



# RECERTIFICATION EXAM QUESTIONS

## The recertification exam is online.

To submit your answers to the below questions, log in at [AGS.org/agspro](https://AGS.org/agspro) and select the **2026 Recertification** under **My Enrollments**.

- If there is a power outage, what should be done with inventory (if possible)?**
  - Cover showcases with cloths
  - Move as much inventory as possible into a locked safe or vault
  - Leave items out so staff can watch them
  - Put inventory in the store's front window for quick access
- True or False: After a power outage, you should wait 15 minutes after confirming power has been restored before powering up equipment.**
  - TRUE
  - FALSE
- During a trade show, at least how many employees should be assigned for setup, teardown, and daily operations?**
  - One
  - Four
  - Three
  - Two
- True or False: After a trade show, sold items should be shipped directly to customers to minimize risk.**
  - TRUE
  - FALSE
- If a jeweler suspects they are being surveilled while traveling with jewelry, they should:**
  - Drive directly home or back to the store
  - Stop in an isolated area to confirm they're being followed
  - Proceed to a safe, populated location and contact law enforcement
  - Confront the suspected follower
- True or False: Opening and closing are considered high-risk periods and should involve at least two trained employees.**
  - TRUE
  - FALSE
- Why is compensation alone no longer enough to attract and retain employees?**
  - Employees prefer commission-only pay structures
  - Employees increasingly value well-being, flexibility, and organizational support
  - Most roles no longer require technical expertise
  - Job availability has made employees less selective
- Which of the following is commonly provided by an Employee Assistance Program (EAP)?**
  - Free jewelry appraisals for employees
  - Extended paid vacation mandated by law
  - Mental health counseling, financial guidance, and legal support
  - Product training only
- True or False: Employee Assistance Programs are seen as measurable contributors to outcomes like reduced turnover and increased productivity.**
  - TRUE
  - FALSE
- In 2021, GIA launched the Cultured Pearl Classification Report. How many Pearl Value Factors are included in this report?**
  - 4
  - 5
  - 6
  - 7



11. **True or False: Nacre grades from pearls are based on thickness, continuity, and condition.**
  - a. TRUE
  - b. FALSE
12. **Which of the following is critical for any research institution collecting gems?**
  - a. Buying only cut stones from retailers
  - b. Having samples with highly reliable provenance and treatment information
  - c. Avoiding documentation to protect miners' privacy
  - d. Collecting only rare gemstones like alexandrite
13. **True or False: Gemstone treatments are inherently bad and should be avoided.**
  - a. TRUE
  - b. FALSE
14. **Which trace elements usually cause red, pink, orange, violet, and purple colors in spinel?**
  - a. Iron and cobalt
  - b. Calcium and sodium
  - c. Chromium and vanadium
  - d. Copper and nickel
15. **True or False: Synthetic spinel has been grown in laboratories since the 1920s.**
  - a. TRUE
  - b. FALSE
16. **True or False: Virtual facets are described as complex shifting patterns of tiny polygons seen by an observer as the diamond moves.**
  - a. TRUE
  - b. FALSE
17. **True or False: GIA's fancy cut grading system will prioritize diamond design based only on fixed proportion ranges (rather than beauty).**
  - a. TRUE
  - b. FALSE
18. **Which AI "sketch-to-render" capability allows brands to visualize entire collections before metal casting?**
  - a. Turning retail customers' ideas into sketches
  - b. Transforming a 2D hand-drawn sketch into a photorealistic rendering
  - c. Automatically producing physical jewelry prototypes
  - d. Converting videos into gold weights
19. **True or False: Every AI tool has different outputs when used for jewelry design. Where one could accurately interpret the metal color, another could correctly identify the stone setting.**
  - a. TRUE
  - b. FALSE
20. **What is one way jewelry store operators can encourage more impressions via social media?**
  - a. Run only paid television ads each week
  - b. Post content without including QR codes
  - c. Avoid social media to reduce competition
  - d. Have existing customers tag the store and invite the store to collaborate
21. **True or False: Referral marketing should involve incentivizing both the referrer and the newly referred customer.**
  - a. TRUE
  - b. FALSE
22. **What is essential for succeeding in the pre-owned or vintage watch market?**
  - a. Only selling watches with original paperwork
  - b. Having a certified watchmaker on staff
  - c. Refusing to sell watches that show any wear
  - d. Avoiding the internet for pricing research
23. **True or False: When buying or selling pre-owned and vintage watches, it's enough to know the brand and the piece. Current pricing knowledge isn't necessary.**
  - a. TRUE
  - b. FALSE



