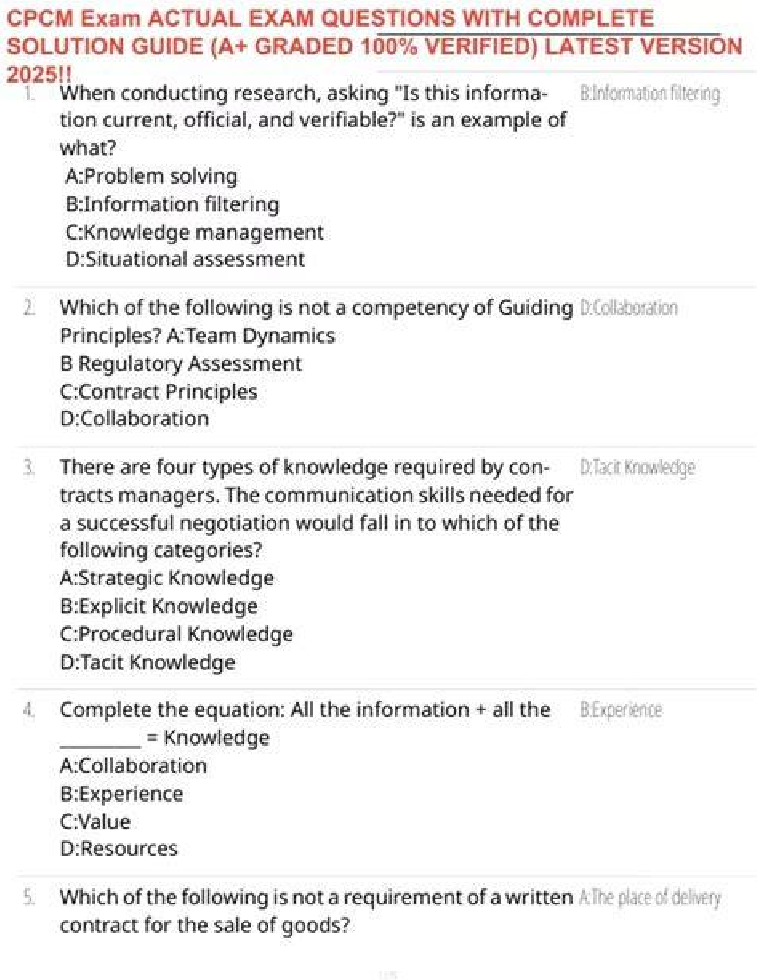
CPCM Latest Test Vce, Latest CPCM Study Guide



CPCM Exam ACTUAL EXAM QUESTIONS WITH COMPLETE SOLUTION GUIDE (A+ GRADED 100% VERIFIED) LATEST VERSION 2025!!

1.	When conducting research, asking "Is this information current, official, and verifiable?" is an example of what? A:Problem solving B:Information filtering C:Knowledge management D:Situational assessment	B:Information filtering
2.	Which of the following is not a competency of Guiding Principles? A:Team Dynamics B Regulatory Assessment C:Contract Principles D:Collaboration	D:Collaboration
3.	There are four types of knowledge required by contracts managers. The communication skills needed for a successful negotiation would fall in to which of the following categories? A:Strategic Knowledge B:Explicit Knowledge C:Procedural Knowledge D:Tacit Knowledge	D:Tacit Knowledge
4.	Complete the equation: All the information + all the ________ = Knowledge A:Collaboration B:Experience C:Value D:Resources	B:Experience
5.	Which of the following is not a requirement of a written contract for the sale of goods?	A:The place of delivery

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NCMA CPCM (Certified Professional Contracts Manager) Exam is a professional certification offered by the National Contract Management Association (NCMA) for individuals who wish to demonstrate their expertise in contracts management. The CPCM Certification is widely recognized in the industry as a mark of excellence in the field of contract management, and is highly sought after by employers seeking qualified candidates to fill contracts management roles.

