AAMI FUNERAL HOME MANAGEMENT AND MERCHANDISING PRACTICE EXAM (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

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Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

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How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

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Questions

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1. What term describes the method used by management to establish the selling price for services and merchandise?

A. Price quotation

B. Markup policy

C. Cost-based pricing

D. Price determination

2. A rental casket is best described as which of the following?

A. A casket used for long-term burial

B. A temporary receptacle for visitation that will be reused

C. A display case for caskets

D. A casket intended to be reused after visitation

3. Lump Sum Death Benefit is paid to whom?

A. Estate of the deceased

B. The funeral home

C. Any surviving relative

D. Surviving spouse or dependent child only

4. What is the statistical term for the value that occurs most frequently in a data set?

A. Median

B. Monument

C. Memorial

D. Mode

5. Which term refers to a grave liner consisting of six or eight slabs of unfinished concrete placed around the casket?

A. Consignment

B. Composition board

C. Concrete sectional

D. Copper

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6. Consignment refers to which arrangement?

A. To give merchandise to an agent to be cared for or sold; the funeral director has merchandise to display but does not pay until it is sold.

B. To purchase wholesale.

C. To insure caskets.

D. To store at funeral home.

7. A screw type fastener is another term for which component?

A. Threaded fastener

B. Bolt

C. Rivet

D. Pin

8. Plywood consists of which arrangement?

A. Thin sheets of wood glued together so that the grains are at right angles to one another; an odd number of sheets will be used so that the grain on the front and back will always run the same direction.

B. A synthetic material with high molecular weight.

C. A leak bag for body removal.

D. A surface finished by polishing.

9. The decorative or ornamental part of the casket handle that covers exposed ends of the bar is called what?

A. Cap

B. Ornament

C. Tip

D. Knob

10. Which interior description refers to lining placed on a metal form with weights and steaming?

A. Crushed interior

B. Crushed velvet interior

C. Pad over foam interior

D. Satin lining interior

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Answers

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1. D
2. D
3. D
4. D
5. C
6. A
7. A
8. A
9. C
10. A

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Explanations

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1. What term describes the method used by management to establish the selling price for services and merchandise?

A. Price quotation

B. Markup policy

C. Cost-based pricing

D. Price determination

The key idea is understanding how prices are set for both services and merchandise. This is the price determination process—the formal activity by management to decide the selling price. It involves weighing costs, desired profit, market conditions, competition, and company policy to arrive at a final price. Price quotation is just the price presented for a specific item or service to a customer, not the overall method management uses to establish prices. A markup policy describes how much above cost to add, which is a component or tool within pricing but not the broad process itself. Cost-based pricing focuses on pricing derived from costs, which is a method used within price determination. Price determination, however, captures the complete process of selecting the final price through these factors, making it the best description of how management establishes selling prices.

2. A rental casket is best described as which of the following?

A. A casket used for long-term burial

B. A temporary receptacle for visitation that will be reused

C. A display case for caskets

D. A casket intended to be reused after visitation

A rental casket is designed for temporary use during a viewing and is intended to be reused for future services. It isn't purchased for long-term burial and isn't a display case. The defining idea is that after the visitation, the casket is returned and reused for another deceased, making the description that it is intended to be reused after visitation the most accurate.

3. Lump Sum Death Benefit is paid to whom?

A. Estate of the deceased

B. The funeral home

C. Any surviving relative

D. Surviving spouse or dependent child only

The lump sum death benefit is a one-time Social Security payment made to eligible survivors. It is intended to assist the immediate family member who survives the deceased. The recipient must be the surviving spouse (if eligible for Social Security benefits) or a dependent child. It is not paid to the deceased's estate, to the funeral home, or to other relatives who don't meet the survivor/dependent criteria. Therefore, the benefit goes only to the surviving spouse or dependent child.

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4. What is the statistical term for the value that occurs most frequently in a data set?

A. Median

B. Monument

C. Memorial

D. Mode

Mode is the value that appears most often in a data set. It shows the most common observation and is especially useful when you want to identify the frequency of a particular value, such as the most common score or category. For example, in a set like 3, 2, 3, 5, 3, 2, the mode is 3 because it occurs more times than any other value. Some data sets can have more than one mode if two or more values tie for the highest frequency, while others have no mode if every value occurs only once. The other terms describe different ideas of central tendency: the median is the middle value when the data are ordered, and the mean is the arithmetic average. The distractors are not statistics terms.

