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## AACE International Certified Cost Professional (CCP) Exam Sample Questions (Q186-Q191):

### NEW QUESTION # 186

Two of the most important things to know when planning a speech or lecture are the \_\_\_\_\_ and \_\_\_\_\_ of your audience.

- A. Motivation, professionalism
- B. Political preference, sense of humor
- C. Background, attitude
- D. Culture, understanding

**Answer: D**

### NEW QUESTION # 187

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The following question requires your selection of CCC/CCE Scenario 6 (2.7.50.1.3) from the right side of your split screen, using the drop down menu, to reference during your response/choice of responses.  
What is the relative frequency of unit costs amounting to \$55.00/unit?

- A. \$55.00
- B. 22.22%
- C. 338.5
- D. 0

**Answer: B**

#### NEW QUESTION # 188

An agricultural corporation that paid 53% in income tax wanted to build a grain elevator designed to last twenty-five (25) years at a cost of \$80,000 with no salvage value. Annual income generated would be \$22,500 and annual expenditures were to be \$12,000. Answer the question using a straight line depreciation and a 10% interest rate.

The following question requires your selection of CCC/CCE Scenario 17 (4.2.50.1.1) from the right side of your split screen, using the drop down menu, to reference during your response/choice of responses.

Annual estimated tax would be:

- A. \$10,500
- B. \$3,869
- C. \$5,565
- D. \$11,925

**Answer: B**

Explanation:

To calculate the taxable income:

Annual income: \$22,500

Annual expenditures: \$12,000

Depreciation: \$3,200

Taxable Income:  $22,500 - 12,000 - 3,200 = 7,300$

Estimated Annual Tax:  $7,300 \times 0.53 = 3,869$

#### NEW QUESTION # 189

The following question requires your selection of CCC/CCE Scenario 28 (3.7.50.1.7) from the right side of your split screen, using the drop down menu, to reference during your response/choice of responses.

An unbalanced bid methodology can best be used by:

- A. Engineer working for the owner (Plan A)
- B. Subcontractor working for contractor (Plan A or B)
- C. Engineer/contractor working for the owner (Plan B)
- D. Contractor working directly for engineer (plan A or B)

**Answer: C**

#### NEW QUESTION # 190

An effort by a prime contractor to reduce the price quoted by a vendor, by providing the bid price to other vendors in an attempt to get the other vendors to underbid the original price quoted is referred to as:

- A. Cost-price analysis
- B. Costing
- C. Negotiating a best and final offer
- D. Bid shopping

**Answer: D**

Explanation:

Bid shopping is an unethical practice where a prime contractor discloses a vendor's bid price to other vendors to encourage them to underbid the original price quoted. This practice can lead to lower quality work or unfair pricing pressures on vendors and is generally frowned upon in the construction industry.

Option A: Costing refers to the process of determining the cost of a product or service, not the manipulation of bids.

Option B: Cost-price analysis involves evaluating the costs and prices of goods or services, not bid manipulation.

Option D: Negotiating a best and final offer is a legitimate practice in procurement to get the best price after initial bids are received but does not involve unethical disclosure of bid prices.

Therefore, C. Bid shopping is the correct answer as it describes the specific practice of using one vendor's bid to undercut prices from others.

## NEW QUESTION # 191

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