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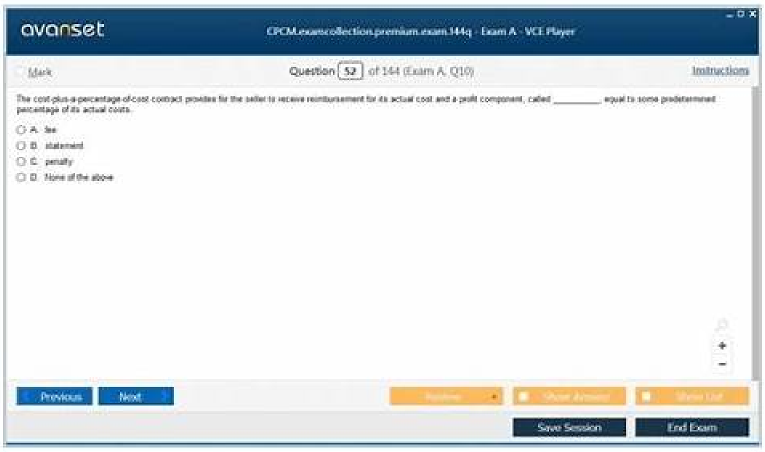

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Preparing for the CPCM certification exam requires a significant amount of study and preparation. NCMA offers a CPCM exam preparation course that covers all the exam topics in detail. Additionally, there are many other resources available to help individuals prepare for the exam, including study guides, practice exams, and online forums where individuals can ask questions and discuss topics with other CPCM candidates.

NCMA CPCM (Certified Professional Contracts Manager) exam is a certification program designed for professionals who want to demonstrate their expertise in contract management. Certified Professional Contracts Manager certification is recognized globally and is highly valued by employers in both the public and private sectors. The NCMA CPCM Certification program tests the candidates' skills in areas such as contract planning, administration, and closeout. It also covers the legal aspects of contract management, procurement, and negotiation.

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CPCM Test Testking, New CPCM Exam Question

Over the past few years, we have gathered hundreds of industry experts, defeated countless difficulties, and finally formed a complete learning product - CPCM test answers, which are tailor-made for students who want to obtain NCMA certificates. According to statistics, by far, our CPCM Guide Torrent hasachieved a high pass rate of 98% to 99%, which exceeds all others to a considerable extent. At the same time, there are specialized staffs to check whether the Certified Professional Contracts Manager test torrent is updated every day.

The Certified Professional Contracts Manager (CPCM) exam is a certification program designed to recognize professionals who have achieved a high level of expertise in the field of contract management. The National Contract Management Association (NCMA) administers the CPCM exam, and it is considered the most prestigious certification for contract management professionals. The CPCM Certification is a valuable asset for professionals seeking to advance their careers and demonstrate their knowledge and skills in the field of contract management.

NCMA Certified Professional Contracts Manager Sample Questions (Q169-Q174):

NEW QUESTION # 169
Each agreement made during the negotiation process should __________.

- A. involve concessions for both sides
- B. be documented

- C. be part of fact-finding
- D. be "win-win"

Answer: B

Explanation:
The correct answer is B (be documented) because, according to NCMA CMBOK, documentation of agreements reached during negotiations is essential to ensure clarity, enforceability, and alignment between the parties. Proper documentation creates a clear record of what has been agreed upon, reducing the risk of misunderstandings, disputes, or conflicting interpretations later in the contract lifecycle.
During negotiations in the award phase , multiple agreements may be reached on pricing, technical requirements, delivery schedules, terms and conditions, and risk allocation. CMBOK emphasizes that these agreements must be accurately recorded and incorporated into the final contract or supporting documentation, such as memoranda of negotiation or contract files. This ensures that all negotiated terms are traceable and auditable.
Option A (win-win) reflects a desirable negotiation outcome but is not a requirement for each individual agreement. Option C (involve concessions) may occur but is not mandatory for every agreement. Option D (fact-finding) is part of the negotiation process but does not define how agreements should be handled.
CMBOK highlights that effective documentation supports contract clarity, compliance, and successful post- award administration , ensuring that negotiated outcomes are properly implemented and enforced throughout contract performance.

