

**National Association of Nutrition Professionals**

# **CDSP<sup>TM</sup> Study Guide**



**Certified Dietary Supplement Professional<sup>TM</sup>**

**3rd Edition**

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The Certified Dietary Supplement Professional™ CDSP™ Committee was established in 2020 by the National Association of Nutrition Professionals (NANP), a non-profit 501c(6) founded in 2003.

It is the mission of the NANP to advocate for and empower a flourishing community of professionals dedicated to the principles of holistic nutrition.

The objective of the CDSP™ Committee is to provide a knowledge-based examination and certification to those working in clinical, retail, wholesale, and other settings where consumers seek advice regarding the effective use of dietary supplements. Through this certification, it is NANP's goal to promote a nationally recognized, responsible, and credible body of Certified Dietary Supplement Professionals™ who serve as a knowledgeable resource for consumers, health care professionals, and the media.

Special thanks to the CDSP™ Committee for their unwavering commitment and many, many hours of dedication to this project. Thanks to all those who have contributed to the CDSP™ exam and study guide over several years.

**Non-discrimination Statement and Policy:** The National Association of Nutrition Professionals does not and shall not discriminate based on race, color, religion (creed), gender, gender expression, age, national origin (ancestry), disability, marital status, sexual orientation, or military status, in any of its activities or operations. These activities include, but are not limited to, hiring and firing of staff, selection of volunteers and vendors, and provision of services. We are committed to providing an inclusive and welcoming environment for all staff members, clients, volunteers, subcontractors, vendors, and members.


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“  
qualifying individuals who will  
serve consumers, allied health  
professionals, supplement  
companies, retail outlets,  
and others with in-depth  
knowledge and resources on  
dietary supplements  
”

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# Dietary Supplement Overview

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# Philosophy on Dietary Supplements

Certified Dietary Supplement Professionals™ philosophy on dietary supplements is that well-formulated, evidence-based products can significantly contribute to the health and well-being of the public. While not a substitute for a good diet, dietary supplements represent an important spoke on the wheel of holistic health. Professionals trained in the use of dietary supplements can help provide appropriate guidance to the public in choosing the best options for each individual.

## The services offered by CDSPs™ are grounded in the following principles:

- Biochemical individuality (everyone is unique and has unique nutritional needs)
- Nutritional well-being comes from the balance of the appropriate form, dose, and frequency of dietary supplements combined with a health-promoting diet and lifestyle habits.
- Dietary supplements are not a substitute for a healthy diet.

Congratulations on choosing to take the Certified Dietary Supplement Professional™ exam! The educational standards, code of ethics, and service parameters set by the National Association of Nutrition Professionals (NANP) are essential to the integrity, credibility, and protection of those dispensing knowledge in the dietary supplement industry. They are also demanded by the sophisticated health consumer of today. Certification is a responsible step toward building consumer confidence and gaining wider recognition for the knowledge and skills possessed to pass this examination.

Upon successfully passing the exam, you will earn a certificate officially recognizing you as a “Certified Dietary Supplement Professional™.” Please use this title or “CDSP™” along with the title granted to you by your school of study.

As an example, a graduate of a program granting a certificate in “Natural Products Manufacturing” would use her designations as such:

**Lily Tulip, CNPM, CDSP™**



## What does it mean to be a Certified Dietary Supplement Professional™?

Becoming a Certified Dietary Supplement Professional™ means you have earned professional recognition and validation of your knowledge and experience within the realm of dietary supplements. To achieve such a critical designation, you must document and demonstrate successful completion of NANP approved studies in dietary supplements or have undergone a successful Independent Educational Review (IER) to be eligible to take the CDSP™ exam.

Being a Certified Dietary Supplement Professional™ means you are certified and trained to advise consumers about the appropriate use of dietary supplements, which may help support their health and wellness goals in a regulatory compliant manner. The CDSP™ also understands the importance of referring cases outside of their expertise and service scope to appropriate healthcare professionals.

