

**Post Test**  
**Tobacco Sales Training Program**  
**Consistent with the Public Health Law Article 13F**

1. The following are major health risks for smokers?
  - a) lung and other cancers
  - b) heart disease
  - c) both a and b
  - d) neither a nor b
2. The following are major health risks for those exposed to secondhand smoke:?
  - a) lung and other cancers
  - b) heart disease
  - c) both a and b
  - d) neither a nor b
3. Children whose parents smoke are more likely to get?
  - a) pneumonia
  - b) bronchitis
  - c) ear infections
  - d) all of the above
4. Smokers are more likely than non-smokers to?
  - a) have gum disease
  - b) experience fertility problems or impotence
  - c) develop cataracts
  - d) all of the above
5. What percent of adult smokers started before the age of 21?
  - a) 20%
  - b) 50%
  - c) 70%
  - d) 90%
6. Every day, how many people under the age of eighteen try their first cigarette?
  - a) 1,000
  - b) 2,000
  - c) 20,000
  - d) 100,000
7. If a customer continues to insist that you sell them cigarettes without a valid identification you should?
  - a) Call the Police
  - b) Physically remove the person from the store
  - c) Sell them the cigarettes
  - d) Just be firm and explain that it is against the law

8. When is it legal to sell tobacco products to an underage individual?
  - a) If the product is for an older person
  - b) The individual has a note from his/her parents
  - c) The person is willing to pay more for the product
  - d) Never
9. What is the penalty for a business selling tobacco products to an underage customer?
  - a) Points toward a suspension
  - b) A Fine
  - c) Publication of business name in local paper
  - d) All of the above
10. The tobacco products that are not to be sold to underage purchasers are?
  - a) Cigarettes
  - b) E-cigarettes
  - c) Cigars
  - d) All of the above
11. Additional products that may not be sold to underage purchasers include?
  - a) Pipes
  - b) Rolling paper
  - c) Snuff
  - d) All of the above
12. According to Federal Law, how old must a person appear to be before you may sell tobacco products without seeing identification?
  - a) 21 years of age
  - b) 18 years of age
  - c) 30 years of age
  - d) 27 years of age
13. Which of the following is a valid form of identification to purchase tobacco products?
  - a) Library card
  - b) YMCA membership card
  - c) Credit card
  - d) Passport
14. Which of the following is NOT a valid form of identification to purchase tobacco products?
  - a) Drivers license
  - b) State Issued ID Card
  - c) Military ID Card
  - d) College ID Card
15. Which of the following is NOT a valid form of identification to purchase tobacco products?
  - a) New York State Drivers License
  - b) New York State Non-Driver ID Card
  - c) Drivers License Issued By Canadian Province
  - d) Drivers License Issued By European Country

16. May you accept an expired drivers license as proof of age?
- a) True
  - b) False
17. What should you NOT say to a customer who forgot their ID?
- a) OK, I will sell you the cigarettes but bring your ID in next time
  - b) I'm sorry I cannot sell you the cigarettes without an ID
  - c) The law requires me to check the ID of anyone who appears to be 25 or under
  - d) I will hold the cigarettes here until you return with you ID
18. What should you NOT say to a person that you think is purchasing a tobacco product for an underage person?
- a) If you give this product to an underage person we could both be breaking the law
  - b) If you are buying this product for an underage person you are breaking the law
  - c) If I believe you are buying this product for an underage person I will be breaking the law
  - d) As long as you do not give this product to an underage person on the premises it is not against the law
19. If you believe that a parent is purchase cigarettes for their child, then the following is TRUE
- a) It's OK because they are expressing their parental rights
  - b) You can sell them the cigarettes anyway, because you don't really know
  - c) The minor can be fined if the police catch them with the cigarettes
  - d) You can lose your job for selling the cigarettes, and the store owner can be fined
20. When is it permissible for a minor to purchase cigarettes for a parent?
- a) When they have a note from the parent
  - b) When they are using the parents' credit card
  - c) Both A & B must be true
  - d) Never
21. If you are presented with what you believe to be a fake ID you should?
- a) Tell the customer it appears that the ID has been altered
  - b) Ask for a second form of ID
  - c) Refuse the sale
  - d) All of the above
22. Which of the following is NOT part of the suggested way of refusing a sale?
- a) Remain calm
  - b) Remove the product from the counter
  - c) Be polite
  - d) Tell the customer to leave now before you call the police

23. When reviewing an ID you should?

- a) Check the date of birth
- b) Be sure the person is over 21
- c) Ask the customer their date of birth
- d) All of the above

24. When reviewing the ID of someone you believe to be suspicious you should NOT?

- a) Check the photo and description
- b) Ask them to recite their license number
- c) Ask for their address
- d) Check eye and hair color

25. What penalty may your employer impose on you if you are caught selling cigarettes to a minor?

- a) Immediate suspension
- b) Cut in pay or benefits
- c) Termination
- d) All of the above