

OMVIC Practice Test (Sample)

Study Guide



Everything you need from our exam experts!

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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. Which of the options is NOT one of the types of unfair business practices?**
 - A. Unconscionable representations**
 - B. Ambiguous representations**
 - C. Disingenuous representations**
 - D. False, misleading or deceptive representations**

- 2. What is the primary purpose of a warranty in vehicle sales?**
 - A. To increase the vehicle's resale value**
 - B. To protect consumers against certain repair costs for a specified period**
 - C. To provide additional features and services**
 - D. To satisfy lender requirements**

- 3. What is the significance of vehicle safety standards in Ontario?**
 - A. They regulate vehicle colors**
 - B. They ensure vehicles are safe for public road use**
 - C. They outline dealership advertising guidelines**
 - D. They define car insurance requirements**

- 4. If a dealer does not have a specific new vehicle in stock, but will locate and bring it in, what must be disclosed about the vehicle's mileage?**
 - A. The exact mileage**
 - B. The average mileage for that model**
 - C. Mileage within a certain range or no maximum with buyer's initials**
 - D. The mileage of the previous vehicle the buyer owned**

- 5. Which body or agency enforces MVDA?**
 - A. OMVIC**
 - B. CAA**
 - C. OADA**
 - D. VADA**

- 6. True or false: The Code of Ethics Regulations are guidelines and don't have any legal authority.**
- A. False**
 - B. True**
 - C. Not specified**
 - D. Partially true**
- 7. What does the disclosure category in the Code of Ethics Regulations require from dealers and salespeople?**
- A. To provide financial advice**
 - B. To maintain a certain profit margin**
 - C. Being clear and truthful in describing vehicles and services**
 - D. Not disclosing finance rates**
- 8. What must consignment agreements include?**
- A. An estimate of the selling price and minimum selling price**
 - B. A promise to sell within a specified timeframe**
 - C. A guarantee of vehicle condition**
 - D. Permission for the dealer to use the vehicle for personal tasks**
- 9. What must a lessee-become-buyer know about a leased vehicle's history?**
- A. The duration of the lease period only**
 - B. Any disclosures related to previous use, condition, and history required by the MVDA**
 - C. Only the lease payments history**
 - D. The name of the previous lessee for direct inquiry**
- 10. What must leasing agreements disclose according to the CPA?**
- A. Only the monthly payment amount**
 - B. Lease value, monthly payment details, annual percentage rate, and more**
 - C. Only the vehicle make and model**
 - D. The dealer's preferred insurance provider**

Answers

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

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Explanations

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1. Which of the options is NOT one of the types of unfair business practices?

A. Unconscionable representations

B. Ambiguous representations

C. Disingenuous representations

D. False, misleading or deceptive representations

False, misleading, or deceptive representations are indeed categorized as unfair business practices, making this choice aligned with recognized practices. Unconscionable representations refer to scenarios in which one party takes advantage of another in a grossly unfair manner. Ambiguous representations involve statements that can be understood in multiple ways, which can mislead consumers. Disingenuous representations are those that are not sincere or are intentionally misleading. Thus, the correct answer identifies an option that is fundamentally tied to the definitions and implications of unfair practices in business, highlighting the importance of recognizing the nuances and distinctions between different types of misrepresentation in commercial transactions.

2. What is the primary purpose of a warranty in vehicle sales?

A. To increase the vehicle's resale value

B. To protect consumers against certain repair costs for a specified period

C. To provide additional features and services

D. To satisfy lender requirements

The primary purpose of a warranty in vehicle sales is to protect consumers against certain repair costs for a specified period. A warranty serves as a commitment from the manufacturer or dealer that the vehicle will operate without defects for a certain timeframe or mileage. This protection can cover various components of the vehicle, ensuring that if something goes wrong, the consumer will not be left with unexpected repair bills. This foundational aspect of a warranty builds trust with consumers, as it offers them peace of mind when making a significant investment like purchasing a vehicle. While increasing resale value, providing additional features, or satisfying lender requirements can be secondary benefits or considerations in the context of vehicle sales, they do not capture the main function of a warranty. The warranty's core intent is to safeguard the consumer's investment by covering particular repair and maintenance needs within the designated term.

3. What is the significance of vehicle safety standards in Ontario?

- A. They regulate vehicle colors
- B. They ensure vehicles are safe for public road use**
- C. They outline dealership advertising guidelines
- D. They define car insurance requirements

Vehicle safety standards in Ontario are critical because they are designed to ensure that all vehicles on public roads meet specific performance and safety requirements. These standards help to minimize risks associated with vehicle operation, thereby protecting not only the occupants of the vehicle but also other road users, including pedestrians and cyclists. By adhering to these standards, manufacturers and dealers can guarantee that their vehicles are equipped with essential safety features—such as brakes, seat belts, and crashworthiness—that are vital for safe operation in various driving conditions. The other options focus on unrelated aspects: vehicle colors do not contribute to safety assessments; dealership advertising guidelines pertain to marketing practices rather than technical specifications; and car insurance requirements deal more with financial protection following accidents rather than the actual safety of the vehicle itself.

4. If a dealer does not have a specific new vehicle in stock, but will locate and bring it in, what must be disclosed about the vehicle's mileage?