### Certification provides you with:

- Added credibility by indicating to others that you have met and continue to meet the educational and ethical standards required by a professional credentialing body
- Assurance for consumers, the medical community, and other complementary practitioners that you are aware of, and conduct your business per your legal scope of service and standards of professional conduct
- Documentation and validation of your educational and professional qualifications
- An organized, professional body of peers that governs the dietary supplement profession by establishing educational standards, the scope of service, and continuing education requirements will be recognized by the public and the greater healthcare community as a group of qualified, ethical, and dietary supplement professionals

# Professional Conduct

Individuals who take the CDSP™ exam will sign the Professional Conduct Agreement of the National Association of Nutrition Professionals (NANP), which supports NANP members individually and collectively in maintaining a high level of professional conduct. The agreement outlines standards used to determine behavior's propriety in relationships with clients, patients, colleagues, members of allied professions, and the public. It also serves as a promise to adhere to the defined scope of service of a NANP CDSP™ listed below.

## Candidates will agree to adhere to the following Scope of Service & Standard of Care:

A Certified Dietary Supplement Professional™ (CDSP™) advises consumers on dietary supplements for basic health and wellness. The following services may be offered by Certified Dietary Supplement Professionals™, providing they are in accordance with the laws governing dietary supplement education and consulting within their respective state of business:

- presenting information in a regulatory compliant manner (including discussion and dissemination of printed or digital materials) about the science and traditional uses of individual nutraceuticals and dietary supplements to consumers
- advising consumers about the appropriate use of dietary supplements which may help support their health and wellness goals
- referring cases outside of their expertise and scope of service to appropriate healthcare professionals

**“ A Certified Dietary Supplement Professional™ (CDSP™) advises consumers on dietary supplements for basic health and wellness. ”**



## Role Delineation:

There is value in taking quality dietary supplements to help maintain health and wellness and address potential deficiencies or insufficiencies. The role of the Certified Dietary Supplement Professional™ is to assist interested consumers in selecting dietary supplements to meet their needs.

### Certified Dietary Supplement Professionals™ (CDSPs™) DO:

- maintain compliance with all applicable regulations and guidelines (in the United States, this includes adhering to DSHEA – the Dietary Supplement Health and Education Act) when assisting consumers in selecting dietary supplement products
- refer to medical doctors, pharmacists, or other qualified healthcare professionals for medical conditions and input regarding interactions between herbal, nutrient, or other nutraceutical-based products with over-the-counter or prescription medications
- operate with the highest standard of accountability and integrity
- adhere to NANP's Scope of Service and Code of Ethics

### Certified Dietary Supplement Professionals™ (CDSPs™) DO NOT:

- practice Medical Nutrition, clinical nutrition, or holistic nutrition, unless they are adequately educated, licensed, or certified in those fields of study
- discuss interactions between herbal, nutrient, or other nutraceutical-based products with over-the-counter or prescription medications
- diagnose, prevent, cure or treat disease
- make unproven or otherwise unsubstantiated claims regarding the potential efficacy of a dietary supplement
- misrepresent training
- use unproven devices, assessments, or therapies



## Purpose of a Certification Exam

The purpose of the exam is to qualify individuals who will serve consumers, allied health professionals, supplement companies, retail outlets, and others with in-depth knowledge and resources on dietary supplements. This certification offers a consistent and validated method to determine who is eligible to provide such services. The exam serves the industry by increasing its credibility while protecting the public by assuring that CDSPs™ are thoroughly trained and knowledgeable. The exam has been developed in careful stages by a committee of subject matter experts and then given thorough review and critique by outstanding dietary supplement industry representatives. The exam has gone through extensive planning and scrutiny to ensure that it tests multiple facets of nutritional health and body systems, fundamentals of dietary supplements, legal responsibilities, and supplement quality. Competencies evaluated by the exam include remembering, understanding, applying, analyzing, and evaluating the above fundamentals.

## Eligibility Requirements for the CDSP™ Exam

- Successful completion of studies in dietary supplements
- Those who have not graduated from a NANP-approved dietary supplement program may request an Independent Education Review (IER) of their education and qualifications to determine eligibility to take the CDSP™ exam.

