

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) 18 years of age
 - b) 21 years of age
 - c) 27 years of age
 - d) 30 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?
- True
 - False
17. What should you NOT say to a customer who forgot their ID?
- OK, I will sell you the cigarettes but bring your ID in next time
 - I'm sorry I cannot sell you the cigarettes without an ID
 - The law requires me to check the ID of anyone who appears to be 25 or under
 - 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?
- If you give this product to an underage person we could both be breaking the law
 - If you are buying this product for an underage person you are breaking the law
 - If I believe you are buying this product for an underage person I will be breaking the law
 - 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
- It's OK because they are expressing their parental rights
 - You can sell them the cigarettes anyway, because you don't really know
 - The minor can be fined if the police catch them with the cigarettes
 - 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?
- When they have a note from the parent
 - When they are using the parents' credit card
 - Both A & B must be true
 - Never
21. If you are presented with what you believe to be a fake ID you should?
- Tell the customer it appears that the ID has been altered
 - Ask for a second form of ID
 - Refuse the sale
 - All of the above
22. Which of the following is NOT part of the suggested way of refusing a sale?
- Remain calm
 - Remove the product from the counter
 - Be polite
 - 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