NEW QUESTION # 170
In presale activity, what is the tool used to convert determination of customer needs input into customer-focused sales plan output?

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

Answer: C

NEW QUESTION # 171
A combination of procedures and physical security used to avoid potential, real, or perceived conflicts of interest from affecting the business activities of either party is called a __________.

- A. firewall
- B. divestiture
- C. work-switch
- D. portfolio

Answer: A

Explanation:
The correct answer is B (firewall) because, within the NCMA Contract Management Body of Knowledge (CMBOK), a firewall refers to a structured set of procedures, controls, and physical or organizational barriers implemented to prevent conflicts of interest from influencing business decisions or contract performance.
These safeguards are particularly important when an organization has multiple roles or relationships that could create actual or perceived bias.
A firewall may include measures such as separating teams, restricting access to sensitive information, implementing confidentiality agreements, and establishing independent reporting lines . These controls ensure that information is not improperly shared and that decision-making remains objective and fair. Firewalls are commonly used to mitigate organizational conflicts of interest (OCI) and maintain integrity in procurement and contract execution.
Option A (portfolio) refers to a collection of projects or contracts and is unrelated to conflict mitigation.
Option C (divestiture) involves selling off assets or business units to eliminate conflicts but is not the procedural safeguard described. Option D (work-switch) is not a standard CMBOK term.
CMBOK emphasizes the importance of proactively managing conflicts of interest to ensure fair competition, transparency, and ethical conduct . Firewalls are a key tool in achieving these objectives, protecting both the organization and stakeholders from compromised decision-making.

NEW QUESTION # 172
What type of competition exists when many small companies produce identical goods/services and no one company can influence the market?

- A. oligopolistic competition
- B. proper competition
- C. polyopolistic competition
- D. perfect competition

Answer: D

Explanation:
The correct answer is D (perfect competition) because, within economic principles referenced in the NCMA Contract Management Body of Knowledge (CMBOK), perfect competition describes a market structure where many small firms produce identical or homogeneous products , and no single firm has the power to influence market prices.
In a perfectly competitive market, all firms are considered price takers , meaning prices are determined entirely by the forces of supply and demand. Key characteristics include a large number of buyers and sellers, identical products, free entry and exit from the market, and complete information availability. Because products are indistinguishable, buyers have no preference for one seller over another, and competition is based purely on price.
This concept is important in contract management, particularly during market research and pricing analysis , as it helps contract managers understand how competitive pressures influence pricing strategies. In such markets, prices tend to stabilize at equilibrium levels, and profit margins are often minimal due to high competition.
Option A (oligopolistic competition) involves a few dominant firms that can influence market prices. Option B (polyopolistic) is not a standard economic term. Option C (proper competition) is also not a recognized concept.
Thus, perfect competition accurately describes a market with many small firms and no individual market control, aligning with CMBOK economic principles.

NEW QUESTION # 173
A __________ incentive is included when receiving the goods or services faster is important to the buyer.

- A. cost
- B. quality
- C. delivery
- D. performance

Answer: C

Explanation:
The correct answer is C (delivery) because, in NCMA CMBOK-aligned contract management practices, a delivery incentive is specifically used to encourage early or timely completion of goods or services. When a buyer places high value on accelerated delivery-such as in time-sensitive projects, critical supply needs, or operational urgency-a delivery incentive motivates the seller to meet or exceed schedule requirements.
During the Pre-Award phase , contract managers design incentive structures to align contractor behavior with buyer objectives. Incentives may target different aspects of performance, including cost, technical performance, quality, or schedule. A delivery (schedule) incentive directly ties financial rewards (or penalties) to how quickly the contractor completes the work relative to agreed timelines. For example, early completion bonuses or liquidated damages for delays are common mechanisms.
Option A (performance) is broader and relates to overall technical or functional achievement, not specifically speed. Option B (quality) focuses on meeting or exceeding specified standards, which may not impact delivery timing. Option D (cost) relates to controlling or reducing expenses, rather than accelerating delivery.
Thus, when the buyer's priority is receiving goods or services faster, the appropriate contractual tool under CMBOK principles is a delivery incentive , ensuring that schedule performance is properly emphasized and contractually enforced.

NEW QUESTION # 174
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