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NCMA Certified Professional Contracts Manager Sample Questions (Q118-Q123):

NEW QUESTION # 118

What refers to verifying that all administrative matters are concluded on a contract that is otherwise physically complete?

- A. Contract closeout
- B. Contract certificate
- C. Contract execution
- D. Contract termination

Answer: A

NEW QUESTION # 119

The range between the extremes of an optimistic and pessimistic prediction about future costs is called range of

- A. Possible costs
- B. Final costs
- C. Scope costs
- D. Limit costs

Answer: A

NEW QUESTION # 120

An international failure of a party to enforce a contract requirement, usually done for an act of immediate or future consideration from the other party is called:

- A. Performance
- B. Forbearance
- C. Jurisdiction
- D. Patrol Evidence

Answer: B

NEW QUESTION # 121

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:

Was the buyer's market research sufficient to support its conclusion that a fixed "per-ton" pricing structure was a customary commercial practice?

- A. Yes, because it used three different methods of market research.
- B. Yes, because almost half of the respondents to the notice did not indicate that they opposed this pricing structure.
- C. No, because they did not use sufficiently broad methods of market research.
- D. No, because a majority of the responses to the notice indicated that "per-ton" pricing was not a customary commercial practice.

Answer: D

Explanation:

The correct answer is A because, under NCMA CMBOK guidance, market research must provide reliable and supportable evidence for acquisition decisions, particularly when determining what constitutes customary commercial practice . In this scenario, although the buyer used multiple research methods (reviewing contracts, soliciting industry feedback, and analyzing historical data), the actual results did not support the conclusion reached .

Specifically, the responses from industry indicated that a majority did not view "per-ton" pricing as a customary commercial practice . Four respondents explicitly stated that such pricing was not customary, while three provided no supporting endorsement. This lack of affirmative support undermines the buyer's conclusion. CMBOK emphasizes that market research is not just about the number of methods used , but the quality, relevance, and consistency of the findings .

Option B is incorrect because the buyer did use multiple and generally acceptable methods. Option C is incorrect because simply using three methods does not guarantee that the conclusion is valid. Option D is incorrect because absence of opposition is not equivalent to confirmation of customary practice.

CMBOK stresses that acquisition decisions must be fact-based and aligned with actual market conditions .

When data contradicts the intended conclusion, the buyer should reassess the strategy rather than proceed unsupported.

NEW QUESTION # 122

Which of the following is an example of internal market research?

- A. A description of the need to be satisfied.
- B. Contacting customers of potential sources for past performance information.
- C. The established cost targets for the acquisition with sufficient explanation to support the targets.
- **D. Sharing information on contracting issues and trends with other managers.**

Answer: D

Explanation:

The correct answer is D because, under NCMA CMBOK guidance, internal market research refers to the process of gathering and analyzing information within the organization to support acquisition planning and decision-making. This includes leveraging internal knowledge, historical data, lessons learned, and communication among organizational stakeholders such as program managers, contracting officers, and technical experts.

Option D -sharing information on contracting issues and trends with other managers-clearly reflects an internal activity , where insights and experiences are exchanged within the organization to improve procurement strategies and outcomes. This aligns with CMBOK's emphasis on collaboration and knowledge- sharing as key components of effective pre-award planning.

Option A is an example of external market research , as it involves reaching out to outside entities (customers of potential suppliers) to gather past performance data. Option B relates to cost analysis and budgeting rather than market research. Option C describes requirements definition, which is part of acquisition planning but not market research itself.

CMBOK highlights that both internal and external market research are essential, but internal research specifically focuses on organizational intelligence , enabling better-informed decisions, reducing risk, and improving alignment between requirements and acquisition strategies during the pre-award phase.

NEW QUESTION # 123

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