

# Mock TM3 Exam, TM3 Reliable Torrent

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## TM3: CUSTOMS VALUATION SYSTEM

**GENERAL INSTRUCTIONS:** Read and analyze each item carefully. Answer the given items by providing the necessary information asked for. Use black ball point pen only. A blank paper is provided for your solution.

### PART I: Provide the correct answer.

1. As an exporter you were asked by importer "A" to quote for an export order to be shipped by air. "A" said he will pick up the order from your warehouse and he will be responsible for export customs clearance. What is the term of purchase?

Answer: EXW

2. It is a term of purchase where the seller pays for the freight and insurance and the responsibility of the seller is to deliver the goods to the plane's terminal at the country of exportation.

Answer: CIP

3. What is the proper way of invoicing an import order where the exporter shall be responsible for the payment of freight and marine insurance and the manner of shipment is by sea only?

Answer: CIF

4. You were asked by buyer "A" to quote for an export order to be shipped by air. "A" said he will pick up the order from your warehouse and will be responsible for export customs clearance. What is the term of purchase?

Answer: EXW

5. What is the proper term where the seller delivers the ordered goods to a carrier and pays for the air freight?

Answer: CPT

### Part II. Read and analyze the problem. Encircle the correct answer.

1. Seller in Tacurong City delivered the goods to carrier's warehouse in Davao. Bill of lading shows freight charges as "FRT COLLECT" and will be paid by importer upon arrival of goods in Nagoya.

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## BCS TM3 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Managing the Team: This section addresses the role of Test Leads in analyzing team needs, identifying required skills, and coordinating efforts using a whole-team approach. Candidates are expected to understand how to align team capabilities with project goals and ensure effective collaboration. The syllabus highlights techniques for team management, resource allocation, and fostering continuous improvement through retrospectives and knowledge sharing to optimize testing performance.</li></ul>

Topic 2	<ul style="list-style-type: none"> <li>Managing the Product: This section emphasizes understanding and managing the product under test, focusing on controlling and assessing testing activities. It covers test metrics, reporting, and defect management across sequential, Agile, and hybrid environments. Candidates should be able to select and apply appropriate test estimation techniques and establish defect workflows suited to the project context. The syllabus also includes preparing business cases for testing activities that justify costs, benefits, and the value of testing within the overall project.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>Managing the Test Activities: This section focuses on the role of Test Managers and how testing is planned, monitored, controlled, and completed across different software development contexts. It covers the overall test process, including defining test plans, tracking progress, and ensuring proper closure. Candidates are expected to understand how testing fits within various lifecycle models, test levels, and types, while engaging stakeholders effectively. The syllabus emphasizes risk-based testing to identify quality risks, assess impacts, and select suitable mitigation activities. It also highlights formulating project-level test strategies, selecting appropriate test approaches, setting measurable objectives, and improving processes through models like IDEAL. Additionally, candidates should be able to evaluate and introduce test tools based on business needs, risks, and return on investment.</li> </ul>

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## BCS ISTQB Certified Tester Advanced Level - Test Management v3.0 Sample Questions (Q43-Q48):

### NEW QUESTION # 43

Test control uses the information from test monitoring to provide guidance and take corrective action when required. Which of the following is not a possible test control action?

- A. Checking the fulfilment of the exit criteria
- B. Re-prioritisation of test cases
- C. Adding new resources
- D. Adjusting the test schedule

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of ISTQB Certified Tester Advanced Level - Test Manager v3.0 syllabus:

The syllabus distinguishes test monitoring (collecting/assessing status information, e.g., progress vs plan, exit criteria status) from test control (taking corrective actions based on monitoring). Control actions include re-prioritising tests, adjusting schedules, and adding resources to address variances and risks. Checking the fulfilment of exit criteria is monitoring activity (status assessment), not a control action.

(Reference: CTAL-TM v3.0 - Test Planning, Monitoring, and Control: differences between monitoring (status, metrics, exit criteria checks) and control (reprioritisation, rescheduling, resource adjustments, scope changes).)

### NEW QUESTION # 44

During which test planning task are the test design techniques to be applied during the project, identified and selected?

- A. Identify risk treatment approaches
- B. Establish test plan
- C. Understand the context and organise test planning
- D. Define test approach, and estimate and allocate resources

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of ISTQB Certified Tester Advanced Level - Test Manager v3.0 syllabus:

In the Test Planning activities of the CTAL-TM v3.0 syllabus (Chapter 3), the selection of test design techniques is part of defining the test approach. The syllabus describes that when the test manager defines the test approach, they determine how testing will be performed, including the test design techniques to be used, and align resources and estimates accordingly.

The earlier tasks in planning set the stage (understanding context and organization) and address risk treatment choices, while the establish test plan task documents and baselines the already chosen approach and decisions.

Why the other options are incorrect:

A). Understand the context and organise test planning- This task focuses on analyzing the test context, stakeholders, constraints, and organizational aspects to prepare for planning; it does not yet select specific test design techniques.

B). Identify risk treatment approaches- This task deals with how risks will be addressed (e.g., through mitigation, contingency, or targeted testing focus); it informs priorities but does not itself select test design techniques.

