


Valid Exam TM3 Preparation - TM3 Certification Test Answers

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|  RAMON MAGSAYSAY MEMORIAL COLLEGES Office of the Program Director BACHELOR OF SCIENCE IN CUSTOMS ADMINISTRATION General Santos City, Philippines | |
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| FINAL EXAM | Page 1 of 1 |

Name: _____ Date: _____ Permit No.: _____

TM3: CUSTOMS VALUATION SYSTEM

GENERAL INSTRUCTIONS: Read and analyze each item carefully. Answer the given items by providing the necessary information asked for. Use black ball point pen only. A blank paper is provided for your solution.

PART I: Provide the correct answer.

- As an exporter you were asked by importer "A" to quote for an export order to be shipped by air. "A" said he will pick up the order from your warehouse and he will be responsible for export customs clearance. What is the term of purchase?

Answer: **EXW**

- It is a term of purchase where the seller pays for the freight and insurance and the responsibility of the seller is to deliver the goods to the plane's terminal at the country of exportation.

Answer: **CIP**

- What is the proper way of invoicing an import order where the exporter shall be responsible for the payment of freight and marine insurance and the manner of shipment is by sea only?

Answer: **CIF**

- You were asked by buyer "A" to quote for an export order to be shipped by air. "A" said he will pick up the order from your warehouse and will be responsible for export customs clearance. What is the term of purchase?

Answer: **EXW**

- What is the proper term where the seller delivers the ordered goods to a carrier and pays for the air freight?

Answer: **CPT**

Part II. Read and analyze the problem. Encircle the correct answer.

- Seller in Tacurong City delivered the goods to carrier's warehouse in Davao. Bill of lading shows freight charges as "FRT COLLECT" and will be paid by importer upon arrival of goods in Nagoya.

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BCS TM3 Exam Syllabus Topics:

| Topic | Details |
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| Topic 1 | <ul style="list-style-type: none"> Managing the Team: This section addresses the role of Test Leads in analyzing team needs, identifying required skills, and coordinating efforts using a whole-team approach. Candidates are expected to understand how to align team capabilities with project goals and ensure effective collaboration. The syllabus highlights techniques for team management, resource allocation, and fostering continuous improvement through retrospectives and knowledge sharing to optimize testing performance. |
| Topic 2 | <ul style="list-style-type: none"> Managing the Product: This section emphasizes understanding and managing the product under test, focusing on controlling and assessing testing activities. It covers test metrics, reporting, and defect management across sequential, Agile, and hybrid environments. Candidates should be able to select and apply appropriate test estimation techniques and establish defect workflows suited to the project context. The syllabus also includes preparing business cases for testing activities that justify costs, benefits, and the value of testing within the overall project. |
| Topic 3 | <ul style="list-style-type: none"> Managing the Test Activities: This section focuses on the role of Test Managers and how testing is planned, monitored, controlled, and completed across different software development contexts. It covers the overall test process, including defining test plans, tracking progress, and ensuring proper closure. Candidates are expected to understand how testing fits within various lifecycle models, test levels, and types, while engaging stakeholders effectively. The syllabus emphasizes risk-based testing to identify quality risks, assess impacts, and select suitable mitigation activities. It also highlights formulating project-level test strategies, selecting appropriate test approaches, setting measurable objectives, and improving processes through models like IDEAL. Additionally, candidates should be able to evaluate and introduce test tools based on business needs, risks, and return on investment. |

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BCS ISTQB Certified Tester Advanced Level - Test Management v3.0 Sample Questions (Q23-Q28):

NEW QUESTION # 23

Which of the following activities in the test process is considered to deliver a document which can be used as a major input for test process improvement?

- A. Test Monitoring
- B. Test Execution
- **C. Test Completion**
- D. Test Planning

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of ISTQB Certified Tester Advanced Level - Test Manager v3.0 syllabus:

In the ISTQB CTAL-TM v3.0 syllabus (Chapter: Testing Process, section on Test Completion), the Test Completion activity includes producing the test summary report, capturing lessons learned, and finalizing/archiving testware. The test summary report and lessons learned are specifically identified as key inputs to test process improvement, enabling organizations to refine their approach, improve efficiency, and address gaps revealed during the test effort. This makes Test Completion the activity that delivers the document(s) most directly used for ongoing test process improvement. (Reference: CTAL-TM v3.0 Syllabus - Chapter "Testing Process", subsection "Test Completion": responsibilities include creating the test summary report, collecting lessons learned, and providing input to process improvement.)

NEW QUESTION # 24

You are involved in the selection of a test management tool and have decided to calculate the ROI for the two potential tools: TestMaker and ImproveIT.

TestMaker is priced at €15,000 with yearly maintenance costs of €1,500. Its traceability to requirements feature is strong and the defect management process can easily be customised to meet the needs of the organisation. Effort for test management activities is expected to decrease by 20%.

ImproveIT is priced at €20,000 with yearly maintenance costs of €2,500. Its traceability feature is also strong and has a high level of usability. It also has interesting options for adding extensions to its features in the future. Effort for test management activities is expected to decrease by 30%.

Based on the calculated ROI, which tool would you suggest?

