

CFC - Certified Franchise Consultant Practice Test Questions and Answers

1. What does Item 12 of the FDD address?

- A) Computer systems requirements
- B) Territory rights and exclusivity provisions
- C) Franchisee obligations
- D) Renewal terms

2. How many items are contained in a standard FDD?

- A) 19
- B) 21
- C) 23
- D) 25

3. What is the primary goal of franchise marketing?

- A) To replace operations manuals.
- B) To attract customers and franchise candidates.
- C) To train support staff.
- D) To manage payroll systems.

4. Why is it important to disclose all fees in the FDD?

- A) It makes the franchise seem more affordable.
- B) It satisfies local zoning requirements.
- C) It ensures financial transparency and legal compliance.
- D) It helps avoid technology fees.

Answers: 1-B 2-B 3-B 4-C

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