

Sysco Market Associate (MA) 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 product category includes chemical and janitorial items?**
 - A. Chemical and janitorial**
 - B. Supplies and Equipment**
 - C. Produce**
 - D. Dispenser Beverage**

- 2. Which keyboard shortcut opens the image viewer in SAM?**
 - A. F3**
 - B. F11**
 - C. Ctrl+I**
 - D. Ctrl+E**

- 3. What is the maximum back fat allowed in CAB specs?**
 - A. 0.5 inch**
 - B. 1 inch**
 - C. 1.5 inch**
 - D. 2 inches**

- 4. Which keyboard shortcut switches to the History tab in SMX?**
 - A. Ctrl+F**
 - B. Ctrl+O**
 - C. Shift+I**
 - D. Ctrl+H**

- 5. Which keyboard shortcut switches to the History tab in SMX? (alternate phrasing)**
 - A. Shift+I**
 - B. Ctrl+H**
 - C. Ctrl+T**
 - D. Ctrl+F**

- 6. Which acronym is primarily associated with managing customer relationships?**
- A. Sysco Account Manager**
 - B. Sysco Market Express**
 - C. Regional Sales Manager**
 - D. Customer Relationship Manager**
- 7. Which control number corresponds to SMX Paper and Disposables?**
- A. Control 3**
 - B. Control 2**
 - C. Control 8**
 - D. Control 9**
- 8. In the Plan Prepare Outcome framework, which item is identified as part of the initial planning steps?**
- A. Market analysis**
 - B. Who and what to bring**
 - C. Timeline and resources**
 - D. Potential next steps**
- 9. What is green headless shrimp defined as?**
- A. A frozen 5 pound block**
 - B. A fresh 5 pound bag**
 - C. A thawed 1 pound bag**
 - D. A frozen 10 pound block**
- 10. TRS stands for which phrase?**
- A. Territory Street**
 - B. Territory Sales Route**
 - C. Trade Revenue System**
 - D. Territory Ranking Score**

Answers

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

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Explanations

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1. Which product category includes chemical and janitorial items?

- A. Chemical and janitorial**
- B. Supplies and Equipment**
- C. Produce**
- D. Dispenser Beverage**

This tests how product categories are organized by naming. The category that includes chemical and janitorial items is the one whose label literally matches those products, grouping cleaners, sanitizers, degreasers, bathroom and floor care, janitorial supplies, and related equipment under a single category. This makes it the natural home for chemical and janitorial items, distinguishing it from other categories like Produce (fruits and vegetables), Dispenser Beverage (beverage dispensing equipment), or Supplies and Equipment (a broader, less specific grouping).

2. Which keyboard shortcut opens the image viewer in SAM?

- A. F3**
- B. F11**
- C. Ctrl+I**
- D. Ctrl+E**

Using keyboard shortcuts in SAM is about quick access to features, and this one is built around a mnemonic: the I stands for Image. Pressing Ctrl+I launches the image viewer, so you can quickly open and inspect images tied to items in SAM without using the mouse. The other keys are tied to different functions in SAM—F3 is typically used for searching, F11 toggles full screen, and Ctrl+E is mapped to other actions—so they don't open the image viewer.

3. What is the maximum back fat allowed in CAB specs?

- A. 0.5 inch**
- B. 1 inch**
- C. 1.5 inch**
- D. 2 inches**

CAB sets a limit on fat depth to keep a lean, uniform appearance and minimize trimming losses. The back fat thickness on the ribeye area must be no more than one inch for a carcass to meet CAB specs. This measurement is taken at the ribeye region, and carcasses with back fat at or below one inch qualify, while anything thicker would not meet the standard. The other options fall outside this accepted upper limit, making them less correct.

4. Which keyboard shortcut switches to the History tab in SMX?

- A. Ctrl+F
- B. Ctrl+O
- C. Shift+I
- D. Ctrl+H**

The key idea here is using keyboard shortcuts to switch to a specific tab quickly. In SMX, the shortcut pattern uses Ctrl plus the initial letter of the tab name. History starts with H, so Ctrl+H takes you directly to the History tab. The other options don't map to History: Ctrl+F typically opens a Find/Search function, Ctrl+O opens a file, and Shift+I isn't the standard shortcut for History in SMX. So Ctrl+H is the best choice for jumping to History.

