

# Free PDF Quiz 2026 NCMA CPCM: Certified Professional Contracts Manager Accurate Exam Guide

## NCMA CPCM Quiz - Contract Management Body of Knowledge (CMBOK) Solved 2023

Recommended basic types of feedback - Answer Corrective, confirmatory, motivating

A decisive leader is - Answer Confident and effective

Which of the following is a leadership process competency? (-a. Character, -b. Credibility, -c. Confidence, -d. Cooperation) - Answer Character

Which of the following is not a step in the 6-step Decision-Making process to decisive decision making? (-a. Provide feedback, -b. Implement the decision, -c. Collect internal and external opinions, -d. Pre-plan strategies to make the decision) - Answer Collect internal and external opinions

What can reduce or even eliminate the creative process? - Answer Forced consensus

In which decision-making step should one create objectives and goals? - Answer Pre-plan strategies

An integrative thinker is: - Answer able to create innovative solutions to problems

Step 4 of the 6-step Decision-Making Process advises leaders to create a written plan that: - Answer Details the problem, determines the root cause, and lists criteria to help choose a solution

What reflects a leadership activity for a contract manager? (-a. Resolving a dispute with a supplier, -b. Quoting the Federal Acquisition Regulation, -c. Promptly responding to seller inquiries, -d. Developing questions in response to a solicitation) - Answer Resolving a dispute with a supplier.

Which of the following describes a leader who is developing new leaders? -a. Develops the bottom 20% of the workforce, -b. Treats everyone the same, -c. Grows the organization by addition, -d. Focuses on individual strengths) - Answer Focuses on individual strengths

What best reflects the relationship between the leader and vision? - Answer Leader + vision = result

Employee \_\_\_\_\_ is a major component of organizational success. - Answer Motivation

\_\_\_\_\_ and \_\_\_\_\_ competencies support the technical application of contract management. - Answer Leadership and Management

Assuring your organization adheres to high ethical standards is an example of what? - Answer A leader's focus on character

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## NCMA Certified Professional Contracts Manager Sample Questions (Q80-Q85):

### NEW QUESTION # 80

What are the immediate products of internal activity (i.e., the amount of work done within the organization or by its contractors-such as miles of road repaired or number of calls answered) called?

- A. Disposition
- **B. Outputs**
- C. Control points
- D. Inputs

**Answer: B**

Explanation:

The correct answer is C (Outputs) because, within the NCMA Contract Management Body of Knowledge (CMBOK), outputs are defined as the direct, measurable results of activities performed by an organization or its contractors. These outputs represent the immediate products of work performed, such as the number of units produced, services delivered, or tasks completed.

Examples provided in the question-such as miles of road repaired or number of calls answered-are classic indicators of outputs because they quantify the actual work accomplished. Outputs are essential for performance measurement, as they provide tangible evidence of progress and productivity during contract execution.

Option B ( Inputs ) refers to the resources used to perform work, such as labor, materials, and funding, not the results of that work.

Option A ( Disposition ) relates to the disposal of assets or materials, which is unrelated to performance measurement. Option D ( Control points ) refers to checkpoints or milestones used to monitor progress, not the direct results themselves.

In the CMBOK framework, distinguishing between inputs, outputs, and outcomes is critical for effective performance management. Outputs help contract managers track whether contractual tasks are being completed as planned, while also supporting reporting, accountability, and continuous improvement across the contract lifecycle.

### NEW QUESTION # 81

In acceptance principle according to Civil law, no mirror image rule exists

- A. False
- **B. True**

**Answer: B**

### NEW QUESTION # 82

Competitive analysis, comparative analysis, and market data are indicators of reasonableness in \_\_\_\_\_

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- A. Cost Analysis
- **B. Price Analysis**
- C. Market Research
- D. Plan Negotiations

**Answer: B**

Explanation:

The correct answer is A (Price Analysis) because, according to NCMA CMBOK, price analysis is the process used to evaluate whether a proposed price is fair and reasonable without examining the individual cost elements that make up that price. It relies heavily on comparative techniques, such as competition, historical pricing, and market data.

CMBOK identifies competitive analysis (comparing multiple offers), comparative analysis (benchmarking against similar procurements), and market data (commercial pricing trends) as primary tools for determining price reasonableness. These techniques are particularly effective when adequate competition exists or when reliable external data is available. The goal is to ensure that the buyer is paying a price consistent with what the broader market would bear.

Option D (Cost Analysis) is incorrect because it involves a detailed review of individual cost elements (labor, materials, overhead, etc.) and is typically used when price competition is insufficient. Option B (Plan Negotiations) relates to strategy preparation, not evaluation of price reasonableness. Option C (Market Research) supports acquisition planning but is broader and not specifically

focused on evaluating price fairness.

CMBOK emphasizes that price analysis is a key activity in the award phase, enabling contract managers to validate pricing efficiently while minimizing administrative burden, especially in competitive procurements.

### NEW QUESTION # 83

Which of the following is the key policy of contract administration?

- A. effective resolution of claims and disputes
- B. effective control of contract changes
- C. compliance with contract terms and conditions
- D. All of the above

**Answer: D**

### NEW QUESTION # 84

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

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

**Answer: C**

Explanation:

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.

### NEW QUESTION # 85

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