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**Shared by *Reese* on *20-10-2022***

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## Question 1

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**Question Type:** MultipleChoice

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

**Options:**

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

**Answer:**

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B

## Question 2

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**Question Type:** MultipleChoice

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

**Options:**

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**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:**

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A

## Question 3

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**Question Type: MultipleChoice**

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

**Options:**

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- A- compliance with contract terms and conditions
- B- effective control of contract changes
- C- effective resolution of claims and disputes
- D- All of the above

**Answer:**

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D

## Question 4

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**Question Type: MultipleChoice**

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The process of ensuring that each party's performance meets contractual requirements is known as:

**Options:**

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- A- Contract management

- B- Contract negotiation
- C- Contract administration
- D- Contract formation

**Answer:**

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C

## Question 5

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**Question Type:** MultipleChoice

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What describes the seller's reasons for its decision on whether to bid on a particular project?

**Options:**

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- A- Bid proposal
- B- Opportunity assessment
- C- Justification document
- D- Solicitation

**Answer:**

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C

## Question 6

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**Question Type:** MultipleChoice

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Post-sale is the process of identifying business opportunities, determining customer needs and plans, and evaluating the competitive environment.

**Options:**

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A- True

B- False

**Answer:**

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B

## Question 7

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**Question Type: MultipleChoice**

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

**Options:**

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

**Answer:**

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B

## Question 8

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**Question Type: MultipleChoice**

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

**Options:**

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- A- Bidder's conferences
- B- seller's conferences
- C- procurement conferences
- D- Agenda

**Answer:**

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A

## Question 9

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**Question Type: MultipleChoice**

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What is generally used when the non-financial considerations, such as technical skills or approach, are paramount?

**Options:**

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- A- tender



**B-** negotiation

**C-** Quotation

**D-** bid

**Answer:**

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A

## Question 10

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**Question Type:** MultipleChoice

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What are generally used when the source selection decision will be price driven?

**Options:**

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**A-** standard forms

**B-** expert judgment

**C-** Quotation

**D-** proposal

**Answer:**

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C

## Question 11

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**Question Type: MultipleChoice**

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\_\_\_\_\_ is a key ingredient in solicitation planning and in the solicitation document to be developed.

**Options:**

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**A-** systematic procedure

**B-** statement of work

**C-** standard forms

**D-** expert judgment

**Answer:**

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B

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