# Requirements for the Independent Education Review (IER) include:

- A cover letter stating the desire to take the CDSP™ exam
- A fifty dollar (\$50) review fee
- Official transcripts from all relevant educational institutions
- Course description materials (i.e., catalog, etc.)
- A telephone interview with NANP's Educational Programs Specialist

If you wish to undergo an IER, please contact NANP's Educational Programs Specialist at [andrea@nanp.org](mailto:andrea@nanp.org).

**NOTE:** Incomplete applications will not be considered.

## Application & Fees

To apply to take the CDSP™ exam, please submit the following (materials provided must be adequate to allow an evaluation of the eligibility of the applicant):

**NOTE:** Applications are good for a twelve (12) month period. If you do not take the exam within twelve (12) months of applying, you MUST re-apply and pay the application and processing fee(s) again.

- Completed online application along with the \$50 exam application fee (NOTE: The exam application fee is non-refundable.)
- Payment for the \$100 examination fee
- Copy of diploma(s) and/or certificate(s)
- Signed Declaration of Truthfulness and Intention and the Professional Conduct Agreement (both included in the online application)
- Copy of your driver's license or state-issued identification
- Official transcripts from graduating institutions (must be mailed or emailed ([info@nanp.org](mailto:info@nanp.org)) directly from the school to the NANP at the address below), and or a copy of the Independent Educational Review (IER) from NANP

**NOTE:** NANP Professional Members are eligible to apply to take the exam to become CDSP™ certified without an additional educational program of study. Professional members must complete the online application and pay the \$50 application fee and \$100 examination fee.

Mail or email supporting documents to:  
NANP, P.O. Box 348028, Sacramento, CA 95834-8028 or email to [info@nanp.org](mailto:info@nanp.org)

# Administration of the Exam FAQs

## The CDSP™ exam is only available online.

### How should I study and prepare for the exam?

The education you've earned thus far is the foundation of knowledge needed to pass the exam. The study guide and the recommended resources including those provided are designed to further direct your studies for the exam's successful passage.

### When can I take the exam?

Please allow a minimum of two (2) weeks for the NANP to process your application.

We must receive your completed application and required documents at least two (2) weeks before your exam date, giving us time to review your records.

Exam applicants who do not allow the requested two (2) weeks may be required to reschedule the exam for a later date.

### How much time is allotted to take the exam?

You will have two (2) hours to complete the exam.

### What is a passing grade?

An overall exam grade of 70% correct is required to pass the exam.

### How long will it take to get exam results?

Exam results will be available immediately following the completion of your exam. New Members - once you pass, you will be eligible to join the NANP as an Associate Member and will receive your CDSP™ certificate when your membership application is processed. Existing members - once you pass, you will receive your CDSP™ certificate. Please allow two (2) weeks.

### Will I be given grades by exam domain to know in which areas I did well or poorly?

If you pass your exam, the results will include one overall grade. For those who fail the exam, you will receive an email in which we will provide a percentage grade for each exam domain.

### Can I re-take the exam if I fail?

A re-test fee of \$50 will apply for each re-take. You may take the test up to three (3) times. You must pass the exam within six (6) months of the date of your first test.

### If I fail the exam, do I need to re-take the entire exam or just the domains I failed?

You will need to re-take the entire exam.

### What title do I use after passing the exam?

Please continue to use the title granted you by your school of study, the company where you work, or any other title bestowed upon you. In addition, you may use "Certified Dietary Supplement Professional™" or "CDSP™."

### Do I need to renew my certification?

You will NOT need to sit for the exam again. However, you will be required to provide the following each year to renew and maintain your certification:

- Associate Members with the CDSP™ credential must complete five (5) continuing education credits (CECs) per year, due at the time of membership renewal. (See NANP Continuing Education)
- Professional Members with the CDSP™ credential must complete two (2) additional continuing education credits (CECs) per year, due at the time of membership renewal. (See NANP Continuing Education)
- Student Members with the CDSP™ credential are not required to submit CECs.
- Remain a member of the NANP in good standing



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## Preparing for the Exam – Study Tips

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# Eight Helpful Tips for Studying for the Certification Exam

1

Review reading materials from your Certified Dietary Supplement Professional™ education program. The CDSP™ exam is based on the NANP's rigorous educational standards, which our approved schools have met. Going back to your school's materials as a refresher for this exam is a great first step toward success.

