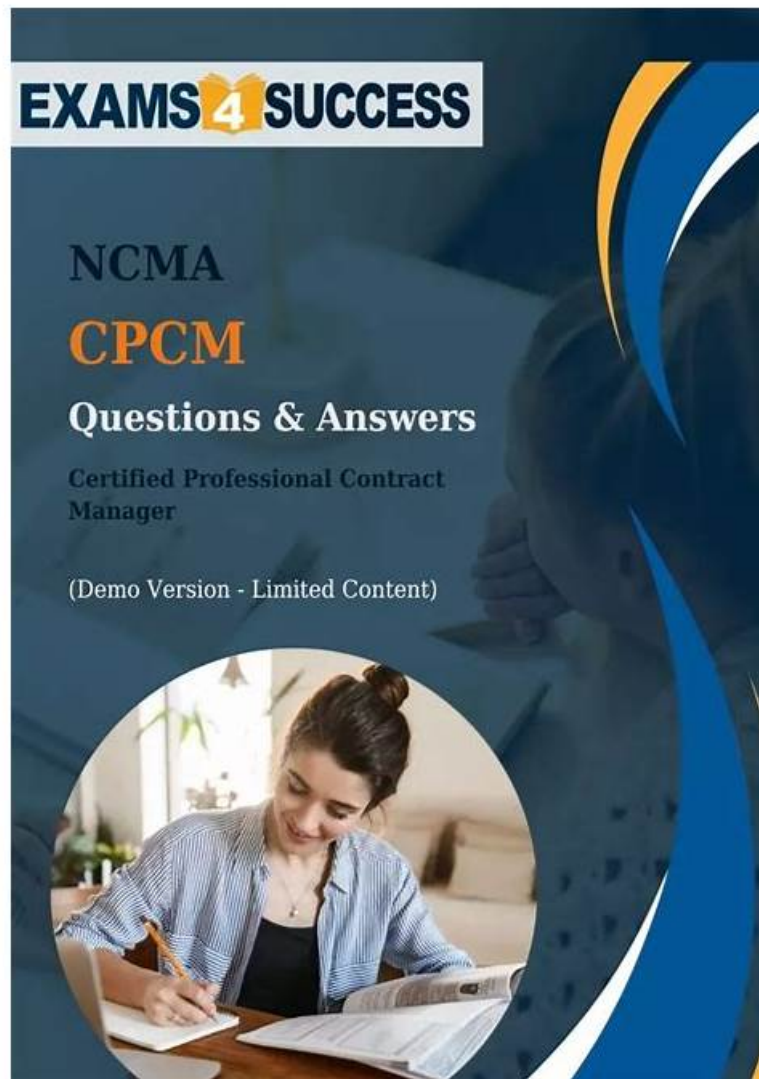


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## NCMA Certified Professional Contracts Manager Sample Questions (Q84-Q89):

### NEW QUESTION # 84

Which of the following is the type of termination?

- A. termination for cause
- B. termination by mutual agreement
- C. no-cost settlement
- D. All of the above

**Answer: D**

### NEW QUESTION # 85

In addition to the receipt and acceptance of all goods and services, which of the following is typically part of the contract closeout process?

- A. Sign Non-Disclosure Agreements
- B. Return or disposal of buyer furnished property
- C. Post-Award Meeting
- D. Acceptance Testing

**Answer: B**

Explanation:

The correct answer is D because, according to NCMA CMBOK principles, contract closeout includes the final disposition of all contract-related assets, including buyer-furnished property (BFP). Once performance is complete and deliverables are accepted, the contract manager must ensure that any property provided to the contractor is properly returned, transferred, or disposed of in accordance with contractual terms and regulatory requirements.

CMBOK emphasizes that closeout is not limited to confirming delivery and acceptance; it also involves administrative and logistical completion activities. These include reconciling property records, ensuring all government or buyer-owned assets are accounted for, and formally documenting their disposition. Failure to properly manage BFP during closeout can result in compliance issues, financial discrepancies, or audit findings.

Option A (Acceptance Testing) occurs earlier during performance to verify deliverables before acceptance.

Option B (Non-Disclosure Agreements) is typically executed during pre-award or early performance phases to protect sensitive information. Option C (Post-Award Meeting) occurs shortly after contract award to align expectations and processes.