5. Which keyboard shortcut switches to the History tab in SMX? (alternate phrasing)

- A. Shift+I
- B. Ctrl+H**
- C. Ctrl+T
- D. Ctrl+F

Ctrl+H is the shortcut to switch to the History tab. Using Ctrl with the H key follows a common pattern where the letter hints the feature name (History), and the Ctrl modifier triggers a quick navigation action. In many applications, Ctrl+H opens or focuses the history view, which is why this combo is the best fit for SMX. The other options don't map to History: Ctrl+T typically opens a new tab, Ctrl+F starts a search, and Shift+I isn't a standard history shortcut.

6. Which acronym is primarily associated with managing customer relationships?

- A. Sysco Account Manager
- B. Sysco Market Express
- C. Regional Sales Manager
- D. Customer Relationship Manager**

CRM is the shorthand most people associate with handling interactions with customers. It stands for the role or system that coordinates how a business engages with customers across sales, service, and marketing. The option that names the function responsible for managing these relationships—the Customer Relationship Manager—directly aligns with that idea, making it the best fit for the acronym commonly linked to managing customer relationships. The other choices describe roles or products that aren't primarily about maintaining and coordinating customer relationships, so they don't fit as well.

7. Which control number corresponds to SMX Paper and Disposables?

- A. Control 3
- B. Control 2
- C. Control 8**
- D. Control 9

Understanding how SMX maps product families to control numbers helps you quickly identify the right control for a category. For SMX Paper and Disposables, there is a specific control number in the mapping that groups this category with related items like paper goods and disposable supplies. The test is asking you to select the control assigned to Paper and Disposables in that SMX mapping, not any other category. That's why this option is the best fit: it matches the category's designated control in the system. The other numbers correspond to different product families in the same mapping, so they don't represent Paper and Disposables.

8. In the Plan Prepare Outcome framework, which item is identified as part of the initial planning steps?

- A. Market analysis
- B. Who and what to bring**
- C. Timeline and resources
- D. Potential next steps

In the Plan Prepare Outcome framework, you start by ensuring readiness for the effort: identifying who should be involved and what you need to bring. This sets the foundation so the team has clear roles and the right tools, data, and materials to begin planning effectively. That's why the option describing who to bring and what to bring fits as the initial planning step. The other items represent tasks that come after you've assembled the team and gathered what's needed—for example, market analysis is deeper research that typically follows once the team is in place; timeline and resources relate to scheduling and inventory once you know who's involved and what you have; and potential next steps come into play after the plan is underway to outline subsequent actions.

9. What is green headless shrimp defined as?

- A. A frozen 5 pound block**
- B. A fresh 5 pound bag
- C. A thawed 1 pound bag
- D. A frozen 10 pound block

Understanding product form and packaging in seafood names helps decode what you're getting. Green headless shrimp is defined by its bulk frozen format, head removal, and standard size, which is a 5-pound block. This packaging is common for back-of-house use because it's easy to thaw and portion for recipes. The other options describe different states or sizes that don't align with the typical green headless shrimp specification, such as fresh or thawed forms, or a different block size.

10. TRS stands for which phrase?

- A. Territory Street**
- B. Territory Sales Route**
- C. Trade Revenue System**
- D. Territory Ranking Score**

TRS is about how a sales professional handles movement and visits within a defined geographic area. In this context, the term is tied to the way a rep navigates and covers the territory on the ground. Territory Street fits best because it emphasizes the street-level map and the physical route a rep follows when working within that area—the everyday reality of traveling through streets to reach stores and customers. This focus on the actual navigation and traversal within a territory is what TRS is capturing. The other ideas point to different concepts: a route-focused term would highlight the sequence of stops and routing decisions; a revenue system centers on financial tracking; a ranking score describes a performance measure. The street-oriented framing aligns with how reps practically traverse and manage their territory.

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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://syscomarketassociate.examzify.com>

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

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