

OMVIC LICENSE PRACTICE TEST & COURSE – PREPARE FOR THE OMVIC EXAM IN ONTARIO (SAMPLE) STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

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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 required to be employed as a salesperson by a registered dealer?**
 - A. Complete and pass the certification course
 - B. Pay a fee
 - C. Complete/pass certification course, pay fee, be employed by a registered dealer
 - D. Only complete the certification course
- 2. Who issues dealer plates?**
 - A. Ministry of Consumer Services
 - B. Ministry of Transportation
 - C. OADA
 - D. OMVIC
- 3. How much does each salesperson pay into the Compensation Fund?**
 - A. 150
 - B. 200
 - C. 300
 - D. Nothing
- 4. Are the requirements for the sale or lease of a vehicle to another dealer in the MVDA the General Regulations or the Code of Ethics Regulations?**
 - A. Code of Ethics Regulations
 - B. Consumer Protection Act
 - C. General Regulations
 - D. Motor Vehicle Safety Act
- 5. True or False: Consumers may also have up to one year to request rescission under the Consumer Protection Act**
 - A. False
 - B. True
- 6. Which of the following is an example of a "false, misleading or deceptive practice"?**
 - A. Failing to disclose a material fact
 - B. Providing a fair price for the vehicle
 - C. Offering a discount on additional services
 - D. Giving accurate details about repairs

- 7. Which of the following is NOT a function carried out by OMVIC?**
- A. Administers the Compensation Fund
 - B. Administers and enforces MVDA
 - C. Conducts inspections of drivers
 - D. Conducts disciplinary hearings
- 8. What is one major point of the OMVIC Code of Ethics?**
- A. Encouraging aggressive sales tactics
 - B. Promoting accountability and transparency in vehicle sales
 - C. Offering discounts to loyal customers
 - D. Limiting consumer options during sales
- 9. What can be considered a consequence of unscrupulous dealings in vehicle sales?**
- A. Public trust in automotive sales may increase
 - B. It may lead to stricter regulations and enforcement actions
 - C. More advertising opportunities for dealers
 - D. No consequences are observed
- 10. True or False: All dealer and salesperson applicants undergo a Canada-wide criminal record search as part of the application screening process.**
- A. False
 - B. True

Answers

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

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Explanations

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1. What is required to be employed as a salesperson by a registered dealer?

- A. Complete and pass the certification course
- B. Pay a fee
- C. Complete/pass certification course, pay fee, be employed by a registered dealer**
- D. Only complete the certification course

To be employed as a salesperson by a registered dealer, it is essential to satisfy multiple requirements that ensure the individual is properly trained and authorized to conduct business in accordance with industry regulations. The comprehensive nature of these requirements is reflected in the correct choice. Firstly, completing and passing the certification course equips individuals with the necessary knowledge about the legal and ethical aspects of the car sales industry. This education is critical for understanding the rights and responsibilities of both dealers and consumers, as well as the regulations set forth by OMVIC (Ontario Motor Vehicle Industry Council). Additionally, the requirement to pay a fee is a standard procedure associated with certification and licensing in various professional fields, including automotive sales. This fee often covers the processing of the application, administrative costs, and may contribute to ongoing professional development and regulatory enforcement. Lastly, being employed by a registered dealer is a mandatory condition, as certification alone is not sufficient without an employment relationship. Working under a registered dealer enables individuals to gain practical experience and continue their education on the job while adhering to the regulations governing the industry. These three components—successful completion of the certification course, payment of a fee, and employment by a registered dealer—are collectively necessary for an individual to function legally and effectively as a salesperson in Ontario's

2. Who issues dealer plates?

- A. Ministry of Consumer Services
- B. Ministry of Transportation**
- C. OADA
- D. OMVIC

Dealer plates are issued by the Ministry of Transportation. This is because the Ministry of Transportation is responsible for regulating and overseeing the use of vehicles on roads in the province. The Ministry of Consumer Services (A) focuses more on protecting consumers and regulating certain industries. OADA (C) stands for the Ontario Automobile Dealers Association and is a trade association for car dealers in the province. OMVIC (D) is the Ontario Motor Vehicle Industry Council, which is responsible for regulating and licensing motor vehicle dealers and salespersons in the province. While these organizations may have some involvement with dealer plates, they do not have the authority to issue them. Therefore, the correct answer is Ministry of Transportation (B).

3. How much does each salesperson pay into the Compensation Fund?

- A. 150
- B. 200
- C. 300
- D. Nothing**

The reason why the other options are incorrect is because the question is asking about how much each salesperson pays into the Compensation Fund, suggesting that the payment is taken from their salary or commission. Options A, B, and C all suggest specific numbers, which may not be accurate and could change in the future. Option D, on the other hand, states that salespeople do not pay anything into the Compensation Fund, which is the correct answer.

4. Are the requirements for the sale or lease of a vehicle to another dealer in the MVDA the General Regulations or the Code of Ethics Regulations?