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In this Desktop-based NCMA CPCM practice exam software, you will enjoy the opportunity to self-exam your preparation. The chance to customize the NCMA CPCM practice exams according to the time and types of NCMA CPCM practice test questions will contribute to your ease. This format operates only on Windows-based devices. But what is helpful is that it functions without an active internet connection. It copies the exact pattern and style of the real NCMA CPCM Exam to make your preparation productive and relevant.

The CPCM Certification Exam covers several topics, including contract management, acquisition planning, solicitation, source selection, negotiation, contract administration, and contract closeout. CPCM exam consists of 180 multiple-choice questions, which must be completed within four hours. Candidates must score a minimum of 70% to pass the exam.

The CPCM exam consists of 180 multiple-choice questions and candidates have four hours to complete the exam. It is a challenging exam that requires a thorough understanding of contract management concepts and principles. Certified Professional Contracts Manager certification is recognized by both government and private sector organizations and is a valuable credential for individuals seeking career advancement in contract management. Additionally, maintaining the certification requires ongoing professional development, ensuring that CPCM-certified professionals stay up-to-date with the latest industry trends and best practices.

NCMA Certified Professional Contracts Manager Sample Questions (Q87-Q92):

NEW QUESTION # 87
Scenario 4.0:
The buyer intended to change the pricing structure for a contract for garbage collection services at one of its facilities. Previously, the contract included contract line items priced on a "per-ton" basis, along with overhead line items covering the contractor's variable costs. The buyer intended to issue a solicitation that eliminated the overhead line items, thus requiring all costs to be included in a "price-per-ton" pricing method.
Prior to issuing a solicitation, the buyer conducted market research to determine whether it was customary industry practice to price garbage collection services based on the weight of the garbage collected. This market research included three parts:
* Reviewing refuse contracts at three other locations;
* Posting a notice to potential sellers asking for feedback on the proposed structure, to which the buyer received seven responses- four of which suggested a monthly line-item structure, which would include variable costs and not be on a "per-ton" basis, since these four respondents indicated that a "per-ton" pricing structure was not a "customary commercial practice," and three had no comment about the line-item structure; and
* Obtaining "historical market research" that had been performed during the previous year by personnel at another buyer location, consisting of talking to a sales representative from a waste removal company who indicated that his company used a "per-ton" pricing structure that was a "practical method of pricing for trash removal services." Following this market research, the buyer determined that it was "in the buyer's best interest" to utilize the
"per-ton" approach and that it was a "customary commercial practice."
A solicitation was issued requiring offerors to submit fixed prices on a per-ton basis for several line items, for which the solicitation provided estimated quantities. The buyer removed the line items for overhead costs that had been present in the prior contract for waste removal. Instead, the new solicitation required offerors to submit prices that reflected "all fixed and variable costs" on a per-ton basis and only permitted the seller "to invoice on tonnage collected." The resulting statement of work indicated that the seller was required to provide all items necessary to perform the required services, including personnel, equipment, supplies, facilities, materials, and supervision.
Question:
The new contract structure, in which all costs were to be included in the "per-ton" price, shifted more risk to which party?

- A. The seller, because the tonnage of waste collected may not be sufficient to cover variable costs that are not dependent upon the weight of waste collected.
- B. The buyer, because the seller could inflate its costs in the fixed "per-ton" price.
- C. The buyer, because the tonnage of waste collected could vary, making it difficult to predict the costs.
- D. The seller, because its variable costs can be tied directly to the tonnage of waste collected.