2

Study the textbooks recommended in this study guide thoroughly. The exam questions and answers are pulled directly from the recommended texts, webpages, and other materials on the list. **It's essential to study this material.**

3

Review questions and answers from past exams from your school program. Exam questions are usually important information that your teachers want you to remember for a reason. Going back and reviewing those questions and answers can be an excellent strategy for reminding you what was important.

4

Review your old lessons, monographs, research papers, projects, etc. Looking back at your work can often jar your memory about specific information, resources, and tools. Using what you have already is an excellent strategy for success!

5

Focus on your areas of weakness. We all have them, and there's no shame; only if you don't learn from your shortcomings will they remain your weaknesses. Take the time to delve deeply and determine what you need to work on more closely. Doing this hard work can often make or break any daunting task.

6

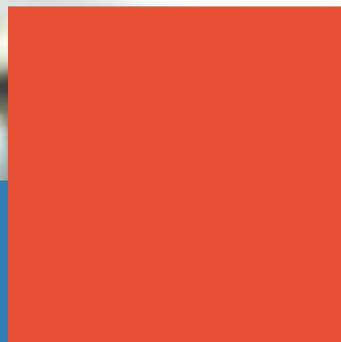
Study at the best time of day for your unique self. Everyone has their own time clock, and many of us find we are significantly more productive at certain times of the day. If you know this to be true for you, then plan your study times (and perhaps even your exam!) at your optimum peak hours to maximize your study time benefits.

7

Take excellent care of yourself. As Dietary Supplement Professionals, no one knows this better than we do! Yet, we sometimes find it easier to help others take good care than we do for ourselves. Commit to treating yourself with exceptional care while studying for your exam. Get plenty of good nutrition, plenty of sleep, and do your favorite exercise regimen, so you can relieve some stress and maximize your brainpower and stay focused.

8

Don't compare yourself to others. Talk about a slippery slope! Forget what others are doing, what they're good at, and how well they may perform. This time is about YOU and you alone. Do your best to focus only on yourself and your needs to put your best foot forward.



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# Strategies for Exam Preparation

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The following provides a general strategy to aid you in preparing for the exam.

Remember that this exam is intended to test for entry-level knowledge and skill in dietary supplements.

## Types of Exam Questions

Exams of all types typically have questions that test your knowledge but also your critical thinking ability. The kinds of questions you will encounter on the Exam include:

| Examples          |   |
|-------------------|---|
| <b>Remember</b>   | Recall facts and basic concepts (define, duplicate, list, memorize, repeat, state)  |
| <b>Understand</b> | Explain ideas or concepts (classify, describe, discuss, explain, identify, locate, recognize, report, select, translate)            |
| <b>Apply</b>      | Use information in new situations (execute, implement, solve, use, demonstrate, interpret, operate, schedule, sketch)               |
| <b>Analyze</b>    | Draw connections among ideas (differentiate, organize, relate, compare, contrast, distinguish, examine, experiment, question, test) |
| <b>Evaluate</b>   | Justify a stand or decision (appraise, argue, defend, judge, select, support, value, critique, weigh)                               |

## When & How to Study

Preparation for the Exam can start as early as the day you enter a NANP-approved CDSP™ educational program. Maintaining a compilation of key concepts as you progress through your education creates a simple means of reviewing dietary supplements basics. However, due to time constraints, many people begin their more targeted exam preparation immediately following graduation. Two to three months of focused study time provides adequate preparation for most people.