- A. Code of Ethics Regulations**
- B. Consumer Protection Act
- C. General Regulations
- D. Motor Vehicle Safety Act

The correct response focuses on the importance of the Code of Ethics Regulations in governing the conduct of dealers in their professional dealings, including the sale or lease of vehicles to other dealers. The Code of Ethics outlines the standards that dealers must uphold, which include fair dealing, transparency, and ethical behavior in all transactions. In the context of selling or leasing vehicles to another dealer, it is critical to adhere to these ethical standards to maintain professionalism and integrity within the industry. This regulation ensures that all parties involved in the transaction are treated with respect and that the business is conducted in a manner that promotes trust and fairness. The General Regulations do contain provisions that are pertinent to the operations of dealers, however, they primarily focus on the procedural aspects of licensing and business operations rather than the ethical obligations that are central to dealer-to-dealer transactions. Meanwhile, the Consumer Protection Act is broader legislation that addresses the rights of consumers and businesses but is not specific to the conduct expected between dealers. The Motor Vehicle Safety Act relates more to vehicle safety standards, further distinguishing it from the focus of the Code of Ethics on dealer conduct.

5. True or False: Consumers may also have up to one year to request rescission under the Consumer Protection Act

- A. False
- B. True**

The statement is true because according to the Consumer Protection Act, consumers are granted up to one year to request rescission for certain purchases. Option A, which is False, is incorrect because consumers are in fact given this one year timeframe. Therefore, option A does not accurately reflect the information provided in the question. On the other hand, option B correctly states that consumers do have the right to request rescission within one year, making it the correct answer.

6. Which of the following is an example of a "false, misleading or deceptive practice"?

- A. Failing to disclose a material fact**
- B. Providing a fair price for the vehicle
- C. Offering a discount on additional services
- D. Giving accurate details about repairs

An example of a "false, misleading, or deceptive practice" is something that deceives or misleads a consumer, causing them harm or loss. The other options - B, C, and D - are not examples of this as they do not involve any deception or misleading information. Failing to disclose a material fact, however, can be considered a deceptive practice as it withholds important information from the consumer, misleading them into believing a false or incomplete picture. Thus, A is the correct answer for this question.

7. Which of the following is NOT a function carried out by OMVIC?

- A. Administers the Compensation Fund
- B. Administers and enforces MVDA
- C. Conducts inspections of drivers**
- D. Conducts disciplinary hearings

OMVIC, Ontario Motor Vehicle Industry Council, is an independent administrative authority responsible for regulating the motor vehicle sales sector and ensuring consumer protection. The incorrect answer, option C, suggests that OMVIC conducts inspections of drivers. However, this is not a function carried out by OMVIC. Inspecting drivers falls under the responsibility of government bodies such as Ministry of Transportation. Therefore, option C is incorrect. Options A, B, and D are all functions carried out by OMVIC as they are related to regulating the motor vehicle sales industry and protecting consumers.

8. What is one major point of the OMVIC Code of Ethics?

- A. Encouraging aggressive sales tactics
- B. Promoting accountability and transparency in vehicle sales**
- C. Offering discounts to loyal customers
- D. Limiting consumer options during sales

The OMVIC Code of Ethics emphasizes promoting accountability and transparency in vehicle sales as a fundamental principle. This focus ensures that dealers and salespeople conduct their business in a manner that builds trust with consumers. By prioritizing honesty and clear communication, the Code encourages sales practices that protect consumers from deceptive practices and ensure they have access to all necessary information about the vehicles they are considering. This commitment to ethical standards not only fosters a positive reputation for the automotive industry but also enhances consumer confidence in the purchasing process. In contrast, aggressive sales tactics, discount offer structures, or limiting consumer options would undermine this trust and transparency, which is the cornerstone of ethical conduct as outlined in the OMVIC Code.

9. What can be considered a consequence of unscrupulous dealings in vehicle sales?

- A. Public trust in automotive sales may increase
- B. It may lead to stricter regulations and enforcement actions**
- C. More advertising opportunities for dealers
- D. No consequences are observed

Unscrupulous dealings in vehicle sales can lead to a breakdown of trust between consumers and the automotive industry. When such unethical practices are uncovered, they can trigger a response from regulators who aim to protect consumers. This often results in the implementation of stricter regulations to ensure transparency and fairness in transactions. Consequently, enforcement actions may be taken to hold dealers accountable and deter future misconduct. This proactive measure not only aims to rectify the immediate issues but also serves to promote a more ethical environment within the industry, ultimately benefiting consumers in the long run. The emphasis on regulatory responses reflects the serious impact that unethical practices can have on the overall integrity of vehicle sales.

10. True or False: All dealer and salesperson applicants undergo a Canada-wide criminal record search as part of the application screening process.

A. False

B. True

This statement is true. We can assume that Option A is incorrect because the question specifically states "all" applicants undergo a criminal record search, making it unlikely that this answer would be false. Additionally, it is common practice for companies to conduct background checks on potential employees, especially for positions that may involve handling sensitive information or working with vulnerable populations. As such, it is reasonable to assume that this would also be a standard practice for dealer and salesperson applicants. Therefore, the most accurate answer is B True.

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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://omvicpractice.examzify.com>

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

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