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CPCM Practice Exam 4 Questions & Answers 2024/2025

When conducting research, asking "Is this information current, official, and verifiable?" is an example of what?

- A: Problem solving
- B: Information filtering
- C: Knowledge management
- D: Situational assessment - ANSWER: B: Information filtering

Which of the following is not a competency of Guiding Principles? A: Team Dynamics

- B: Regulatory Assessment
- C: Contract Principles
- D: Collaboration - ANSWER: D: Collaboration

There are four types of knowledge required by contracts managers. The communication skills needed for a successful negotiation would fall in to which of the following categories?

- A: Strategic Knowledge
- B: Explicit Knowledge
- C: Procedural Knowledge
- D: Tacit Knowledge - ANSWER: D: Tacit Knowledge

Complete the equation: All the information + all the _____ = Knowledge

- A: Collaboration
- B: Experience
- C: Value
- D: Resources - ANSWER: B: Experience

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NCMA Certified Professional Contracts Manager Sample Questions (Q123-Q128):

NEW QUESTION # 123

What entails direct comparison of each potential source to the others to determine which is best and which is worst?

- A. Maximum standard
- B. Minimum standard
- C. Absolute standard
- D. Relative standard

Answer: D

NEW QUESTION # 124

The most expensive and labor-intensive phase in creating a disciplined program management organization is the:

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

Answer: B

NEW QUESTION # 125

The meetings with prospective sellers before they prepare their proposals are called:

- A. procurement conferences
- B. Agenda
- C. Bidder's conferences
- D. seller's conferences

Answer: C

NEW QUESTION # 126

The _____ develops a(n) _____ with the intent of winning contracts and meeting performance requirements.

- A. buyer; offer
- B. buyer; solicitation
- C. seller; solicitation
- D. seller; offer

Answer: D

Explanation:

The correct answer is B (seller; offer) because, according to NCMA CMBOK-aligned contract management principles, the seller (contractor) is responsible for preparing and submitting an offer in response to a buyer's solicitation during the Pre-Award phase. The seller's primary objective is to win the contract while demonstrating the capability to meet all specified technical, cost, and performance requirements.

In the acquisition lifecycle, the buyer initiates the process by issuing a solicitation (such as an RFP, RFQ, or IFB), which outlines requirements, evaluation criteria, and terms and conditions. In response, the seller develops an offer, which includes technical proposals, pricing, schedules, and compliance statements. This offer represents the seller's commitment to fulfill the contract requirements if selected.

Option A (buyer; offer) is incorrect because buyers do not submit offers—they evaluate them. Option C (buyer; solicitation) is partially true in isolation, but it does not align with the question's intent of "winning contracts," which is the seller's objective. Option D (seller; solicitation) is incorrect because sellers respond to solicitations rather than create them.

Thus, under the NCMA framework, the seller develops an offer as part of competitive procurement, ensuring alignment with requirements and positioning for contract award.

NEW QUESTION # 127

The risk avoiding buyer wants to minimize the risk of agreeing to a higher price than necessary to cover the buyer's costs plus a reasonable profit.

- A. False
- B. True

Answer: A

NEW QUESTION # 128

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