# General Exam Preparation Tips

1. Budget your time; make sure you have sufficient time to study so you are well prepared for the exam.
2. Use the Exam Structure/Content Outline in this study guide to help direct your studies.
3. Find a study-buddy or a study group, and do the work together.
4. Review the sample questions, sourcebooks, and resources listed in this section.
5. Have your study material readily available: lecture notes, course textbooks, study guides, and other relevant material.
6. Find a comfortable and quiet place to study with good lighting, airflow, and little distraction (try avoiding your bed; it is very tempting just to lie down and take a nap).
7. Begin by studying the most crucial information first.
8. Learn the general concepts first; don't worry about learning the details until you have learned the main ideas.
9. Take short breaks frequently, as your memory retains the information you study at the beginning and the end better than what you learn in the middle.
10. Spread out your studying; you'll learn more by studying a little every day or every week instead of waiting to cram at the last minute. By studying daily, the material will stay in your long-term memory. But, if you try to study at the last moment, the material will only reside in your short-term memory, and you may easily forget.
11. Ensure you understand the material well; don't just read through the material and try to memorize everything.
12. Test yourself or have someone test you on the material to determine your weak and strong areas. Using the review questions at the end of a book/resource chapter is helpful.
13. For some, listening to relaxing music such as classical or jazz on a low volume can help keep you stay focused and energized.
14. Avoid studying past the time you usually go to sleep, as you may be tempted to go to sleep. Instead, study in the afternoon or early evening. If you are a morning person, try studying in the morning.
15. Create note cards or summary sheets that consolidate crucial ideas or information onto a page that can be quickly reviewed many times. Rewriting your notes can also be helpful.
16. Maintain a positive attitude while preparing for the exam and during the exam.

## Prepare a Study Schedule

Whether studying alone or with a group, have a study schedule, and stick to it. By preparing ahead, you will save time, cover more topics, and retain more. A study group will work best if all participants follow the same review material (see “Suggested Materials to Study”).

## Strategies for Answering Exam Questions

**NOTE:** You will be able to bookmark and skip questions within each domain of the exam. However, skipped and bookmarked items must be addressed before you can move to the next domain.

1. Read the directions slowly and carefully before beginning the exam.
2. Read the question in its entirety before answering. Ensure you understand what the question is asking and anticipate the answer before looking at your options.
3. Answer the simple questions first to help build up your confidence for the more challenging questions.
4. Eliminate answers you know are not right.
5. Read all the choices completely and carefully before choosing your answer.
6. If you are uncertain of the correct answer, move on to the next question and return later.
7. Ultimately, if you don't know the correct answer, always take an educated guess and select an answer.
8. Avoid repeatedly changing your answer; usually, your first choice is the right one, unless you misread the question.
9. Stay relaxed. If you get nervous, take a few deep breaths slowly to relax, and then resume.

Being well prepared for the exam is the best way to reduce exam-taking anxiety!

**“ Whether studying alone or with a group, have a study schedule, and stick to it. ”**



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## Materials to Study

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An excellent place to start is with a thorough review of your training materials, books, class notes, seminar handbooks, and case records. Additionally, the section “Exam Structure/Content Outline” in this study guide may help focus your studies.

## The following books and references were used to source the questions and answers in the exam:

### Books:

- [ABC Clinical Guide to Herbs, Blumenthal](#)
- [Encyclopedia of Natural Medicine, 3rd edition, Murray & Pizzorno](#)
- [Encyclopedia of Nutritional Supplements, Murray](#)
- [Staying Healthy with Nutrition, Elson Haas](#)
- [What's The Remedy For That? The Definitive Homeopathy Guide to Mastering Everyday Self-Care Without Drugs, Kathleen Fry](#)

### Other:

- [NANP's Code of Ethics](#)
- [CDSP™ Scope of Service](#)
- [The Complete Guide to Protein Powder](#)
- [CSDP Legal Responsibilities](#)
- [Dietary Supplement Quality Reference Guide](#)
- [Gene Bruno "Scoop" Video – Real Science vs. Marketing Science: How to Tell the Difference](#)
- [A Breakdown of Dosage Forms – Robin Koon](#)
- From the Council for Responsible Nutrition website:
  - [Roadmap for Retailers: Safely Navigating What You Say About Dietary Supplements](#)
  - [Supplement Facts Labels](#)

NOTE: Be advised that the study materials may change from time to time to keep this exam up-to-date with current industry studies and information. If you have downloaded the study guide well in advance of taking the exam, please be sure to confirm that the texts remain the same.