5. Which term refers to a grave liner consisting of six or eight slabs of unfinished concrete placed around the casket?

A. Consignment

B. Composition board

C. Concrete sectional

D. Copper

A concrete sectional refers to a grave liner built from multiple unfinished concrete slabs that are placed around the casket, typically six or eight slabs. The term sectional highlights the modular design—the liner is assembled from separate sections rather than a single monolithic piece. This construction forms a protective enclosure inside the grave around the casket. Why this fits best: it directly describes the described setup—unfinished concrete slabs arranged around the casket to create the liner. The other terms don't match: consignment is a business/shipment term, composition board is a type of board material not a concrete liner, and copper refers to a metal material used for vaults or caskets, not unfinished concrete slabs.

6. Consignment refers to which arrangement?

A. To give merchandise to an agent to be cared for or sold; the funeral director has merchandise to display but does not pay until it is sold.

B. To purchase wholesale.

C. To insure caskets.

D. To store at funeral home.

Consignment is when a supplier places merchandise with a funeral home to be cared for and offered for sale, but ownership remains with the supplier until an item is sold. The funeral home can display and try to sell the goods, but payment to the supplier occurs only after a sale. This setup helps the funeral home offer a wider range of merchandise without tying up cash in inventory, while the supplier bears the risk of unsold stock. If items don't sell, they can often be returned or credited according to the agreement. Purchasing wholesale would mean the funeral home buys and owns the merchandise upfront. Insuring caskets is a separate service, not an arrangement for selling goods. Storing at the funeral home is just storage, not an agreement to sell on consignment.

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7. A screw type fastener is another term for which component?

A. Threaded fastener

B. Bolt

C. Rivet

D. Pin

The defining feature of a screw is its helical external threads that engage with material or a nut, converting rotation into linear clamping force to hold parts together. Because of those threads, a screw-type fastener is best described as a threaded fastener—the hallmark being the threaded shaft that provides the gripping mechanism. Bolts also have threads, but they're typically paired with a nut and used in different assemblies; rivets are non-threaded and rely on deformation to hold pieces, and pins serve mainly for alignment or retention without threads. So the term that captures the essential characteristic of a screw is that it is a threaded fastener.

8. Plywood consists of which arrangement?

A. Thin sheets of wood glued together so that the grains are at right angles to one another; an odd number of sheets will be used so that the grain on the front and back will always run the same direction.

B. A synthetic material with high molecular weight.

C. A leak bag for body removal.

D. A surface finished by polishing.

Plywood is made by layering thin sheets of wood with the grain of each layer oriented at right angles to the grain of the adjacent layer. This cross-laminated construction gives greater strength and dimensional stability. Using an odd number of layers ensures the grain on the outer faces runs in the same direction, which helps with uniform appearance and finish and reduces warping. The other options describe materials or items that aren't how plywood is built.

9. The decorative or ornamental part of the casket handle that covers exposed ends of the bar is called what?

A. Cap

B. Ornament

C. Tip

D. Knob

In casket hardware, the decorative end piece that covers the exposed ends of the handle bar is the tip. This part sits at the end of each handle bar, providing a finished, ornamental look and helping protect the bar ends from wear or snagging. The term tip specifically identifies that end piece on the handle, distinguishing it from other related components that may have different names.

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10. Which interior description refers to lining placed on a metal form with weights and steaming?

A. Crushed interior

B. Crushed velvet interior

C. Pad over foam interior

D. Satin lining interior

The lining described is the crushed interior. In casket interiors, a crushed look is created by placing the fabric on a metal form and using weights and steam to crumple the material, which sets into a textured, wrinkled surface. This method specifically matches the process of applying the lining to a form and then applying heat and pressure to achieve the characteristic crushed appearance. The other options refer to different constructions or fabric styles. Pad over foam uses a foam core beneath the fabric for padding, not the crimped, steamed texture produced on a form. Satin lining implies a smooth, glossy fabric without the crushed texture. Crushed velvet interior could involve a crushed appearance as well, but it emphasizes velvet material rather than the general method of forming the crushed look on a metal form with weights and steaming.

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Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

https://aamifuneralhomemgmtmerch.examzify.com

We wish you the very best on your exam journey. You've got this!

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