Answer: A

Explanation:
The correct answer is C because the revised pricing arrangement transfers greater performance and cost- recovery risk to the seller .
In the original structure, the contract contained separate overhead line items, which allowed the seller to recover certain costs that may exist regardless of the actual amount of waste collected. Under the new structure, those overhead items were removed, and the seller was required to include all fixed and variable costs in a single per-ton price while being permitted to invoice only for actual tonnage collected .
This means that if the estimated tonnage is not realized, the seller may be unable to recover costs that do not vary directly with weight, such as labor availability, trucks, equipment readiness, supervision, facilities, dispatching, and other standing operating expenses. In CMBOK terms, this is a pre-award pricing and risk- allocation issue . The buyer's solicitation structure determines which party bears the uncertainty associated with volume fluctuations and cost absorption.
Option A is incorrect because a seller's risk-based pricing response does not itself mean the buyer has assumed more contractual risk. Option B is incomplete because while the buyer's total spend may fluctuate with tonnage, the more significant contractual burden is on the seller's ability to recover non-tonnage- dependent costs. Option D is incorrect because the issue is not that costs are tied directly to tonnage, but that many relevant costs are not directly tied to tonnage.

NEW QUESTION # 88
Which of the following solicitation tools is normally used for two-step sealed bidding?

- A. Request for quotations (RFQ)
- B. Request for technical proposals (RFTP)
- C. Invitation for bids (IFB)
- D. Request for proposal (RFP)

Answer: C

Explanation:
The correct answer is A (Invitation for Bids - IFB) because two-step sealed bidding is a specialized procurement method that still fundamentally relies on the sealed bidding process , where the IFB is the primary solicitation instrument. In NCMA CMBOK-aligned practices, two-step sealed bidding is used when requirements are not sufficiently defined to permit full and open competition through a single-step IFB, but where award will ultimately be based on price competition.
In Step One , the buyer issues a request for technical proposals (sometimes informally referred to as an RFTP), where suppliers submit unpriced technical proposals. These proposals are evaluated strictly on technical acceptability without considering cost. This step helps clarify requirements and ensures that only technically qualified bidders proceed.
In Step Two , those suppliers whose technical proposals are deemed acceptable are invited to submit sealed price bids through an Invitation for Bids (IFB) . The contract is then awarded to the lowest responsive and responsible bidder, consistent with sealed bidding principles.
Option B (RFP) is used in negotiated procurements where discussions and trade-offs are allowed, not in sealed bidding. Option C (RFTP) is part of Step One but is not the primary solicitation tool governing the overall two-step sealed bidding method. Option D (RFQ) is typically used for simplified acquisitions and price quotations.
Therefore, the correct and recognized solicitation tool associated with two-step sealed bidding is the IFB .

NEW QUESTION # 89
Who is less likely to change or cancel the contract and therefore represents a lower risk?

- A. Committed Seller
- B. Committed Buyer
- C. None of the above
- D. Assigned personnel

Answer: B

Explanation:
Explanation/Reference:

NEW QUESTION # 90
The seller is responsible for risk of loss or damage occurring before delivery to the buyer in which of the following?

- A. Free on board origin (FOB origin)
- B. Report of shipment (REPSHIP)
- C. Government transportation system (GTS)
- D. Free on board destination (FOB destination)

Answer: D

Explanation:
The correct answer is D (Free on board destination, FOB destination) because, under NCMA CMBOK principles and standard commercial terms, risk of loss remains with the seller until the goods are delivered to the buyer's specified destination . This means the seller is responsible for any loss, damage, or deterioration of the goods during transit and up to the point of delivery and acceptance by the buyer.
In an FOB destination arrangement, the seller retains ownership and liability throughout the shipping process. The seller must ensure proper packaging, handling, transportation, and delivery. Risk transfers to the buyer only after the goods are successfully delivered at the agreed destination.
Option A (FOB origin) is the opposite scenario, where risk transfers to the buyer as soon as the goods are shipped or handed over

to the carrier at the point of origin. Options B (REPSHIP) and C (GTS) refer to administrative or transportation systems rather than contractual risk allocation terms.
CMBOK emphasizes that clearly defining delivery terms and risk of loss is critical in the post-award phase to avoid disputes and ensure accountability. Understanding FOB terms helps contract managers properly allocate risk, manage logistics, and protect organizational interests throughout contract performance and delivery.

NEW QUESTION # 91
A __________ is a phrase that either activates or suspends a term in a contract.

- A. Condition
- B. Standard
- C. Statement
- D. Law

Answer: A

NEW QUESTION # 92
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