# Exam Structure/ Content Outline/Key Concepts/Sample Questions

The exam is comprised of 100 multiple-choice, short answer, matching terms, true/false questions that assess an individual's grasp of the competencies and facets of expertise in dietary supplements.

## Core exam content areas include:

- Domain I: Nutritional Health & Body Systems
- Domain II: Fundamentals of Dietary Supplements
- Domain III: Legal Responsibilities & Supplement Quality

The following domains, including the goals, general knowledge and key concepts, were delineated by the Certified Dietary Supplement Professional™ (CDSP™) Committee. The number of exam items for each domain was determined through analysis and discussion by the CDSP™ Committee.

Each of the major areas ("domains") of dietary supplement knowledge noted below will be tested. Please note that this exam will SAMPLE candidates' general knowledge rather than test ALL their knowledge.



## Domain I: Nutritional Health & Body Systems

### Key Concepts to Study

20% of total exam  
questions

## Goals:

1. Be able to educate customers on nutrition principles, healthy diet and lifestyle habits
2. Know how to use 3rd party educational material to assist customers in defining health goals and making educated supplement choices
3. Be able to apply knowledge of nutritional health and body systems to support customers in choosing an appropriate supplement

## General Knowledge Being Tested

1. The components of a healthy lifestyle, including:
  - a. Diet
  - b. Movement
  - c. Sleep/rest
  - d. Detoxification
2. The fundamentals of how digestion works in the body
3. Basic understanding of blood sugar regulation
4. The cardiovascular system and its role in overall health
5. How to support the organs responsible for functional detoxification
6. The impact that mental health/stress has on the body
7. How diet, lifestyle, and nutritional supplementation are used to effectively and safely support balanced health

## Key Concepts:

- Blood sugar
- Cardiovascular system
- Detoxification
- Digestion
- Healthy diet
- Immune system
- Liver
- Mental health/stress
- Skin

## Domain I: Nutritional Health & Body Systems

### Sample Questions

Answers provided  
on Page 31

1. Which organ is responsible for releasing insulin in response to blood sugar rising in the blood stream?
  - A. Pancreas
  - B. Liver
  - C. Adrenal gland
  - D. Small intestine
2. Hydrochloric acid and digestive enzymes can be low in the body due to the following factors:
  - A. Over 50 years old
  - B. food excesses
  - C. chemical use
  - D. chronic stress
  - E. childhood
  - F. A, B, C, D
  - G. all the above
3. Due to the Framingham, Massachusetts longevity study, the connection of cholesterol levels to the incidence of cardiovascular disease has become controversial.  
  
True or False
4. Which of the following supports liver detoxification?
  - A. citrus fruits, vitamin-D, essential fatty acids (EFAs)
  - B. garlic, echinacea, raw honey
  - C. water, fiber, B-vitamins, amino acids
5. Stress that our bodies experience comes from which of these two scenarios?
  - A. the way our brain interprets stress and how we react to the stressful event
  - B. the actual stressful event or situation itself
6. We have two kinds of immune protection- innate immunity and acquired immunity.  
  
True or False
7. Which of the following is NOT helpful when considering diet during times of stress?
  - A. light meal of liquids, soups and salads
  - B. heavy meal of meat, bread & potatoes

## Domain I: Nutritional Health & Body Systems

### Sample Questions (continued)

Answers provided  
on Page 31

8. The body's general detoxification systems include: (select all that apply)
- A. Nervous system
  - B. Gastrointestinal system
  - C. Lymphatic system
  - D. Integumentary system
  - E. Endocrine system
  - F. Urinary system
  - G. Respiratory system

## DOMAIN II: Fundamentals of Dietary Supplements

### Key Concepts to Study

50% of total exam  
questions

## Goals:

1. Make supplement recommendations to customers based on their health and wellness goals, any stated medical restrictions, product labeling, customer preferences (i.e., price, liquid or powder vs. capsule, etc.)
2. Know how to explain supplement recommendations to customers based on the health-promoting actions of nutrients and herbs and the working knowledge of various brands in the Dietary Supplement Health and Education Act (DSHEA) compliant terms
3. Know how to support customers who have specific dietary needs such as vegan and gluten sensitivity when recommending supplements

