

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

1. How many deaths are attributable to smoking:
  - a) one in three deaths
  - b) one in five deaths
  - c) one in ten deaths
  - d) impossible to say, because a lot of people who smoke are also overweight
2. 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
3. Pregnant women who are around cigarette smoke have a greater chance of all of the following EXCEPT:
  - a) having a more difficult delivery
  - b) having a baby with hemophilia
  - c) having a smaller than average baby who has to stay in the hospital longer
  - d) having a sick baby who is fussy and cries a lot
4. Every day, how many people under the age of eighteen try their first cigarette?
  - a) 1,000
  - b) 2,000
  - c) 25,000
  - d) 100,000
5. Approximately how many adults die in United States each year from their own smoking?
  - a) 10,000
  - b) 50,000
  - c) 500,000
  - d) 1,000,000
6. 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
7. Who can be penalized if a sale of tobacco products is made to a minor?
  - a) The business
  - b) The Store owner
  - c) The clerk
  - d) All of the above

8. If a customer is unable to produce a valid ID you should
  - a) Sell s/he the product and tell him/her to bring the ID next time
  - b) Call the police and have him/her arrested
  - c) Do not sell the product
  - d) Tell them to get someone with ID to purchase the product for them
9. The tobacco products that are not to be sold to underage purchasers are
  - a) Cigarettes
  - b) Herbal cigarettes
  - c) Cigars
  - d) All of the Above
10. Additional products that may not be sold to underage purchasers are
  - a) Pipes
  - b) Rolling paper
  - c) Snuff
  - d) All of the above
11. A drivers license is the only legal form of identification to be used to purchase tobacco product
  - a) True
  - b) False
12. A passport is a valid form of identification to purchase tobacco products
  - a) True
  - b) False
13. A School identification card is valid to purchase tobacco products
  - a) True
  - b) False
14. 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
15. Which of the following reasons should you NOT give for refusing a sale to an underage person who is trying to purchase a tobacco product
  - a) I'm sorry it is against the law
  - b) I could be fined and even lose my job
  - c) The video cameras are on
  - d) My boss is here

16. 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 30 or under
  - d) I will hold the cigarettes here until you return with you ID
17. What should you NOT say to a person you think is purchasing a tobacco product for an underage person
- a) If you are buying this product for an underage person you are breaking the law
  - b) If I believe you are buying this product for an underage person I will be breaking the law
  - c) As long as you do not give this product to an underage person on the premises it is not against the law
  - d) If you give this product to an underage person we could both be breaking the law
18. If you believe that a parent is purchasing cigarettes for their child you should not say
- a) It's OK, it's your kid
  - b) If this is for your child I could lose my job
  - c) Are these cigarettes for someone over the age of 21
  - d) If you give these cigarettes to a minor you could be breaking the law
19. What would you NOT tell a minor trying to purchase cigarettes for a parent
- a) I'm sorry it's against the law
  - b) Have your parent call me up
  - c) Your mother or father must come in to buy this product
  - d) I could get fined or lose my job for selling this to you
20. 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
21. How should you refuse a sale
- a) Remain calm
  - b) Remove the product from the counter
  - c) Be polite
  - d) All of the above
22. When reviewing an ID you should look at
- a) Date of birth
  - b) Be sure the person is over 21
  - c) Ask the customer their date of birth
  - d) All of the above

23. When reviewing an ID of someone you believe to be suspicious you should NOT
- a) Check the photo and description
  - b) Check eye and hair color
  - c) Ask for their address
  - d) Ask them to recite their license number if it is not their social security number
24. The best way to determine that a person is of legal age to purchase a tobacco product is by asking
- a) Do you have proof you are over 21?
  - b) What kind of ID do you have showing you are over 21?
  - c) May I please see your ID and how old are you?
  - d) How old are you?
25. What is the penalty for the first offense for making an illegal tobacco sale
- a) Immediate suspension of the business retail license
  - b) A minimum fine of \$300 to a maximum fine of \$1,000
  - c) A minimum fine of \$500 to a maximum fine of \$1,500
  - d) Suspension and a fine