

WISCONSIN CAR SALES PRACTICE TEST (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 must be visible on branded titles to warn buyers?**
 - A. A red warning decal
 - B. A blue sticker
 - C. A white stamp
 - D. A black bar code
- 2. Salespeople may work at another dealership only if?**
 - A. It is in the Dealership Group
 - B. You must obtain written permission from the state
 - C. There are no restrictions
 - D. Only if you own the other dealership
- 3. How do Wisconsin dealers handle 'doc fees' or documentary service fees?**
 - A. They are banned entirely.
 - B. They must be exactly \$100.
 - C. They are included in price and not disclosed.
 - D. They may charge a documentary fee subject to state rules and disclosure; customers should be informed prior to signing.
- 4. You may only advertise new vehicles using terms such as 'invoice' or 'cost' only when?**
 - A. Always allowed
 - B. Never allowed
 - C. When you disclose the actual dealer cost is, or may be less, due to factory holdback, rebates, incentives or other discounts
 - D. Only if the price is below invoice
- 5. When advertising a vehicle, which item must you disclose about the vehicle?**
 - A. The dealer's name
 - B. The model year
 - C. The mileage
 - D. The color

6. Which statement about Wisconsin dealer licensing is true?

- A. The Wisconsin Department of Transportation administers motor vehicle dealer licenses, enforces licensing standards, and handles title transfers and registrations.
- B. Licensing is optional for most dealers
- C. The Department of Revenue administers dealer licenses
- D. Dealer licenses expire after every sale

7. When can you write a purchase contract on a used vehicle?

- A. Before inspection.
- B. After inspection and the Wisconsin Buyers Guide is displayed.
- C. After the vehicle passes emissions.
- D. After the customer signs a financing agreement.

8. Should you disclose any unperformed manufacturer recalls?

- A. Never
- B. Always when a recall is filed
- C. Only when the recall is completed
- D. Always when a dealer is franchised

9. In Wisconsin, within how many days must a dealer submit a registration application and fees to the DMV?

- A. 15 Days
- B. 30 Days
- C. 45 Days
- D. 60 Days

10. Which statement is typically included on a dealer supplemental price label?

- A. Equipment and accessories installed by the dealer, final dealer price, price changes from MSRP including dealer mark-ups, any dealer service fees
- B. The owner's name on file
- C. VIN and manufacture date
- D. Model year and color options

Answers

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

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Explanations

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1. What must be visible on branded titles to warn buyers?

A. A red warning decal

B. A blue sticker

C. A white stamp

D. A black bar code

When a title is branded, there is a requirement to clearly alert buyers to the vehicle's past and any associated risks. In Wisconsin, that warning is provided by a conspicuous red warning decal placed where it's easily seen from the outside, such as on the windshield. This red decal signals that the vehicle has a branded title—things like salvage, rebuilt, flood, or other brands—and helps buyers understand that the vehicle may have issues affecting safety, insurability, or value. The idea is to make the branding immediately obvious during the sale, so buyers can make an informed decision. Other marks like a blue sticker, white stamp, or black bar code aren't standardized warnings for branded titles and wouldn't reliably communicate the branding to a buyer.

2. Salespeople may work at another dealership only if?

A. It is in the Dealership Group

B. You must obtain written permission from the state

C. There are no restrictions

D. Only if you own the other dealership

The rule being tested is about where a salesperson may work beyond their primary dealership. The best guidance is that you may work at another dealership only if that dealership is in the same dealership group. This keeps employment within a controlled network so the group can maintain consistent policies, compensation structures, and customer-handling practices, while also protecting confidential information and relationships built with customers. Working at a different dealership outside the same group isn't automatically allowed, and it doesn't require the state's permission. Owning the other dealership isn't a prerequisite either, and there isn't a blanket status of "no restrictions" across the board—the practical restriction is staying within the same dealership group to ensure alignment and oversight.

3. How do Wisconsin dealers handle 'doc fees' or documentary service fees?

A. They are banned entirely.

B. They must be exactly \$100.

C. They are included in price and not disclosed.

D. They may charge a documentary fee subject to state rules and disclosure; customers should be informed prior to signing.

Documentary fees in Wisconsin are allowed, but they're controlled by state rules and must be disclosed to you before you sign. The dealer can charge a documentary service fee to cover processing the paperwork, but the amount isn't fixed and must be clearly shown as a separate charge so you know the total cost. This transparency lets you compare offers and prevents hidden charges. If a dealer tried to hide such a fee or embed it invisibly, that would go against the rules.

