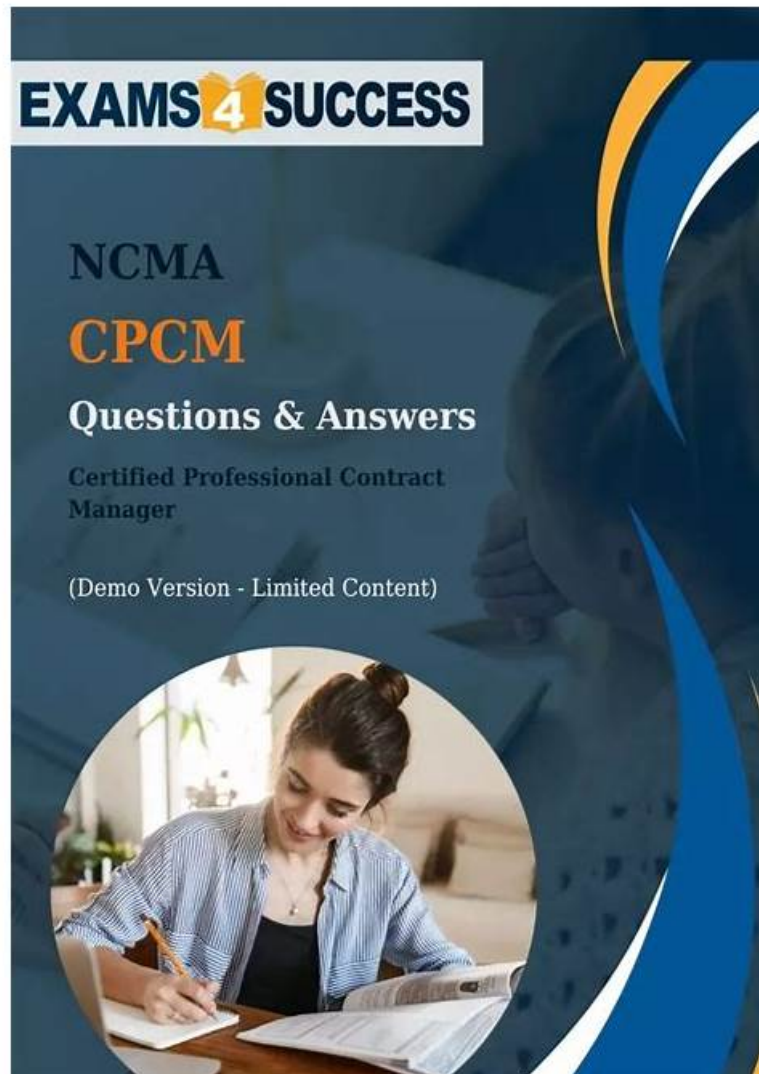


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## NCMA Certified Professional Contracts Manager Sample Questions (Q53-Q58):

### NEW QUESTION # 53

During which stage of development, the leadership's involvement and support is critical because it is during this stage that program management's effect on the business is evaluated?

- A. professionalizing
- **B. Awakening**
- C. enterprising
- D. implementing

**Answer: B**

### NEW QUESTION # 54

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

**Answer: A**

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 # 55

Quality assurance can be \_\_\_\_\_.

- **A. implied or prescribed**
- B. objective or subjective
- C. mandatory or optional
- D. negotiated

**Answer: A**

Explanation:

The correct answer is B (implied or prescribed) because, according to NCMA Contract Management Body of Knowledge (CMBOK), quality assurance (QA) requirements in a contract can either be explicitly defined (prescribed) or implicitly understood (implied) based on the nature of the work, industry standards, and contractual expectations.

Prescribed quality assurance refers to clearly stated requirements within the contract, such as inspection procedures, testing standards, quality control systems, and compliance with specific regulations (e.g., ISO standards). These requirements are formally documented and enforceable.

Implied quality assurance, on the other hand, arises from customary commercial practices, professional standards, or legal

expectations . Even if not explicitly written in the contract, sellers are generally expected to provide goods and services that meet acceptable quality levels and are fit for their intended purpose.

Option A (negotiated) is incorrect because QA requirements are typically established in the contract rather than negotiated as a general classification. Option C (objective or subjective) does not accurately describe QA in CMBOK terms. Option D (mandatory or optional) is misleading, as QA is inherently required to ensure contract performance.

CMBOK emphasizes that understanding both implied and prescribed quality assurance is critical in the post- award phase , ensuring that performance meets contractual and industry standards while minimizing risk and ensuring customer satisfaction.

#### NEW QUESTION # 56

\_\_\_\_\_ is the time it takes from when a requirement is determined, a solicitation is issued, bids/proposals are received and evaluated, a contract is awarded and quality products, services and/or solutions are provided to the buyer

- A. Coordinated Acquisition Time
- **B. Procurement Acquisition Lead Time**
- C. Customized Solution Time
- D. Procurement Advancement Time

**Answer: B**

#### NEW QUESTION # 57

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

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

**Answer: A**

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 # 58

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