

信頼できるCPCM復習過去問 | Certified Professional Contracts Manager絶対有効なCPCM再テスト



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>> CPCM復習過去問 <<

有難いCPCM復習過去問と更新するCPCM再テスト

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NCMA Certified Professional Contracts Manager 認定 CPCM 試験問題 (Q34-Q39):

質問 # 34

Which damages awarded to the plaintiff over and above what will barely compensate for his or her loss?

- A. Uniform Commercial Code
- B. Uniform Code of Conduct
- C. Commercial Credit Act
- D. Commercial Code Form

正解: A

質問 # 35

If an employee has a relationship or activity that could adversely affect his or her judgment or objectivity in making a business decision, that employee may have a _____.

- A. personal objectivity conflict
- B. business ethics violation
- C. organizational conflict of interest
- **D. personal conflict of interest**

正解: D

解説:

The correct answer is B (personal conflict of interest) because, within the NCMA Contract Management Body of Knowledge (CMBOK), a personal conflict of interest occurs when an individual's personal relationships, financial interests, or external activities could impair-or appear to impair-their objectivity and impartial judgment in performing professional duties.

In contract management, maintaining objectivity is essential for fair decision-making, especially in areas such as source selection, contract administration, and performance evaluation. If an employee has a personal relationship (e.g., family, financial ties, or outside employment) that could influence their decisions, it creates a risk that decisions may not be made in the best interest of the organization.

Option A (business ethics violation) is broader and refers to actual misconduct, whereas a conflict of interest may exist even without wrongdoing. Option C (personal objectivity conflict) is not a standard CMBOK term. Option D (organizational conflict of interest) applies to companies or entities, not individuals.

CMBOK emphasizes the importance of identifying, disclosing, and mitigating personal conflicts of interest to ensure integrity, transparency, and trust in the contract management process. Proper management of such conflicts protects both the individual and the organization from ethical and legal risks.

質問 # 36

_____ is the measure of the probability of an event (a positive desired change) occurring and the desired impact of that event.

- A. Risk
- **B. Opportunity**
- C. Performance
- D. Contingency

正解: B

解説:

The correct answer is D (Opportunity) because, within the NCMA Contract Management Body of Knowledge (CMBOK), opportunity is defined as a positive event or condition that, if it occurs, has a beneficial impact on contract objectives. Similar to risk, opportunity is assessed based on two key dimensions: probability of occurrence and magnitude of impact . However, unlike risk- which typically refers to negative outcomes- opportunity focuses specifically on favorable outcomes .

In contract management, identifying and managing opportunities is just as important as mitigating risks.

Opportunities may include cost savings, process efficiencies, improved performance outcomes, or strategic advantages. Contract managers are encouraged to actively seek and evaluate opportunities throughout the contract lifecycle, particularly during planning and performance phases.

Option C (Risk) is closely related but generally refers to uncertain events that may have negative consequences, although in some frameworks risk can include both positive and negative outcomes. However, CMBOK distinguishes opportunity as the positive counterpart. Option A (Performance) relates to measuring results, not probability and impact. Option B (Contingency) refers to reserved resources set aside to address uncertainties, not the uncertainty itself.

Thus, opportunity represents the positive side of uncertainty , measured by likelihood and impact, and is a key concept in CMBOK's approach to proactive and value-driven contract management.

質問 # 37

A life cycle process used by both small and large businesses that ensures consistency and discipline to aggressively pursue and win contract opportunities is called _____.

- A. contingency planning
- **B. capture planning**
- C. tactical planning
- D. operational planning

正解: B

解説:

The correct answer is A (capture planning) because, within NCMA CMBOK, capture planning is a structured, life cycle process used during the pre-award phase to systematically pursue and win contract opportunities. It is widely used by organizations of all sizes to bring discipline, consistency, and strategic focus to business development efforts.

Capture planning begins well before a solicitation is released and includes activities such as opportunity identification, customer analysis, competitor assessment, win strategy development, teaming decisions, and solution positioning. The objective is to "capture" the opportunity by aligning the organization's capabilities with the customer's needs while differentiating from competitors. This proactive approach significantly increases the probability of winning contracts.

Option B (contingency planning) relates to preparing for risks or unexpected events, not pursuing opportunities. Option C (tactical planning) focuses on short-term actions but does not represent a full life cycle pursuit process. Option D (operational planning) deals with internal execution of ongoing activities rather than business development.

CMBOK emphasizes that effective capture planning integrates market research, stakeholder engagement, and strategic positioning, ensuring that when the solicitation is released, the organization is fully prepared with a competitive and compliant proposal. It is a key enabler of successful contract acquisition in both government and commercial environments.

質問 # 38

A new design for an article of manufacture may be legally protected from use by others using a _____.

- A. patent
- B. nondisclosure agreement
- C. trademark
- D. license

正解: A

解説:

The correct answer is A (patent) because, under contract management and intellectual property principles reflected in NCMA CMBOK, a patent provides legal protection for new inventions, including designs of articles of manufacture. A patent grants the owner exclusive rights to make, use, sell, or license the invention for a specified period, thereby preventing unauthorized use by others.

In the Pre-Award phase, contract managers must carefully evaluate intellectual property (IP) considerations, especially when contracts involve research, development, or innovative products. Proper identification and protection of IP rights—such as patents, copyrights, trademarks, and trade secrets—are essential to ensure that ownership, usage rights, and licensing terms are clearly defined in the contract. A patent specifically applies to novel, useful, and non-obvious inventions or designs, making it the appropriate mechanism for protecting a new manufactured article design.

Option B (license) is incorrect because a license does not provide protection itself; rather, it grants permission to use IP owned by another party. Option C (nondisclosure agreement) protects confidential information but does not grant exclusive ownership rights over a design. Option D (trademark) protects brand identifiers such as names, logos, or symbols—not the design or functional aspects of a manufactured item.

Therefore, within CMBOK-aligned contract management, a patent is the correct legal tool to protect a new design from unauthorized use.

質問 # 39

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