## General Knowledge to be Tested:

1. The difference in actions between a pharmaceutical and a nutraceutical
2. Basic understanding of vitamins, minerals, herbs, medicinal mushrooms, topical and body-care products, ingredients, and common product usage
3. Knowledge of life cycles and the influence of lifestyle on health

## Key Concepts:

- Amino acids
- Antioxidants
- Athletic performance
- Basics for children's health (infancy/ childhood/teen)
- Basics for men's health (basic/over 50)
- Basics for women's health (basic/pregnancy/postpartum/ menopause)
- Blood sugar support
- Clay & activated charcoal
- Detoxification
- Digestive support
- Essential fatty acids
- Fiber
- Glandulars
- Green superfoods
- Heart/cardiovascular health
- Herbs
- Homeopathics
- Immune health
- Macronutrients
- Medicinal mushrooms
- Minerals, including trace
- Mood & sleep support
- Phytonutrients
- Probiotics
- Protein powders
- RDA basics
- Vitamins: fat soluble & water soluble

## DOMAIN II: Fundamentals of Dietary Supplements

### Sample Questions

Answers provided  
on Page 31

1. Which of the following falls into the definition of the term “antioxidant”?  
(choose all that apply)
  - A. vitamin C
  - B. vitamin D
  - C. free radical scavenger
  - D. selenium
  - E. slows down the aging process
  - F. flaxseed oil
2. Teens have the potential of nutrient deficiencies, and it is generally agreed upon that supplements are recommended during this time in their life.  
  
True or False
3. Out of 22 amino acids, how many are essential?
  - A. 9
  - B. 8
  - C. 11
  - D. 2
4. What are the most common underlying causes of digestive complaints?
  - A. Aging
  - B. Food excess
  - C. Chemical exposure
  - D. Stress
  - E. All the above
5. Which of the following supplements support healthy cholesterol levels?  
(choose all that apply)
  - A. Policosanol
  - B. Fish oil
  - C. Copper
  - D. CoQ10
  - E. Iodine
  - F. L-carnitine
  - G. Folic acid

## DOMAIN II: Fundamentals of Dietary Supplements

### Sample Questions (continued)

Answers provided  
on Page 31

6. Which two immune supporting herbs are both antiviral and antibacterial, as well as being successful at increasing both cell production and positive cell activity?
  - A. Licorice and astragalus
  - B. St. John's wort and garlic
  - C. Echinacea and goldenseal
  - D. Aloe vera and Boswellia
7. What is the definition of "chelation" in relation to mineral forms?
  - A. A natural process that allows the mineral to be better absorbed by the body.
  - B. A natural process that blocks the absorption of minerals rendering them unusable by the body.
  - C. A natural process that binds minerals in the body.
8. Which of the following minerals are lost via sweat during exercise?
  - A. Chromium
  - B. Potassium
  - C. Calcium
  - D. Magnesium
  - E. None of the above
  - F. All the above
9. Green Tea decreases antioxidant activity in the body.  
True or False
10. The need for folic acid increases by 50% during pregnancy.  
True or False
11. Which two herbs are considered digestive cleansers because they rid the digestive tract of potentially toxic bacteria and yeasts?
  - A. Nettle and burdock
  - B. Burdock and ginger
  - C. Goldenseal and garlic
  - D. Garlic and nettle
12. Supplementing the diet with high amounts of \_\_\_\_\_ improves glucokinase activity and glucose metabolism in diabetics.
  - A. Folic acid
  - B. Niacin
  - C. Biotin
  - D. Pantothenic acid

## DOMAIN III: Legal Responsibilities & Supplement Quality

### Key Concepts to Study

30% of total exam  
questions

## Goals:

1. Use health supportive language in compliance with legal guidelines when explaining the benefits of dietary supplements to customers
2. Explain supplement labeling to customers: excipients/other ingredients, delivery form, directions, price and amounts/servings

