

**California FFA Association
Agricultural Sales Career Development Event
Written Test KEY 2024-2027**

1. D (Selling Helping Customers Buy, pg. 134)
2. B (Selling Helping Customers Buy, pg. 88)
3. A (Selling Helping Customers Buy, pg. 73)
4. C (Selling Helping Customers Buy, pg. 79)
5. B (Selling Helping Customers Buy, pg. 81)
6. D (Selling Helping Customers Buy, pg. 82, 85)
7. A (Selling Helping Customers Buy, pg. 89, 90)
8. A (Selling Helping Customers Buy, pg. 241)
9. C (Selling Helping Customers Buy, pg. 251)
10. A (Selling Helping Customers Buy, pg. 361)
11. B (2020 MJC Ag Sales written Test)(Selling Today)
12. C (2020 MJC Ag Sales written Test)(Selling Today)
13. A (Selling Today Chapter 9, pg 175)
14. D (2020 MJC Ag Sales written Test)(Selling Today)
15. C (Selling Today Chapter 9, pg 175)
16. D (2020 MJC Ag Sales written Test)(Selling Today)
17. C (Selling Today Chapter 8, pg 155)
18. A (Selling Today Chapter 8, pg 156)
19. D (Selling Helping Customers Buy, pg. 251)
20. B (Selling Helping Customers Buy, pg. 262)
21. A (Selling Today, 12th Edition, pg. 117)
22. C (Selling Today, 12th Edition, pg. 177)
23. C (Selling Today, 12th Edition, pg 284)
24. A (Selling Today, 12th Edition, pg 329)
25. B (Selling Today, 12th Edition, pg 287)
26. D (Selling Today, 12th Edition, pg. 36)
27. B (Selling Today, 12th Edition, pg. 20)
28. D (Selling Today, 12th Edition, pg. 11)
29. A (Selling Today, 12th Edition, pg. 282)
30. D
31. A (Professional Selling, pg. 3-5)
32. C (Professional Selling, pg. 9)
33. B (Professional Selling, pg.10)
34. C (Professional Selling, Pg. 41)
35. D (Professional Selling, pg. 49-51)
36. A (Professional Selling, pg. 67)
37. C (Professional Selling, pg. 54)
38. A (Professional Selling, pg. 18-26)
39. D (Professional Selling, pg. 63)
40. C (Professional Selling, pg. 80)

41. C (Selling Today, 13th Edition, pg. 205)
42. B (Selling Today, 13th Edition, pg. 186)
43. A (Selling Today, 13th Edition, pg. 187)
44. D (Selling Today, 13th Edition, pg. 37)
45. B (Selling Today, 13th Edition, pg. 62)
46. D (Selling Today, 13th Edition, pg. 63)
47. A (Selling Today, 13th Edition, pg. 109)
48. B (Selling Today, 13th Edition, pg. 122)
49. C (Selling Today, 13th Edition, pg. 151)
50. A (Selling Today, 13th Edition, pg. 147)
51. D (Selling Today, 13th Edition, pg. 175)
52. A (Selling Today, 13th Edition, pg. 176)
53. C (Selling Today, 13th Edition, pg. 175)
54. B (Selling Today, 13th Edition, pg. 175)
55. A (Selling Today, 13th Edition, pg. 221)
56. B (Selling Today, 13th Edition, pg. 222)
57. C (Selling Today, 13th Edition, pg. 219)
58. D (Selling Today, 13th Edition, pg. 233)
59. A (Selling Today, 13th Edition, pg. 234)
60. B (Selling Today, 13th Edition, pg. 262)
61. C (Selling Today, 13th Edition, pg. 262)
62. A (Selling Today, 13th Edition, pg. 263)
63. D (Selling Today, 13th Edition, pg. 264)
64. A (Selling Today, 13th Edition, pg. 281)
65. D (Selling Today, 13th Edition, pg. 280)
66. B (Selling Today, 13th Edition, pg. 287)
67. A (Professional Selling, pg. 35)
68. B (Professional Selling, pg. 39)
69. C (Professional Selling, pg. 40)
70. A (Professional Selling, pg. 47)
71. D (Professional Selling, pg. 54)
72. B (Professional Selling, pg. 39)
73. D (Professional Selling, pg. 71)
74. B (Professional Selling, pg. 69)
75. D (Selling Today, 13th Edition, pg. 315)
76. A (Selling Today, 13th Edition, pg. 310)
77. C (Selling Today, 13th Edition, pg. 329)
78. A (Selling Today, 13th Edition, pg. 334)
79. B (Selling Today, 13th Edition, pg. 335)
80. C (Selling Today, 13th Edition, pg. 332)
81. B
82. C
83. B
84. A

- 85. D
- 86. C
- 87. B
- 88. B
- 89. C
- 90. C
- 91. A
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- 93. C
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- 124. C
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- 130. A
- 131. B
- 132. C
- 133. D
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- 137. C
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- 146. A
- 147. C
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- 151. B
- 152. D
- 153. A
- 154. B
- 155. B
- 156. A
- 157. C
- 158. C
- 159. B

- 160. A
- 161. Answer
- 162. Answer
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- 191. Answer

- 192. Answer
- 193. Answer
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- 199. Answer
- 200. Answer