- A. The exact mileage
- B. The average mileage for that model
- C. Mileage within a certain range or no maximum with buyer's initials**
- D. The mileage of the previous vehicle the buyer owned

A This is incorrect because the exact mileage cannot be provided if the vehicle is not in stock. B: This is incorrect because the average mileage may not reflect the specific vehicle being brought in. D: This is incorrect because the mileage of a previous vehicle is not relevant to the specific vehicle being brought in.

5. Which body or agency enforces MVDA?

- A. OMVIC**
- B. CAA
- C. OADA
- D. VADA

The body or agency responsible for enforcing MVDA (Motor Vehicle Dealers Act) is OMVIC. OMVIC is the Ontario Motor Vehicle Industry Council, which is a regulatory body for motor vehicle dealerships in Ontario. CAA (Canadian Automobile Association), which is widely known for providing roadside assistance and other vehicle-related services, does not enforce MVDA. Similarly, OADA (Ontario Automobile Dealers Association) and VADA (Vehicle Sales Authority of British Columbia) are industry associations and do not have the authority to enforce MVDA. Therefore, A (OMVIC) is the correct answer.

6. True or false: The Code of Ethics Regulations are guidelines and don't have any legal authority.

A. False

B. True

C. Not specified

D. Partially true

The statement "The Code of Ethics Regulations are guidelines and don't have any legal authority" is false. The Code of Ethics Regulations, which are enforced by various professional organizations, have legal authority in the sense that their violation can result in legal consequences. This might include being held liable for professional misconduct, losing one's professional license or certification, or facing legal action from clients. Saying that the regulations have no legal authority implies that they are merely suggestions and not enforceable, which is not the case. Option B, True, and option D, Partially true, can be ruled out as they are contradictory to the correct answer. Option C, Not specified, is incorrect as the statement in the question clearly indicates that there is a specified answer.

7. What does the disclosure category in the Code of Ethics Regulations require from dealers and salespeople?

A. To provide financial advice

B. To maintain a certain profit margin

C. Being clear and truthful in describing vehicles and services

D. Not disclosing finance rates

The disclosure category in the Code of Ethics Regulations emphasizes the responsibility of dealers and salespeople to ensure clarity and truthfulness when describing vehicles and services. This requirement is essential in fostering trust and maintaining transparency in the transaction process between the dealer and the consumer. When salespeople provide honest and accurate information about the specifications, condition, history, and pricing of vehicles, they help consumers make informed decisions. This commitment to integrity not only supports consumer protection but also upholds the professionalism of the retail automotive environment. By adhering to these ethical standards, dealers and salespeople contribute to a marketplace where consumers feel confident in their purchases. In contrast, options such as providing financial advice or maintaining a certain profit margin diverge from the primary aim of disclosure, which revolves around accurate representation rather than fiscal strategies or guidance. Additionally, the notion of not disclosing finance rates runs counter to the principles of transparency that the Code of Ethics advocates. Clear and truthful communication is fundamental, as it ensures that consumers are aware of all relevant aspects concerning their potential vehicle purchase.

8. What must consignment agreements include?

- A. An estimate of the selling price and minimum selling price**
- B. A promise to sell within a specified timeframe**
- C. A guarantee of vehicle condition**
- D. Permission for the dealer to use the vehicle for personal tasks**

Consignment agreements are essential documents in the context of buying and selling vehicles through dealerships. They serve to clarify expectations between the seller (the consignor) and the dealer (the consignee) regarding the sale of a vehicle. Including an estimate of the selling price and a minimum selling price in consignment agreements is crucial because it establishes clear financial parameters for the sale. This helps protect the interests of both parties—ensuring the seller has a baseline value for their vehicle while allowing the dealer to operate within expected pricing guidelines. The estimated selling price gives the consignor an idea of what they can anticipate earning from the sale, while the minimum selling price ensures that the vehicle will not be sold below a value that the consignor considers acceptable. This aspect of the agreement is fundamental, as it lays the groundwork for the transaction, helps in setting realistic expectations, and contributes to a smoother sales process. In contrast, other options like a promise to sell within a specified timeframe or guarantees regarding the vehicle's condition may not be standard or enforceable terms in consignment agreements, leading to ambiguity and potential conflict.

9. What must a lessee-become-buyer know about a leased vehicle's history?

- A. The duration of the lease period only**
- B. Any disclosures related to previous use, condition, and history required by the MVDA**
- C. Only the lease payments history**
- D. The name of the previous lessee for direct inquiry**

A lessee-become-buyer should know more than just the duration of the lease period. Options A and C are incorrect because they both only provide information about the lease period, not the vehicle's history. Option D may provide some information, but it may not include all disclosures required by the MVDA. Only option B provides a comprehensive understanding of the vehicle's history, including previous use, condition, and any necessary disclosures.

10. What must leasing agreements disclose according to the CPA?

A. Only the monthly payment amount

B. Lease value, monthly payment details, annual percentage rate, and more

C. Only the vehicle make and model

D. The dealer's preferred insurance provider

Leasing agreements must disclose all details that pertain to the lease, including the lease value, monthly payment details, annual percentage rate, and any additional fees or charges. Option A is incorrect because it only mentions the monthly payment amount, which is just one aspect of the lease. Option C is incorrect because it only mentions the vehicle make and model, which is also just one aspect of the lease. Option D is incorrect because it mentions the dealer's preferred insurance provider, which is not necessarily required to be disclosed in the lease agreement. Overall, B is the most comprehensive and complete option that encompasses all necessary disclosures according to the CPA.

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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://omvic.examzify.com>

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

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