- A. There is too little information to accurately calculate the ROIs
- B. None of the tools, since they do not provide a positive ROI
- C. ImproveIT
- D. TestMaker

Answer: A

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of ISTQB Certified Tester Advanced Level - Test Manager v3.0 syllabus:

In Test Tool and Automation, the syllabus states that determining the business case/ROI for a tool requires identifying and quantifying all relevant costs (acquisition, maintenance, training, pilot/rollout, integration, customization) and benefits (e.g., effort reduction across activities, quality and cycle-time gains), then comparing them over a defined period within the organization's context. A % effort reduction alone is insufficient without knowing the baseline effort/cost, number of users, training/transition costs, and implementation scope. Therefore, ROI cannot be accurately computed with the given data.

(Reference: CTAL-TM v3.0 - Test Tool and Automation: tool selection and introduction; establishing a business case/ROI by quantifying costs and benefits; considering acquisition, maintenance, training, pilot, integration, process changes, and productivity gains.)

NEW QUESTION # 25

You are a test manager in charge of integration, system, and user acceptance testing for a bank. You are working on a project to upgrade an existing ATM to allow customers to obtain cash advances from supported credit cards.

The system should allow cash advances from €20 to €500 (both inclusive) for all supported credit cards. The supported credit cards are American Express, VISA, Eurocard, and Mastercard. The system should be easy to use for all users, including new users. The organisation is currently in a transition to Agile and already well on its way.

In the test plan, the following items are listed under the heading "Items and features to be tested":

All supported credit cards

Language localisation

Valid and invalid advance

Usability

Response time

Which of the following topics would be most important for you to address in detail in the test plan?

- A. A set of logical test cases
- B. An approach to regression testing
- C. Detailed entry and exit criteria per test level
- D. A list of acceptance criteria for each of the user stories

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of ISTQB Certified Tester Advanced Level - Test Manager v3.0 syllabus:

According to the ISTQB CTAL-TM v3.0 Syllabus, Chapter 3 - Test Planning, Monitoring, and Control, one of the main tasks of test planning is to define and document test completion criteria and test level entry criteria as part of the test plan.

"The test plan shall include the entry and exit criteria for each test level, including the conditions that must be met to start and finish testing activities at that level." (ISTQB CTAL-TM v3.0 Syllabus, Chapter 3: Test Planning activities) The test plan provides the structure for managing multiple test levels such as integration, system, and user acceptance tests. Since this question context explicitly

mentions several test levels, the most critical aspect to document in detail is the entry and exit criteria per test level, ensuring clarity on when each test level starts and completes, and what constitutes sufficient testing for release or transition.

Why the other options are incorrect:

A). An approach to regression testing- While important, regression strategy typically belongs to the test approach section, not the detailed planning of multi-level testing criteria.

B). A list of acceptance criteria for each of the user stories- This belongs to Agile acceptance test documentation, not the formal test plan for multiple test levels (integration, system, UAT).

D). A set of logical test cases- Test cases are outputs of test design, not part of the test plan document.

References:

ISTQB Certified Tester Advanced Level - Test Manager Syllabus v3.0

Chapter 3: Test Planning, Monitoring, and Control

Section: Test Planning Tasks

Subsection: Define test completion criteria (exit criteria) and entry criteria for each test level Table of contents and body text referring to "items and features to be tested", "entry and exit criteria", and

"content of the test plan".

NEW QUESTION # 26

Which of the following is not something you should do when performing a Belbin assessment with an Agile team?

- A. Team members use a self-assessment questionnaire to identify their own strengths and weaknesses in relation to nine Belbin roles.
- B. Feedback is provided to the individual team members by another team member using the observer assessment questionnaire.
- C. The team member roles should be balanced with the Belbin team roles model to identify any missing or overrepresented roles and adjust accordingly.
- D. The team should not align the team's roles with the team's goals and expectations. These should be kept independent.

Answer: D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of ISTQB Certified Tester Advanced Level - Test Manager v3.0 syllabus:

The syllabus introduces Belbin team roles as a tool to balance roles in a team and improve collaboration. It notes the use of self-assessment and observer feedback and stresses aligning team composition and role usage with the team's goals and context. Therefore, statement D is incorrect: teams should align roles with team goals and expectations; keeping them "independent" runs counter to the intended use of Belbin roles in Agile teams.

(ISTQB CTAL-TM v3.0 - Chapter "People Skills - Team Composition": Belbin roles, use of self/observer assessments, and aligning role mix with team goals.)

NEW QUESTION # 27

Management is sceptical regarding the budget request (€25,000) for the next testing project. You are asked for a cost-benefit calculation. Based on historical data from several projects, you have come up with the following numbers:

Average prevention cost per defect: €200

Average cost of detection per defect: €400

Average cost of internal failure: €150

Average cost of external failure: €2,500

Expected number of defects to be found in this project during testing: 50 What is the result for the expected cost-benefit calculation for the upcoming project?

- A. €72,500
- B. €62,500
- C. €92,500
- D. €87,500

Answer: D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract of ISTQB Certified Tester Advanced Level - Test Manager v3.0 syllabus:

Per the syllabus, when building a business case using the cost of quality model, compare the avoided external failure costs with the sum of relevant pre-release costs (prevention, detection/appraisal, and internal failure). For

NEW QUESTION # 28

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