D). Establish test plan- This task records and baselines the plan (including approach and techniques already chosen). The selection of techniques has already occurred when defining the approach.

References (ISTQB Certified Tester Advanced Level - Test Manager v3.0 syllabus):

Chapter 3: Test Planning, Monitoring, and Control- subsection describing test planning tasks and the activity to define the test approach (which includes selecting test design techniques), followed by estimation/resource allocation and subsequent establishment of the test plan.

#### NEW QUESTION # 45

Management is sceptical regarding the budget request (€25,000) for the next testing project. You are asked for a cost-benefit calculation. Based on historical data from several projects, you have come up with the following numbers:

Average prevention cost per defect: €200

Average cost of detection per defect: €400

Average cost of internal failure: €150

Average cost of external failure: €2,500

Expected number of defects to be found in this project during testing: 50 What is the result for the expected cost-benefit calculation for the upcoming project?

- A. €87,500
- B. €72,500
- C. €92,500
- D. €62,500

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of ISTQB Certified Tester Advanced Level - Test Manager v3.0 syllabus:

Per the syllabus, when building a business case using the cost of quality model, compare the avoided external failure costs with the sum of relevant pre-release costs (prevention, detection/appraisal, and internal failure). For

50 expected defects found in testing:

Avoided external failure cost =  $50 \times €2,500 = €125,000$

Pre-release costs per defect = €200 (prevention) + €400 (detection) + €150 (internal failure) = €750 Total pre-release costs =  $50 \times €750 = €37,500$

Net benefit (cost-benefit) =  $€125,000 - €37,500 = €87,500$  This computation follows the syllabus' guidance to quantify both costs (prevention, detection, internal failure) and benefits (external failures avoided) to demonstrate the economic value of testing.

#### NEW QUESTION # 46

For which type of testing would a test manager be involved with establishing benchmarks?

- A. Non-Functional Testing
- B. White-box Testing
- C. Functional Testing
- D. Testing Black-box

**Answer: A**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of ISTQB Certified Tester Advanced Level - Test Manager v3.0 syllabus:

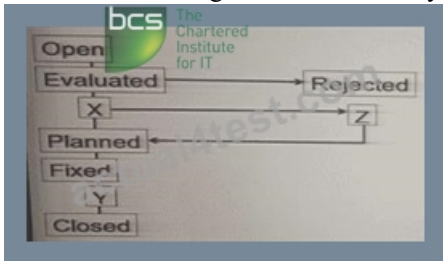
Within Test Planning (Chapter: Test Planning, Monitoring, and Control), the syllabus describes that the test manager defines the test approach for non-functional quality characteristics (e.g., performance, load, scalability, reliability). For these, the test manager often sets or references benchmarks/baselines and success criteria (e.g., response-time thresholds, throughput targets) to evaluate system behavior under specified conditions. Establishing and using benchmarks is a hallmark of non-functional testing, particularly performance testing.

(Reference: CTAL-TM v3.0 Syllabus - Chapter "Test Planning, Monitoring, and Control", subsections on defining the test approach for non-functional testing and specifying success criteria/benchmarks.)

#### NEW QUESTION # 47

The diagram below shows an incomplete defect management process, where three states (states X, Y and Z) have yet to be named appropriately.

Which of the following labels would correctly complete the process?



- A. X: Accepted, Y: Tested, Z: Deferred.
- B. X: Accepted, Y: Reviewed, Z: Duplicate.
- C. X: Approved, Y: Reviewed, Z: Deferred.
- D. X: In Progress, Y: Verified, Z: Terminated.

**Answer: A**

Explanation:

According to the ISTQB Certified Tester Advanced Level - Test Manager v3.0 syllabus (Chapter 2: Test Management in the Organization), the defect management process defines how defects are handled from discovery to closure, ensuring traceability and communication between testing and development.

"The defect management process defines the states a defect may have during its lifetime, including identification, evaluation, correction, re-testing (confirmation testing), and closure." (ISTQB CTAL-TM v3.0 Syllabus, Chapter 2 - Defect Management Process) In the standard ISTQB defect workflow:

After evaluation, a defect can either be:

Rejected (e.g., not a defect, duplicate, or out of scope), or

Accepted (X) - meaning it is confirmed as a valid defect and will be corrected.

Once accepted, the defect is planned for correction and fixed by development.

After being fixed, it must be tested (Y) - also referred to as confirmation testing or retesting.

Some evaluated defects may be deferred (Z) - postponed for future releases.

Thus, the correct states are:

X = Accepted (defect confirmed as valid and correction planned)

Y = Tested (confirmation testing after the fix)

Z = Deferred (postponed correction)

This sequence aligns directly with the ISTQB-defined defect management lifecycle, which includes transitions between open, evaluated, accepted (planned/fixed/tested), and closed, as well as possible rejected or deferred branches.

References (from ISTQB Certified Tester Advanced Level - Test Manager v3.0 Syllabus):

Chapter 2: Test Management in the Organization

Section: Defect Management Process

Describes the defect states, including open, evaluated, accepted, planned, fixed, tested (retested), closed, and alternate states such as rejected or deferred.

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