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CPCM Pre-Award Practice Test | 50 Questions and Answers 100% Correct | 2023-2024

What are government Purchase cards used for? - Answer As the method of contracting for transactions under the Simplified Acquisition Threshold

An acquisition of an IT system is divided into several smaller acquisitions increments that provide an opportunity for subsequent increments to take advantage of advances in technology or respond to changing needs. This is an example of what? - Answer Modular Contracting

the Reynard-Mandrake Group provides physical security to a Centers for Disease Control laboratory housing biohazardous material. Because different materials are frequently moved in and out of the laboratory, Reynard-Mandrake's costs include not only the wages of the guards, but also constant retraining of the guards it employs in safe practices around these materials. It's not possible to accurately estimate the impact of trading requirements on the total hours required.". Which of the following - Answer A-LABOR-HOUR

- b. Cost plus award fee
- c. Time and materials
- d. Firm fixed price, level-of-effort

Concerning acquisition planning, which of the following statements is true? - Answer A. IT SHOULD BE VIEWED AS A TEAM EFFORT, INCLUDING THE TALENTS AND INPUT FROM CONTRACTING PERSONNEL, CUSTOMERS, FINANCE EXPERTS, AND LEGAL COUNSEL.

- b. It should begin immediately after the initial customer contact.
- c. Since it is a contracting competency, it is solely the responsibility of contracting personnel.

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NCMA CPCM exam is a rigorous certification program that is designed for professionals who are involved in managing contracts. Certified Professional Contracts Manager certification is highly respected in the industry and is recognized as a mark of excellence. Candidates who are interested in obtaining the CPCM Certification should be prepared to invest a significant amount of time and effort in preparing for the exam. By doing so, they will be able to demonstrate their expertise in contract management and enhance their career opportunities.

NCMA Certified Professional Contracts Manager Sample Questions (Q108-Q113):

NEW QUESTION # 108

The concept of deferring to the law of another jurisdiction that has a greater connection to the case is called:

- A. None of the above
- **B. Comity**
- C. Dimity
- D. Signature

Answer: B

NEW QUESTION # 109

The solicitation specifications and statement of work contain:

- A. Administrative requirements
- B. Company policy
- C. Pricing contracts
- **D. Technical requirements**

Answer: D

NEW QUESTION # 110

A proprietary information agreement (PIA) would be used _____.

- A. if the seller needs to obtain a patent for work completed under the contract
- B. if the buyer calculates confidential salary information while completing a cost realism assessment
- **C. when the buyer needs to provide technical documents that contain trade secrets**
- D. when submitting a detailed cost breakdown with publicly available information

Answer: C

Explanation:

The correct answer is A because, according to NCMA Contract Management Body of Knowledge (CMBOK), a proprietary information agreement (PIA) -closely related to a nondisclosure agreement-is used to protect sensitive, confidential, or trade secret information exchanged between parties , particularly during the pre- award phase .

When a buyer needs to share technical documents, designs, specifications, or other proprietary data with potential offerors, a PIA ensures that such information is not disclosed, misused, or shared with unauthorized parties . This is critical in competitive procurements where sensitive information could provide an unfair advantage or result in loss of intellectual property.

Option B is incorrect because publicly available information does not require protection through a PIA.

Option C is incorrect because internal cost realism analysis does not typically involve sharing proprietary information with external parties. Option D is incorrect because patents are governed by intellectual property law and are unrelated to confidentiality agreements.

CMBOK emphasizes that PIAs are essential tools for risk mitigation and safeguarding proprietary data , enabling open communication between buyers and sellers while maintaining trust, fairness, and compliance in the acquisition process.

NEW QUESTION # 111

Scenario 4.0:

The buyer intended to change the pricing structure for a contract for garbage collection services at one of its facilities. Previously, the contract included contract line items priced on a "per-ton" basis, along with overhead line items covering the contractor's variable costs. The buyer intended to issue a solicitation that eliminated the overhead line items, thus requiring all costs to be included in a "price-per-ton" pricing method.

Prior to issuing a solicitation, the buyer conducted market research to determine whether it was customary industry practice to price garbage collection services based on the weight of the garbage collected. This market research included three parts:

* Reviewing refuse contracts at three other locations;

* Posting a notice to potential sellers asking for feedback on the proposed structure, to which the buyer received seven responses—four of which suggested a monthly line-item structure, which would include variable costs and not be on a "per-ton" basis, since these four respondents indicated that a "per-ton" pricing structure was not a "customary commercial practice," and three had no comment about the line-item structure; and

* Obtaining "historical market research" that had been performed during the previous year by personnel at another buyer location, consisting of talking to a sales representative from a waste removal company who indicated that his company used a "per-ton" pricing structure that was a "practical method of pricing for trash removal services." Following this market research, the buyer determined that it was "in the buyer's best interest" to utilize the "per-ton" approach and that it was a "customary commercial practice."

A solicitation was issued requiring offerors to submit fixed prices on a per-ton basis for several line items, for which the solicitation provided estimated quantities. The buyer removed the line items for overhead costs that had been present in the prior contract for waste removal. Instead, the new solicitation required offerors to submit prices that reflected "all fixed and variable costs" on a per-ton basis and only permitted the seller "to invoice on tonnage collected." The resulting statement of work indicated that the seller was required to provide all items necessary to perform the required services, including personnel, equipment, supplies, facilities, materials, and supervision.

Question:

The new contract structure, in which all costs were to be included in the "per-ton" price, shifted more risk to which party?

- A. The buyer, because the seller could inflate its costs in the fixed "per-ton" price.
- B. The seller, because its variable costs can be tied directly to the tonnage of waste collected.
- C. The buyer, because the tonnage of waste collected could vary, making it difficult to predict the costs.
- **D. The seller, because the tonnage of waste collected may not be sufficient to cover variable costs that are not dependent upon the weight of waste collected.**

Answer: D

Explanation:

The correct answer is C because the revised pricing arrangement transfers greater performance and cost-recovery risk to the seller. In the original structure, the contract contained separate overhead line items, which allowed the seller to recover certain costs that may exist regardless of the actual amount of waste collected. Under the new structure, those overhead items were removed, and the seller was required to include all fixed and variable costs in a single per-ton price while being permitted to invoice only for actual tonnage collected.

This means that if the estimated tonnage is not realized, the seller may be unable to recover costs that do not vary directly with weight, such as labor availability, trucks, equipment readiness, supervision, facilities, dispatching, and other standing operating expenses. In CMBOK terms, this is a pre-award pricing and risk-allocation issue. The buyer's solicitation structure determines which party bears the uncertainty associated with volume fluctuations and cost absorption.

Option A is incorrect because a seller's risk-based pricing response does not itself mean the buyer has assumed more contractual risk. Option B is incomplete because while the buyer's total spend may fluctuate with tonnage, the more significant contractual burden is on the seller's ability to recover non-tonnage-dependent costs. Option D is incorrect because the issue is not that costs are tied directly to tonnage, but that many relevant costs are not directly tied to tonnage.

NEW QUESTION # 112

Civil law countries rely solely on statutes, are called _____, to regulate their contractual relations.

- A. Facts
- B. Constraints
- C. Conducts
- **D. Codes**

Answer: D

NEW QUESTION # 113

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