

Foundations in Personal Finance - Chapter 7 Test

Name: _____ Date: _____

MULTIPLE CHOICE. Choose the one alternative that best completes the statement or answers the question.

- 1) Getting the best deal on a purchase involves doing all of the following, except: _____
A) Having patience
B) Negotiating
C) Being first in line for a new product
D) Shopping around to find the best deal
- 2) Which of the following is typically not a good place to find a deal? _____
A) Online auctions
B) Consignment shops
C) Individualists
D) Mall
- 3) Which of the following describes why using cash is a great bargaining tool? _____
A) Cash is emotional.
B) Cash is visual.
C) Cash has immediacy.
D) All of the above
- 4) Joe tries to bargain at an electronics store that is unable to negotiate the price down. What should be his next step? _____
A) Ask about 90-days-warranty-on-cash
B) Shut up
C) Walk away
D) All of the above
- 5) Which of the following statements is false? _____
A) Using a cost-benefit analysis approach to your buying decisions will make you a wise consumer.
B) In addition to economic savings, wise consumers also enjoy improved health and have a positive impact on the larger social and even global environment.
C) Being a wise consumer involves developing a variety of skills, from product research to careful comparative analysis.
D) Wise choices as a consumer have no impact on the larger social environment.
- 6) Which of the following is true about the "if I" take-away technique? _____
A) This technique involves negotiating the lowest price possible, then throwing something else into the deal.
B) This technique should only be used when the "good guy, bad guy" technique is used on you.
C) This technique is meant to take advantage of the other person in the negotiations.
D) Use this technique prior to negotiating price.

Personal Finance Chapter 7 Test

Kristen Carioti



Personal Finance Chapter 7 Test:

Unveiling the Energy of Verbal Art: An Mental Sojourn through **Personal Finance Chapter 7 Test**

In some sort of inundated with screens and the cacophony of instantaneous connection, the profound power and psychological resonance of verbal beauty often disappear in to obscurity, eclipsed by the regular barrage of noise and distractions. Yet, situated within the lyrical pages of **Personal Finance Chapter 7 Test**, a charming work of fictional splendor that pulses with raw emotions, lies an wonderful journey waiting to be embarked upon. Penned by a virtuoso wordsmith, that mesmerizing opus manuals readers on an emotional odyssey, delicately revealing the latent potential and profound impact stuck within the intricate internet of language. Within the heart-wrenching expanse of this evocative examination, we shall embark upon an introspective exploration of the book is central styles, dissect their fascinating publishing fashion, and immerse ourselves in the indelible impact it leaves upon the depths of readers souls.

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