

# TM3 New Exam Camp | Exam TM3 Exercise

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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 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>
Topic 2	<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 3	<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>

## BCS ISTQB Certified Tester Advanced Level - Test Management v3.0 Sample Questions (Q19-Q24):

### NEW QUESTION # 19

You are a test manager managing a test team and working at a government agency. The test team is responsible for performing the system test. Senior management has been provided with the following test objective for a new project:

"The system should be of high quality."

Using the SMART goal methodology, which of the following statements would be appropriate as a revision to the defined test objective by management?

- A. The number of user issues reported in the first 3 months after going live shall be less than an average of 1 per week
- B. All defined requirements shall be implemented and function without problems
- C. At least three weeks of system testing shall be performed and no major defects will be outstanding before going live
- D. During component testing a statement coverage of 90% shall be achieved

### Answer: A

Explanation:

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

The syllabus requires that test objectives be SMART: Specific, Measurable, Achievable, Relevant, and Time-bound. Option C is specific ("user issues"), measurable ("< 1 per week"), achievable (depending on context), relevant to system quality in production, and time-bound ("first 3 months after going live").

A is not measurable ("...without problems" is vague).

B is partially SMART but uses ambiguous terms ("major defects") and focuses on elapsed time rather than quality outcomes.

References: ISTQB CTAL-TM v3.0 Syllabus-Chapter 3 (Test Planning: defining measurable test objectives and SMART criteria; aligning objectives to levels and stakeholders).

## NEW QUESTION # 20

A company that sells an established capture-replay execution tool is adding a test management tool. Same team, same technology, incremental development (V-model per increment), known first-year features; later features driven by customer demand.

Which two of the following factors are most likely to influence the estimation technique that would be selected in this scenario?

- A. Estimation error
- B. Data availability
- C. Expert availability
- D. Time constraints
- E. Knowledge in modelling

**Answer: B,C**

Explanation:

According to the ISTQB Certified Tester Advanced Level - Test Manager v3.0 Syllabus (Chapter 3: Test Planning, Monitoring, and Control), the choice of test estimation technique depends on several influencing factors, including data availability, expert availability, and knowledge of historical information or models.

"The selection of a suitable estimation approach (metrics-based or expert-based) depends on factors such as the availability of relevant historical data, the availability of experts with appropriate experience, the time available to perform estimation, and the knowledge of applicable models." (ISTQB CTAL-TM v3.0 Syllabus, Chapter 3 - Test Planning, Section: Test Estimation) Analysis for this scenario:

\* The organization is adding a test management tool to an existing product using the same team and technology- implying availability of previous project data from similar development work. #Data availability (B) is a significant factor, enabling the use of metrics-based estimation.

\* The same experienced team is working on the project, meaning domain and technical experts are available. #Expert availability (C) also influences estimation and may support an expert-based estimation approach for new, customer-driven increments.

Therefore, the combination of data availability (B) and expert availability (C) most strongly influences the estimation technique to be applied in this scenario.

Why the Other Options Are Incorrect:

\* A. Estimation error- This is a result of estimation, not a factor influencing the choice of estimation technique.

\* D. Knowledge in modelling- While useful, modelling is not central to this specific context because data and experts are readily available.

\* E. Time constraints- Not highlighted as a limiting factor in this scenario; estimation can be planned adequately given the context.

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

\* Chapter 3: Test Planning, Monitoring, and Control

\* Section: Test Estimation

\* Lists influencing factors for selecting estimation techniques: availability of historical data, expert knowledge, applicable models, and time available for estimation.

## NEW QUESTION # 21

Which one of the following metrics is primarily used to measure the achievement of a test objective and reported in a test completion report?

- A. Actual versus planned estimation (in hours) for testing activities
- B. Code coverage
- C. Number of automated test cases versus planned automated test cases
- D. Accumulated number of resolved defects versus accumulated number of defects

**Answer: C**

Explanation:

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

The syllabus explains that test objectives are agreed during planning and achievement against these objectives is assessed and reported in test completion. A common objective is to automate a defined proportion of tests; the metric "number of automated test cases versus planned automated test cases" directly measures the degree to which that objective was achieved and is reported in completion.

A (code coverage) and C (defect trends) are valuable but are not inherently tied to a specific stated objective unless such a target was set (e.g., 80% branch coverage).

B is a monitoring metric (variance to plan) rather than a direct measure of objective achievement. (Reference: CTAL-TM v3.0 - Test Planning, Monitoring, and Control and Testing Process (Test Completion): defining measurable test objectives; reporting objective achievement in the test summary/completion report.)

### NEW QUESTION # 22

During a test process improvement initiative, defect information is gathered to perform defect cluster analysis. Which aspect is most likely being targeted for improvement?

- A. To minimise the costs associated with defects.
- B. To improve the defect removal efficiency.
- C. To reduce the total number of defects.
- D. **To better understand risk and focus testing as part of risk-based testing**

**Answer: D**

Explanation:

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

Defect clustering (e.g., Pareto-style concentration of defects in certain components) is used to inform risk-based testing so that testing can be prioritized and focused on the riskiest areas of the product. In the CTAL-TM v3 syllabus, the test manager uses defect data and trends to prioritize test effort, allocate test depth/techniques where risk is higher, and provide traceable justification in planning and control (Chapter 4: Risk-Based Testing and effort allocation; Chapter 3: Test Planning - using historical/defect data to shape the approach and focus).

### NEW QUESTION # 23

You have been contracted to manage the user acceptance testing of a new reservation system for a travel agency. The reservation system is being developed by a third party. Detailed specifications are available, and an estimate of the total development effort exists. The system will be delivered in four agreed increments.

Which of the following estimation techniques would be most appropriate to use in this context?

- A. Wide-band Delphi
- B. **Estimation based on ratios**
- C. Extrapolation
- D. Planning poker

**Answer: B**

Explanation:

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

The syllabus describes ratio-based estimation (e.g., estimating test effort as a proportion of known or estimated development effort) as appropriate when reliable development-effort data or estimates and clear scope are available. Here, detailed specifications exist, overall development effort is estimated, and increments are defined-conditions well-suited to ratio-based estimation.

Extrapolation requires comparable historical test data for this context.

Wide-band Delphi is useful when data is scarce and expert consensus is needed.

Planning poker is typically used by Agile development teams to size user stories, not for contracting UAT with a third party.

### NEW QUESTION # 24

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