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Question 1

Question Type: MultipleChoice

A progress report from many observers, and technical reviews and audits is called:

Options:

- A- Direct observation
- **B-** Indirect observation
- **C-** Contractual audit
- **D-** Change observation

Answer:

В

Question 2

Question Type: MultipleChoice

Generally, observing and collecting information cover which three categories of concern?

Options:

- A- compliance, cost control and schedule control
- B- cost control and schedule control, risk control
- C- compliance, cost control and performance
- D- compliance, change control and risk control

Answer:

Α

Question 3

Question Type: MultipleChoice

Which of the following is the key policy of contract administration?

Options:	
A- compliance with	contract terms and conditions
B- effective control	of contract changes
C- effective resolut	ion of claims and disputes
D- All of the above	
Answer:	
D	
Question 4	pleChoice
	pleChoice
Question 4 uestion Type: Multi	pleChoice suring that each party's performance meets contractual requirements is known as:
Question 4 uestion Type: Multi	
Question 4 uestion Type: Multi	

B- Contract negotiation
C- Contract administration
D- Contract formation
Answer:
C
Question 5
Question Type: MultipleChoice
What describes the seller's reasons for its decision on whether to bid on a particular project?
Options:
A- Bid proposal

B- Opportunity assessment

C- Justification document

D- Solicitation

Answer:	
uestion 6	
estion Type: MultipleChoic	ce
Post-sale is the process of environment.	identifying business opportunities, determining customer needs and plans, and evaluating the competitive
Options: A- True	
3- False	
Answer:	

Question Type: Multiple

In presale activity, what is the tool used to convert determination of customer needs input into customer-focused sales plan output?

Options:

- A- Competitive analysis report
- B- Market research
- **C-** Advertising
- D- Risk assessment

Answer:

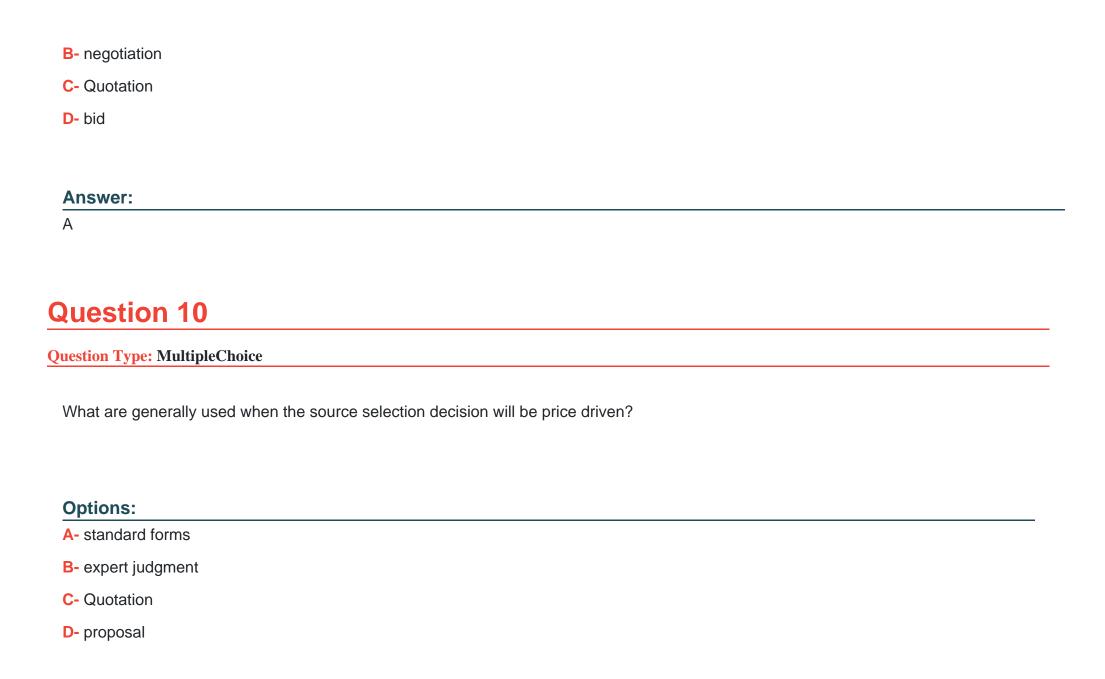
В

Question 8

Question Type: MultipleChoice

The meetings with prospective sellers before they prepare their proposals are called:

A- Bidder's conferences		
B- seller's conferences		
C- procurement conference	es	
D- Agenda		
Answer:		
A		
uestion 9		
	ce	
uestion 9	ce	
Question 9 Lestion Type: MultipleChoic	ce en the non-financial considerations, such as technical skills or approach, are paramount?	
Question 9 Lestion Type: MultipleChoic		
Question 9 Lestion Type: MultipleChoic		
Question 9 Lestion Type: MultipleChoic		



Answer:	
С	
Question 1	1
Question Type: Mul	ipleChoice
	is a key ingredient in solicitation planning and in the solicitation document to be developed.
Options: A- systematic pro	cedure
B- statement of w	
C- standard forms	i i
D- expert judgme	nt
Answer:	
В	

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