

NADA Practice Test Questions and Answers

1. What does net profit represent?

- A) Revenue from used cars only
- B) Total earnings before taxes
- C) Profit after all expenses
- D) Advertising allowance

2. What does the balance sheet reflect?

- A) Sales team ranking
- B) Vehicle condition report
- C) Assets, liabilities, and equity
- D) Parts and labor cost

3. Which metric indicates customer satisfaction?

- A) Inventory level
- B) Technician certifications
- C) Customer Satisfaction Index (CSI)
- D) Ad impressions

4. How do dealerships typically measure success?

- A) By number of employees
- B) By showroom size
- C) By customer satisfaction and financial KPIs
- D) By TV advertisements

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

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