

4. Push-up, plank, and wall-sit tests are examples of which category of assessment?

- A. Cardiovascular Fitness
- B. Muscular Strength
- C. Muscular Endurance**
- D. Flexibility

The push-up, plank, and wall-sit tests fall under the category of muscular endurance assessment because they primarily measure the ability of muscles to sustain repeated contractions or maintain a contraction over time. Muscular endurance is crucial for overall fitness as it indicates how well your muscles can perform for an extended period. The push-up tests the endurance of the upper body muscles, particularly the chest, shoulders, and triceps, by assessing how many repetitions can be performed before fatigue sets in. The plank is designed to evaluate core endurance, requiring the abdominal and back muscles to maintain a position for as long as possible. Similarly, the wall-sit assesses lower body endurance by challenging the muscles of the legs, primarily the quadriceps, to sustain a static position. Other categories of assessment, such as cardiovascular fitness, focus on the heart and lungs' ability to deliver oxygen during prolonged physical activity, while muscular strength pertains to the maximum amount of force exerted by a single effort. Flexibility measures the range of motion in joints and does not directly evaluate the capacity of muscles to endure prolonged exertion. Thus, the nature of these tests aligns specifically with muscular endurance, making it the correct classification.

5. How does offering virtual services influence a virtual coach's scope of practice?

- A. It broadens their ability to provide physical therapy
- B. It does not impact the scope of practice**
- C. It limits their ability to offer nutritional advice
- D. It eliminates the need for certifications

Offering virtual services does not alter the fundamental scope of practice for a virtual coach. The scope of practice refers to the specific services and areas of expertise that a professional is qualified to provide based on their training and certifications. Virtual coaching allows for the delivery of services through digital platforms, but the core competencies and ethical guidelines governing a coach's practice remain in place. As a result, while virtual coaching can enhance accessibility and allow for a broader client reach, it does not inherently expand or contract the types of services a coach is allowed to offer. Coaches must adhere to the same regulatory and certification standards whether they are coaching in person or virtually. Maintaining clear boundaries regarding what services can be provided, based on their qualifications, is crucial for ensuring safe and effective client interactions, regardless of the medium used for coaching. This understanding reinforces the importance of adhering to established guidelines and recognizes that the transition to virtual platforms does not equate to an expansion of professional capabilities or a modification of fundamental training requirements.

6. How is a lead defined in sales and marketing?

- A. A customer who buys repeatedly
- B. A prospect who has shown greater-than-normal interest**
- C. A marketing strategy for reaching customers
- D. A business client

A lead in sales and marketing is defined as a prospect who has shown greater-than-normal interest in a product or service. This interest could manifest through various actions, such as engaging with marketing materials, signing up for newsletters, requesting more information, or participating in demonstrations. Identifying and qualifying leads is crucial for sales teams as it helps prioritize potential customers who are more likely to convert into actual sales based on their demonstrated interest. Understanding this aspect allows businesses to tailor their sales strategies effectively and focus their efforts on nurturing leads that have the most potential for conversion.

7. Which of the following correctly defines TDEE?

- A. Total daily energy expenditure**
- B. Total daily energy input
- C. Total overall energy
- D. Total energy during exercise

The correct definition of TDEE is Total Daily Energy Expenditure. This term encompasses the total amount of energy that a person expends in a day, including all activities such as exercise, work, and daily living tasks, as well as the energy used for basic bodily functions at rest (known as resting metabolic rate) and the thermic effect of food. Understanding TDEE is crucial for designing effective nutrition and exercise plans, as it helps individuals determine how many calories they need to maintain, lose, or gain weight. The other options, while related to energy balance, do not accurately reflect the comprehensive nature of TDEE. Total daily energy input would refer to the total calories consumed, but it does not account for energy expenditure. Total overall energy is vague and lacks specificity in the context of daily energy use. Lastly, total energy during exercise only accounts for the calories burned during physical activity and does not encompass the full spectrum of daily activities and metabolic processes that contribute to TDEE.

8. What practice should personal trainers avoid regardless of the service format they use?

- A. Providing personalized exercise programs
- B. Diagnosing injuries**
- C. Conducting fitness assessments
- D. Designing client-specific workouts

Personal trainers should avoid diagnosing injuries because this task falls outside the scope of their practice and training. Diagnosing injuries requires medical knowledge and expertise that is typically held by healthcare professionals such as physicians, physical therapists, or other licensed healthcare providers. Personal trainers are not equipped to make medical diagnoses and doing so can not only pose risks to clients' health but also expose trainers to legal liabilities. In contrast, providing personalized exercise programs, conducting fitness assessments, and designing client-specific workouts are all within the realm of a personal trainer's responsibilities. These practices are essential for creating tailored fitness experiences that address individual clients' needs, goals, and fitness levels.

9. Which of the following should a fitness professional avoid during virtual training sessions?

- A. Offering one-on-one live coaching
- B. Using fitness apps for tracking
- C. One-on-one nutrition coaching via email, phone, and nutrition apps**
- D. Providing feedback during workouts

The choice to avoid during virtual training sessions is one-on-one nutrition coaching via email, phone, and nutrition apps. This approach may not be suitable for fitness professionals because it typically requires a more personal and interactive environment to effectively communicate dietary needs and modifications. Nutrition coaching often involves nuance, personal preferences, and real-time feedback that can be better managed in a face-to-face setting or through live interaction, allowing for immediate clarification and engagement between the coach and client. Additionally, it's important to consider that many fitness professionals are not licensed to provide in-depth dietary counseling unless they hold specific credentials or certifications in nutrition. Providing such guidance without the necessary qualifications can lead to potential ethical and legal concerns. In contrast, one-on-one live coaching, the use of fitness apps for tracking, and providing feedback during workouts all facilitate interaction and support. These methods enhance client engagement and accountability, essential components of effective virtual training.

10. What term describes the amount of time it takes to fall asleep?

- A. Sleep fragmentation
- B. Sleep latency**
- C. Sleep distress
- D. Sleep deprivation

The term that specifically refers to the amount of time it takes to fall asleep is sleep latency. This concept is crucial in understanding sleep patterns and assessing sleep quality. Sleep latency is typically measured from the moment a person attempts to fall asleep until they reach the first stage of sleep. A shorter sleep latency indicates that an individual can fall asleep quickly, which is generally a sign of good sleep health, while a longer sleep latency may suggest issues such as insomnia or anxiety. Other terms, such as sleep fragmentation, refer to disturbances in sleep that disrupt the sleep cycle but do not describe the time taken to initiate sleep. Sleep distress encompasses feelings of discomfort or anxiety related to sleep, while sleep deprivation indicates a lack of sufficient sleep over a period rather than the process of falling asleep itself. Each of these terms has distinct definitions that do not align with the timing aspect that sleep latency captures.

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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.

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

<https://nasmvirtualcoaching.examzify.com>

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

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