Thus, consistent with CMBOK post-award and closeout domain practices, property disposition is a key and required element of contract closeout, ensuring that all contractual obligations-both performance and administrative-are fully satisfied.

### NEW QUESTION # 86

The contract management team must be able to \_\_\_\_\_.

- A. negotiate meaningful contract terms and conditions while meeting customer needs
- B. know how seemingly independent contract actions impact each other now and in the future
- C. conduct meaningful collaboration in order to make accurate and timely decisions while solving complex contracting problems and forming an effective contract relationship
- D. shape requirements to align with the organization's vision, mission, and strategic goals

**Answer: C**

Explanation:

The correct answer is C (conduct meaningful collaboration in order to make accurate and timely decisions while solving complex contracting problems and forming an effective contract relationship) because, within the NCMA Contract Management Body of Knowledge (CMBOK), collaboration is a core leadership and management competency essential for successful contract management.

Contract management is inherently a cross-functional activity, requiring coordination among stakeholders such as legal, finance, technical teams, suppliers, and customers. Effective collaboration ensures that diverse perspectives are integrated, enabling better decision-making and problem-solving. This is particularly important in complex contracting environments where issues such as risk allocation, performance challenges, and stakeholder expectations must be addressed collectively.

Meaningful collaboration also supports the development of strong contract relationships, which are critical for achieving desired outcomes throughout the contract lifecycle. It enhances communication, builds trust, and reduces the likelihood of disputes.

Option B focuses on strategic alignment, Option C emphasizes negotiation, and Option D highlights systems thinking—all important competencies, but none capture the central, team-based capability described in the question as comprehensively as collaboration. CMBOK emphasizes that high-performing contract management teams must be able to collaborate effectively to drive timely, informed decisions, resolve complex issues, and deliver value, making Option A the most accurate and complete answer.

#### NEW QUESTION # 87

\_\_\_\_\_ requires the party that breached the contract to complete performance under court order.

- A. Judicial enforcement
- B. Punitive performance
- C. Delayed enforcement
- D. Specific performance

**Answer: D**

Explanation:

The correct answer is B (Specific performance) because, according to NCMA Contract Management Body of Knowledge (CMBOK) and established legal principles, specific performance is an equitable remedy that compels a breaching party to fulfill its contractual obligations as originally agreed, rather than simply paying monetary damages.

This remedy is typically applied when monetary compensation is inadequate, such as in contracts involving unique goods, specialized services, or real property, where substitute performance is not readily available. In such cases, a court may order the breaching party to perform exactly as specified in the contract.

Option A (delayed enforcement) is not a recognized legal remedy. Option C (judicial enforcement) is a broad term that does not specifically describe this remedy. Option D (punitive performance) is not a valid legal concept in contract law.

CMBOK emphasizes that, in the post-award phase, contract managers must understand available remedies for breach, including both legal remedies (damages) and equitable remedies (such as specific performance). While specific performance is less common than monetary damages, it is critical in situations where performance itself is the primary value of the contract.

Understanding when specific performance may be applied helps contract managers better assess risk, enforceability, and dispute resolution strategies in contract administration.

#### NEW QUESTION # 88

Revenue from rendering services is recognized when \_\_\_\_\_.

- A. services are completed and billed
- B. the contract is signed
- C. a contract specifies revenue should be recognized
- D. a prime contractor pays a subcontractor

**Answer: A**

Explanation:

The correct answer is D (services are completed and billed) because, under standard accounting principles reflected in the NCMA Contract Management Body of Knowledge (CMBOK), revenue recognition follows the accrual basis of accounting, which requires that revenue be recognized when it is earned and realizable, not merely when a contract is signed or cash is received.

For service-based contracts, revenue is considered earned when the services have been performed in accordance with the contract requirements. Billing typically accompanies or follows completion, providing evidence that the service obligation has been fulfilled and that payment is due. This ensures that financial statements accurately reflect actual performance rather than anticipated or incomplete work.

Option A is incorrect because while contracts may include terms related to payment, they do not override standard revenue recognition principles. Option B relates to internal payment flow and does not determine when revenue is recognized. Option C (the contract is signed) represents agreement formation, not performance or earning of revenue.

CMBOK emphasizes the importance of accurate financial reporting and performance measurement.

Recognizing revenue only when services are completed ensures transparency, supports proper cost and performance tracking, and

aligns financial outcomes with actual contract execution.

## NEW QUESTION # 89

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