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24. How many kimberlite pipes that have been examined since 1880 have been economically viable to mine diamonds?
- About 600
  - About 6,000
  - About 60
  - Nearly all of them
25. True or False: A typical diamond mine covers a very small area, so environmental concerns are constrained.
- TRUE
  - FALSE
26. “Edutainment” is described as:
- A sales pitch focused only on discounts
  - A strategy used only for online ads, not in-store
  - A technical grading report read aloud to customers
  - A blend of education and entertainment that makes learning feel like fun
27. True or False: It is effective to tell emotional stories such as gemstone scarcity (e.g., tanzanite from a single region) and transformation (e.g., alexandrite color-change).
- TRUE
  - FALSE
28. What is an effective marketing solution for independent jewelers to maximize ROI?
- Spend more than competitors
  - Use “spray and pray” marketing to reach everyone
  - Focus on precision, not volume (precision marketing)
  - Only run traditional print advertising
29. Which shopping behavior is notable for “pre-engaged” Gen Z customers?
- They prefer to shop alone to keep it a surprise
  - They often shop as a couple with both partners involved
  - They rely mostly on in-store sales staff for education
  - They avoid researching before visiting stores

30. True or False: Gen Z rewards unpolished, relatable content, and TikTok especially thrives on low-fi aesthetics.
- TRUE
  - FALSE



**Certified Sales Associates and Jewelry Evaluation Advisors can STOP HERE.**

**All other credential holders must continue.**

31. What is the most common reason for establishing family employment policies?
- To guarantee jobs for all family members
  - To help the business by creating a healthy work environment for both family and non-family employees
  - To reduce taxes through employee benefits
  - To avoid having to write a mission statement
32. What is a key purpose of including a mission statement in a family employment manual?
- To list every possible situation employees may face
  - To replace performance evaluations
  - To explain how to calculate everyone’s payroll taxes
  - To provide guidance on values and decision-making for the business, customers, and employees
33. Which compensation approach should companies document for family members?
- Paying family members more than non-family employees to reward loyalty
  - Basing pay on seniority within the family
  - Basing compensation on the fair market value of the position
  - Paying all family members the same salary
34. True or False: A preliminary estimate of business value is the same as a comprehensive valuation performed by a certified valuation analyst.
- TRUE
  - FALSE

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35. **True or False: Business continuity agreements and estate plans should complement each other to best protect the owner's family and business.**
- TRUE
  - FALSE
36. **During the unusual influx of padparadscha-colored sapphires in the early 2000s, what was determined as the cause of the color, according to gem labs?**
- Natural mineral impurities
  - Resins and epoxies used for emerald
  - Beryllium diffusion
  - Foil-backed construction
37. **True or False: Early beryllium-diffused sapphire and ruby typically had only a thin diffusion rim instead of full-depth diffusion.**
- TRUE
  - FALSE
38. **About what percentage of recovered diamonds form in the sub-cratonic lithospheric mantle?**
- 50%
  - 75%
  - 99%
  - 10%
39. **Which inclusion is characteristic of peridotitic diamonds?**
- Blue kyanite
  - Brownish-orange rutile
  - Colorless coesite
  - Bright green chrome diopside
40. **True or False: Carbon-14 dating is suitable for determining the ages of diamonds that are billions of years old.**
- TRUE
  - FALSE
41. **Which fancy-color diamond is the most common?**
- Pure orange
  - Natural yellow
  - Natural blue
  - Natural green
42. **Which impurities are said to produce yellow, yellowish-green, violet, and blue colors in diamonds (as they form in the earth)?**
- Nitrogen, boron, nickel, hydrogen
  - Oxygen, iron, carbon, sodium
  - Calcium, magnesium, sulfur, zinc
  - Lithium, fluorine, chlorine, helium
43. **True or False: The majority of natural pink diamonds get their color from boron impurities.**
- TRUE
  - FALSE
44. **According to GIA, strong blue fluorescence in near-colorless (D–G) diamonds:**
- Always makes diamonds hazy by itself
  - Has no relationship to haziness under any circumstance
  - Does not cause haziness on its own, but may increase haziness if light-scattering defects/inclusions are present
  - Always improves clarity appearance and increases price
45. **True or False: Rubies with high iron levels tend to have weak fluorescence and are generally valued less by the trade.**
- TRUE
  - FALSE