4. You may only advertise new vehicles using terms such as 'invoice' or 'cost' only when?

A. Always allowed

B. Never allowed

C. When you disclose the actual dealer cost is, or may be less, due to factory holdback, rebates, incentives or other discounts

D. Only if the price is below invoice

Advertising a new vehicle with terms like "invoice" or "cost" is allowed only when you clearly disclose that the actual dealer cost may be less than the invoice, due to factory holdbacks, rebates, incentives, or other discounts. This requirement keeps price information transparent, preventing customers from assuming the invoice figure is the final price they must pay. By including that potential reductions exist, you help buyers understand that the advertised cost is not a guaranteed price and that additional savings may apply. Even though the term "invoice" can be used, the emphasis must be on disclosure of possible lower costs to avoid misleading impressions.

5. When advertising a vehicle, which item must you disclose about the vehicle?

A. The dealer's name

B. The model year

C. The mileage

D. The color

The main thing ads must reveal about a vehicle is its model year. That piece of information shows how old the vehicle is and what generation or version buyers are looking at, which strongly affects value, pricing, and trust. Including the model year helps prevent misrepresentation and lets customers compare similar vehicles accurately. Other details like the dealer's name, mileage, or color are useful and often shown, but they aren't the mandatory disclosure in the same sense. The model year uniquely identifies the vehicle's age and identity in an ad, making it the essential item to disclose.

6. Which statement about Wisconsin dealer licensing is true?

A. The Wisconsin Department of Transportation administers motor vehicle dealer licenses, enforces licensing standards, and handles title transfers and registrations.

B. Licensing is optional for most dealers

C. The Department of Revenue administers dealer licenses

D. Dealer licenses expire after every sale

Wisconsin dealer licensing is handled by the Wisconsin Department of Transportation. This agency issues motor vehicle dealer licenses, enforces the standards dealers must meet, and manages title transfers and vehicle registrations when transactions occur. The Department of Revenue does not administer dealer licenses, licensing isn't optional for dealers, and licenses don't expire after every sale.

7. When can you write a purchase contract on a used vehicle?

- A. Before inspection.
- B. After inspection and the Wisconsin Buyers Guide is displayed.**
- C. After the vehicle passes emissions.
- D. After the customer signs a financing agreement.

In Wisconsin, the moment you can write a purchase contract for a used vehicle hinges on two things happening: the vehicle has been inspected, and the Wisconsin Buyers Guide has been displayed (and presumably acknowledged by the buyer). The Buyers Guide provides essential disclosures about the vehicle's condition and any dealer warranties or "as is" status, so it must be shown to the buyer before the contract is signed. An inspection helps confirm known issues and supports accurate disclosures, reinforcing why the contract should be prepared after these steps. Emissions status or obtaining financing doesn't set the timing for writing the contract, so those are not the gating factors.

8. Should you disclose any unperformed manufacturer recalls?

- A. Never
- B. Always when a recall is filed
- C. Only when the recall is completed
- D. Always when a dealer is franchised**

Disclosing unperformed recalls is about safety and honest selling practices. If a manufacturer has issued a recall for a vehicle, that recall points to a safety defect that may still affect the car until repaired. When you're part of a franchised dealership, you're expected to inform buyers about any such outstanding recalls before the sale so they can decide how to proceed with repairs and understand the vehicle's safety status. This transparency protects the buyer and helps keep the dealership's practices above reproach. Saying never to disclose would leave buyers in the dark about known safety issues. Waiting to disclose only when a recall is completed ignores the safety risk still present before the repair. Disclosing only when a recall is filed isn't precise enough, since the important point is whether there is an outstanding recall that hasn't been fixed yet. The franchised-dealer requirement to disclose outstanding recalls best captures the responsible, legally aware approach.

9. In Wisconsin, within how many days must a dealer submit a registration application and fees to the DMV?

- A. 15 Days
- B. 30 Days**
- C. 45 Days
- D. 60 Days

Dealers must file the vehicle's registration application and pay the required fees to the DMV within 30 days of delivering the vehicle to the buyer or completing the sale. This ensures the title and registration are processed in the new owner's name promptly and the vehicle is legally registered. If the dealer misses this 30 day window, there can be penalties or delays in the new owner being properly registered. The 30 day period is the standard rule for this requirement.

10. Which statement is typically included on a dealer supplemental price label?

- A. Equipment and accessories installed by the dealer, final dealer price, price changes from MSRP including dealer mark-ups, any dealer service fees
- B. The owner's name on file
- C. VIN and manufacture date
- D. Model year and color options**

The label on a dealer supplemental price tag is meant to help you identify the exact car being priced. The most direct, visible identifiers are the model year and the color options, because they distinguish one vehicle from another even when the make, model, and trim are the same. Personal information like the owner's name isn't shown on price tags, and VIN or manufacture date are technical identifiers that aren't typically listed on the supplemental price label. While price details can appear elsewhere, the common purpose of the supplemental label is to convey identifying attributes, with model year and color options being the standard items.

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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://wisconsincarsales.examzify.com>

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

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