

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.

Foundations In Personal Financechapter 7 Questions

Robert A. G. Monks



Foundations In Personal Financechapter 7 Questions:

The book delves into Foundations In Personal Financechapter 7 Questions. Foundations In Personal Financechapter 7 Questions is a crucial topic that must be grasped by everyone, ranging from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Foundations In Personal Financechapter 7 Questions, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:
 - Chapter 1: Introduction to Foundations In Personal Financechapter 7 Questions
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