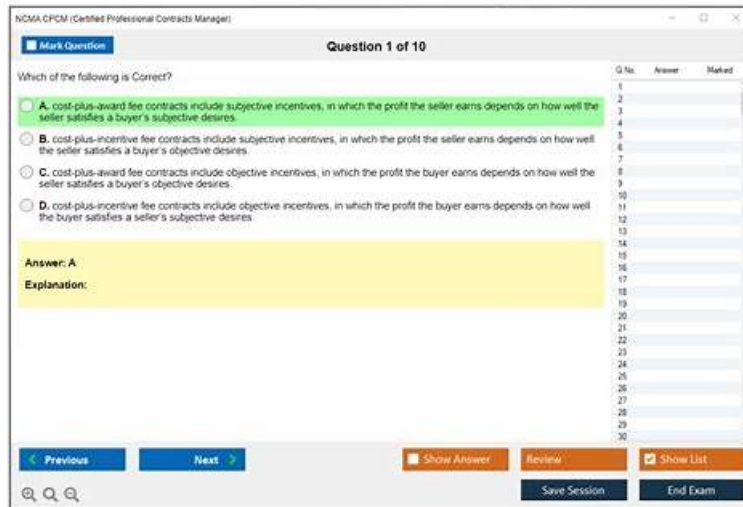


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NCMA Certified Professional Contracts Manager Sample Questions (Q89-Q94):

NEW QUESTION # 89

Reasonable costs are those costs that a prudent seller, under the constraint of competition, would recognize as

-
- A. justifiable
 - B. profitable
 - C. substantial
 - D. discounted

Answer: A

Explanation:

The correct answer is D (justifiable) because, according to NCMA CMBOK and aligned cost principles, a reasonable cost is one that would be incurred by a prudent person in the conduct of competitive business and is justifiable under the circumstances .

Reasonableness is a fundamental concept in contract pricing and cost evaluation, particularly in cost-reimbursement environments. CMBOK explains that determining cost reasonableness involves assessing whether the cost is ordinary and necessary , reflects sound business practices, and is consistent with what a prudent contractor would incur under similar conditions. Factors considered include market conditions, arm's-length bargaining, and whether the cost aligns with industry standards. The emphasis is not on whether the cost is high or low, but whether it can be logically supported and defended as appropriate.

Option A (substantial) is incorrect because size or magnitude does not determine reasonableness. Option B (discounted) is irrelevant, as reasonable costs are not defined by reductions. Option C (profitable) is incorrect because profitability relates to fee or profit, not cost reasonableness.

CMBOK highlights that ensuring costs are reasonable is a key responsibility during the award phase , particularly when performing cost analysis. It protects the buyer from overpaying while ensuring that contractors are compensated fairly for legitimate and supportable expenses.

NEW QUESTION # 90

What are the immediate products of internal activity (i.e., the amount of work done within the organization or by its contractors-such as miles of road repaired or number of calls answered) called?

- A. Disposition
- B. Control points
- C. Inputs
- D. Outputs

Answer: D

NEW QUESTION # 91

_____ are those criteria, usually stated in a contract and/or statement of work, that include deliverables, performance requirements, and essential conditions which must be met to complete project deliverables and be accepted.

- A. Acceptance criteria
- B. Deliverable milestones
- C. Performance standards
- D. Earned value methods

Answer: A

Explanation:

The correct answer is D (Acceptance criteria) because, within the NCMA Contract Management Body of Knowledge (CMBOK), acceptance criteria are the specific conditions and requirements that must be satisfied for deliverables to be formally accepted by the buyer. These criteria are typically defined in the contract and /or Statement of Work (SOW) and serve as the benchmark for evaluating whether contractual obligations have been successfully fulfilled.

Acceptance criteria include clearly defined performance requirements, quality standards, deliverable specifications, and measurable outcomes . They ensure that both parties have a mutual understanding of what constitutes successful completion of the work. This reduces ambiguity, minimizes disputes, and supports objective evaluation during contract performance and closeout.

Option A (performance standards) refers to general expectations of quality or performance but does not necessarily define the formal conditions for acceptance. Option B (deliverable milestones) identifies key points in the schedule but does not specify acceptance requirements. Option C (earned value methods) relates to performance measurement, not acceptance conditions.

In the CMBOK post-award phase, acceptance criteria are critical for inspection, verification, and acceptance processes , ensuring

that deliverables meet contractual expectations before payment or project closure. Properly defined acceptance criteria enhance accountability, improve quality assurance, and contribute to successful contract outcomes.

NEW QUESTION # 92

The solicitation specifications and statement of work contain:

- **A. Technical requirements**
- B. Administrative requirements
- C. Company policy
- D. Pricing contracts

Answer: A

NEW QUESTION # 93

Time and Material contracts typically involve higher levels of risks for sellers.

- A. True
- **B. False**

Answer: B

NEW QUESTION # 94

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