**Registered Jewelers, Registered Suppliers,  
and Certified Gemologists can STOP HERE.**

**All Certified Gemologist Appraisers and  
Advanced Certified Gemologist Appraisers  
must continue.**



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46. In the AGS Appraisal and Report Standards context, limiting conditions are primarily described as conditions that:
- Eliminate the need for an effective date
  - Restrict the scope or certainty of the appraisal conclusions
  - Replace the intended use requirements
  - Ensure all information is directly verifiable
47. USPAP® defines an extraordinary assumption as:
- A general assumption used in all appraisals
  - A legally required statement unrelated to appraisal conclusions
  - A condition where destructive testing has been completed
  - An assignment-specific assumption about uncertain information that could alter the appraiser's conclusions if false
48. True or False: Extraordinary assumptions are required when information is uncertain, and the assumptions must be reasonable and clearly disclosed in the appraisal report.
- TRUE
  - FALSE
49. Which statement best reflects the guidance for use of color grading systems for colored stones under AGS standards?
- AGS requires the GIA colored stone grading system exclusively
  - AGS does not require the use of a specific color grading system, but the appraiser should choose one system and become familiar with it
  - AGS prohibits using any formal color grading system
  - AGS requires using only subjective descriptions like "excellent color"
50. When is it a safe rule of thumb to note cut quality issues in a colored stone appraisal report?
- Only when the stone is over 5 carats
  - Only when the stone is untreated
  - When cut quality influences weight-estimation calculations (e.g., thick girdle, bulging pavilion)
  - Only when the client requests it in writing
51. True or False: Even if the current condition of a colored gemstone might not change the value conclusion for an appraisal, documenting it can matter later (e.g., for casualty loss or damage occurring after inspection).
- TRUE
  - FALSE
52. The AGS Appraisal and Report Standards advise appraisers to avoid giving a report on a gem whose value depends on cutting quality without:
- Including a plot of the stone
  - Stating whether it was purchased new or used
  - Indicating cutting quality in the report
  - Listing the retail store where it was sold
53. True or False: USPAP® Standard 7 indicates that an appraiser should identify characteristics relevant to the type/definition of value and intended use, including identity, relative quality, and other physical/economic characteristics with a material effect on value.
- TRUE
  - FALSE
54. True or False: Suppressing or embellishing details (such as abrasions, nicks, and other finish features) in an appraisal can affect the value conclusion and potentially mislead the report user.
- TRUE
  - FALSE
55. What is the first step in preparing an appraisal for donated items?
- Determine the condition of the item
  - Determine Fair Market Value only
  - Determine if you meet USPAP® competency and the IRS definition of a "Qualified Appraiser"
  - Submit Form 8283 to the IRS directly



56. Which statement best describes an IRS-defined “Qualified Appraiser?”

- a. Anyone with a basic knowledge of taxes
- b. An individual with verifiable education and experience valuing the type of property being appraised
- c. A person who purchased the item being appraised
- d. A retail store employee who sells similar items

57. True or False: An appraisal for donated items can have an effective date more than 60 days before the donation.

- a. TRUE
- b. FALSE

58. In probate appraisal assignments, the fair market value opinion is primarily based on what?

- a. The prices when the appraiser inspected the jewelry
- b. The appraiser’s personal opinion of current trends
- c. The replacement cost of the jewelry today
- d. Market research reflecting what the item was worth immediately before death (or the alternate date if used)

59. If a state is part of the Uniform Probate Code (UPC), what definition of fair market value does it adopt?

- a. The definition used by state sales tax rules
- b. The definition used by the IRS
- c. A definition set only by local probate courts
- d. No definition; it varies by appraiser preference

60. True or False: If a jewelry item is damaged and not fit for wear, the most relevant market to consider when developing a value opinion for a probate appraisal is what the broken piece would yield as scrap.

- a. TRUE
- b. FALSE



END OF QUESTIONNAIRE

THANK YOU