## General Knowledge to be Tested:

- Understand the difference between “marketing claims” and legally accountable language when reviewing supplement labels
- Knowledge of the legal language required when making customer recommendations
- Understand how to read Supplement Facts labels/sheets
- Knowledge of excipients/other ingredients used in supplements, what they are, and why they are added to the supplement product

## Key Concepts:

- 3rd party literature
- Delivery forms
- Disease treatment language
- Dietary Supplement Health and Education Act of 1994 (DSHEA)
- Ethics/Scope of Practice
- Excipients/other ingredients
- FALCPA (Food Allergy Labeling and Consumer Protection Act)
- FDA (Food & Drug Administration)
- GMP (Good Manufacturing Practice)
- Health claims
- Health supportive language
- Marketing claims
- Nutrient forms
- Proprietary blends
- Qualified health claims
- Structure-Function claims
- Supplement Facts
- Supplement Quality

## DOMAIN III: Legal Responsibilities & Supplement Quality

### Sample Questions

Answers provided  
on Page 31

1. When considering “statistical significance” in a research study, what is important?
  - A. The results of the study are not due to “chance”
  - B. The probability factor (p-value) is 95% or higher
  - C. The study has a large enough subject group
  - D. All the above
2. What are the most important questions to ask when considering a supplement/ nutraceutical company or product?
  - A. Is there human clinical research on the supplement?
  - B. Does the type and amount of the listed supplement ingredient correlate with the research?
  - C. Will one bottle be enough for customers to experience results?
  - D. Is there 3rd party documentation to back up the compelling health claims on the supplement label?
  - E. All the above
3. Which of the following statements to a customer who complains of low energy and headaches, are legally unsafe because they would be implying disease treatment language.
  - A. “It sounds like hypoglycemia, and I recommend chromium.”
  - B. “I suggest chromium. It supports healthy blood sugar levels, which will help stabilize your energy.”
  - C. “I suspect hypoglycemia. You should first go see your doctor and get a glucose tolerance test.”
4. The 1994 Dietary Supplements Health & Education Act (DSHEA) allows Structure & Function claims, which are claims made about the role of a dietary supplement ingredient concerning the structure and function of the body.

True or False
5. Dietary Supplement labels must contain the following: (choose all that apply)
  - A. lot number for traceability
  - B. expiration date
  - C. disclosure for key allergens
  - D. health claim that shows how the product treats a condition
  - E. name and quantity of each ingredient
  - F. disclaimer
  - G. the words “dietary supplement”

## DOMAIN III: Legal Responsibilities & Supplement Quality

### Sample Questions (continued)

Answers provided  
on Page 31

6. Good Manufacturing Practices (GMPs) apply only to domestic companies that manufacture, package, label, test, quality control, and distribute dietary supplements.  
True or False
7. What 1994 law amended the Federal Food, Drug & Cosmetic Act to provide a category for dietary supplements?
  - A. FDA
  - B. DSHEA
  - C. GMP
  - D. FALCPA
8. When helping a customer choose a delivery form, which of the following is NOT a consumer preference?
  - A. economical to produce
  - B. ease of handling and swallowing
  - C. speed of supplement action
  - D. gentle on the stomach
  - E. perceived therapeutic effect
9. A Certified Dietary Supplement Professional™ (CDSP™) advises consumers on the use of both dietary supplements and holistic nutrition for the purposes of basic health and wellness.  
True or False
10. Supplement companies who perform regular standardized testing of their products typically come within 5 percent of what is claimed on the product label.  
True or False

# Answers to Sample Questions

## Domain I: Nutritional Health & Body Systems

1. A
2. F
3. True
4. C
5. A
6. True
7. B
8. B, C, D, F, G

## Domain II: Fundamentals of Dietary Supplements

1. A, C, D, E
2. True
3. A
4. E
5. A, B, D, F
6. C
7. A
8. F
9. False
10. True
11. C
12. C

## Domain III: Legal Responsibilities & Supplement Quality

1. D
2. E
3. B
4. True
5. A, C, E, F, G
6. False
7. B
8. A
9. False
10. True



# National Association of Nutrition Professionals



## Certified Dietary Supplement Professional™ Study Guide

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