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What is included in the contract? Answer - Anything that is referenced as part of the contract.

Scope Answer - Which core contract element addresses what the contract is about? When was the contract agreed? Answer - Which of the following is NOT one of the four core elements of a contract?

1,3,4 Answer - Which of the following may be incorporated into the contract? 1.) bid documents 3.) Letters, change orders and specifications. 4.) SOWs, SLAs, RFP, procedures and prices

The bid, negotiation and implementation teams Answer - Who should be involved in the formal contract hand over meeting?

Keep Satisfied Answer - A stakeholder group with a low level of impact and a high level of dependence on an outcome is represented as which group type for communication purposes?

Stay informed and maintain confidence Answer - By understanding projects on a stakeholders radar screen, you will

Build awareness Answer - If you are unlikely to be impacted by a contract and you have little importance towards it then you are most likely to be categorized as which type of stakeholder?

Both 1 and 2 Answer - What should be considered when identifying a stakeholders important issues? 1.) What programs they have in the near future. 2.) What they consider to be a risk.

A very complex project may require a more segmented approach to evaluation. This is called a..? Answer - Two cycle evaluation

What are intangible evaluation criteria? Answer - Factors that rely on organizational culture and behavior

When embarking on a long term project, which of the following is often not given adequate consideration at the proposal evaluation stage? Answer - The suppliers cultural compatibility with the buyer

When is the earliest you can begin to define the evaluation matrix for an RFP Answer - Prior to drafting the RFP

What is the name of the bid evaluation approach that requires a supplier to achieve a satisfactory level on specific evaluation criteria? Answer - Hurdle

Above what value does the uniform commercial code in the USA require contracts to be in writing? Answer - US \$500

Of the following, which is the best time to address dispute resolution procedures? Answer - Procedures should be agreed at the beginning of negotiations.

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ACMP Global Certified Change Management Professional Sample Questions (Q88-Q93):

NEW QUESTION # 88

A change in leadership resulted in a need to adjust an existing change management plan. To maintain momentum, what needs to happen after these adjustments are approved?

- A. Decisions are communicated to governing bodies only
- **B. Decisions are communicated to all relevant stakeholders**
- C. Original plans are immediately deleted
- D. A person is identified to respond to questions about the adjustment

Answer: B

Explanation:

Maintaining momentum requires transparent communication of adjustments to all relevant stakeholders.

ACMP emphasizes that changes in sponsorship or leadership demand careful communication so stakeholders understand impacts on scope, expectations, and behaviors. Communicating only to governing bodies (B) risks disengagement. Identifying a responder (A) is insufficient, and deleting plans (D) removes valuable history.

Option C aligns with ACMP's standard for ensuring adjustments are widely communicated to sustain confidence and momentum. (Reference: ACMP Standard, Process Group 3 - Plan Development; Guidance: Communicate plan changes clearly to all relevant stakeholders.)

NEW QUESTION # 89

How would you best define a change sponsor?

- **A. An individual who is accountable for the change implementation**
- B. An individual who expects the change implementation to happen
- C. An individual who clearly understands benefits and costs of the change implementation
- D. An individual who is enthusiastic about the change implementation

Answer: A

Explanation:

The sponsor is the accountable executive who owns the outcomes and benefit realization, secures resources, resolves cross-functional issues, and models commitment. Enthusiasm and understanding are helpful, but accountability is the defining characteristic in ACMP guidance. (Reference: ACMP Standard, Sponsorship- accountability for change success; Process Groups 2-4: Sponsorship strategy and engagement.)

NEW QUESTION # 90

What is the main purpose of assessing how well new change initiatives are aligned to the strategic objectives and performance measures of an organization?

- **A. To ensure that the change would add value in supporting the organization**
- B. To examine and test the validity of performance measures in the organization
- C. To set a priority listing for all new change initiatives
- D. To gather the views of a wide cross-section of employees

Answer: A

Explanation:

ACMP directs practitioners to test strategic alignment early to confirm that the change adds value and supports enterprise priorities and KPIs. Prioritization may follow, but the core purpose is verifying contribution to strategy and performance, thereby justifying investment and sponsorship. (Reference: ACMP Standard, Process Group 1 - Evaluate; Activities: Assess strategic alignment and value contribution; Inputs: business case, strategy, measures.)

NEW QUESTION # 91

What is a recommended practice for aligning stakeholders around benefits and value of a change?

- A. Analyze the learning capabilities of the organization impacted by the change
- B. Evaluate the final outcome of the change against the original objectives of the change
- **C. Use both formal and informal channels to communicate the business rationale for the change**
- D. Conduct a risk assessment of the dangers and impediments to implementing the change

Answer: C

Explanation:

ACMP emphasizes using multiple communication channels to align stakeholders to benefits and value. Both formal channels (emails, town halls, official reports) and informal channels (peer networks, change agents) reinforce understanding of why the change matters and how it supports strategy. Risk assessments (A) and learning capability analysis (B) are useful but not primarily about aligning stakeholders. Evaluating outcomes (D) occurs post-implementation, not during alignment. Thus, the best practice is multi-channel communication of the business rationale.

(Reference: ACMP Standard, Process Group 4 - Communications execution; Guidance: Reinforce benefits through formal/informal networks.)

NEW QUESTION # 92

What is the primary purpose of executing the change management plan?

- A. To get agreement on who carries out the change
- **B. To ensure resources, communication and activities are carried out**
- C. To monitor, measure and control delivery against baseline plans
- D. To provide guidance and minimize the risk of resisting the change

Answer: B

Explanation:

Execution means carrying out the work defined in the plan. According to ACMP, this includes delivering communications, stakeholder engagement activities, training and development, resistance management, and measurement activities. Monitoring and controlling (A) is a project management function but not the primary purpose. Providing guidance (C) and clarifying roles (D) are important but achieved through earlier planning.

Execution ensures that resources and strategies are applied in practice to achieve adoption and benefits realization.

(Reference: ACMP Standard, Process Group 4 - Execute the Change Management Plan; Core outcome:

Implement planned activities for adoption and benefits.)

NEW QUESTION # 93

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