

# CPCM Latest Mock Exam - CPCM Frenquent Update

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## CPCM Exam Leadership Vocabulary | 341 Questions and Answers (100% correct) | Latest Update 2023-2024

Accountability - Answer  An obligation or willingness to accept responsibility for one's actions

Character - Answer  A leadership competency that says that contract leaders must be able to perform contract management with the highest standards of ethical behavior and with integrity, decisiveness and optimism

Collaboration - Answer  Working jointly with others or together, especially in an intellectual endeavor

Competence - Answer  A leadership competency that says that a contract leader must be technically proficient in contract management with a broad understanding of the practices, policies, and procedures inherent to contract management

Consensus - Answer  General agreement; group solidarity in sentiment and belief

Decisiveness - Answer  The capacity to make decisions even when the decision may not be popular or may pose risk

Ethics - Answer  The principles of conduct governing an individual or a group

Feedback - Answer  Information about reactions to a person's performance of a task, used as a basis for improvement

Integrative thinking - Answer  The ability to face constructively the tension of opposing ideas and, instead of choosing one at the expense of the other, to create a resolution in the form of a new, superior idea that contains elements of each of the ideas

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easy to learn, and it supports all web browsers. You can have a general review of what you have learned. Just have a try, and there is always a version for you.

NCMA CPCM certification exam is a comprehensive exam that requires a significant amount of preparation and study. CPCM exam is designed to test the knowledge and skills of professionals who are involved in the management of contracts and procurement activities. CPCM Exam consists of 180 multiple-choice questions and is administered over a four-hour period. CPCM exam is offered in a computer-based format, which allows for immediate feedback on test results.

## NCMA Certified Professional Contracts Manager Sample Questions (Q121-Q126):

### NEW QUESTION # 121

\_\_\_\_\_ is a key ingredient in solicitation planning and in the solicitation document to be developed.

- A. statement of work
- B. systematic procedure
- C. expert judgment
- D. standard forms

**Answer: A**

### NEW QUESTION # 122

\_\_\_\_\_ 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

**Answer: B**

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 # 123

What is a necessary element in common law to form an enforceable contract?

- A. All of the above
- B. Competent parties
- C. Offer
- D. Acceptance

**Answer: A**

### NEW QUESTION # 124

\_\_\_\_\_ involves examining (including testing) supplies and services to determine if the supplies and services meet the contract's requirements.

- A. Conformity
- **B. Inspection**
- C. Acceptance
- D. Determination

**Answer: B**

Explanation:

The correct answer is D (Inspection) because, within the NCMA Contract Management Body of Knowledge (CMBOK), inspection is the process of examining, measuring, testing, or otherwise evaluating supplies and services to determine whether they conform to the requirements specified in the contract. This activity is a critical part of the post-award phase, ensuring that deliverables meet agreed-upon standards before acceptance.

Inspection is typically conducted according to predefined criteria outlined in the contract or Statement of Work (SOW). It may involve physical examination, performance testing, quality checks, or documentation review. The purpose is to verify compliance with specifications such as quality, quantity, functionality, and performance.

Option C ( Acceptance ) follows inspection and represents the buyer's formal acknowledgment that the deliverables meet contract requirements. Option B ( Conformity ) refers to the condition of meeting requirements but is not the process itself. Option A ( Determination ) is not a standard CMBOK term in this context.

CMBOK emphasizes that inspection is essential for quality assurance, risk mitigation, and performance validation . It provides the basis for acceptance decisions and helps ensure that contractors fulfill their obligations. Proper inspection processes reduce disputes, improve contract outcomes, and support accountability throughout the contract lifecycle.

### NEW QUESTION # 125

Having \_\_\_\_\_ means having the courage to do what you say you're going to do, and then following through on your promises in a manner that promotes trustworthiness.

- A. decisiveness
- **B. integrity**
- C. conviction
- D. fortitude

**Answer: B**

Explanation:

The correct answer is D (integrity) because, within the NCMA Contract Management Body of Knowledge (CMBOK), integrity is a foundational leadership trait that directly relates to trustworthiness, ethical conduct, and reliability. Integrity involves consistently aligning one's actions with stated commitments, values, and ethical standards-especially when it requires courage or involves difficult decisions.

The definition in the question highlights two critical aspects of integrity: doing what you say you will do and following through on commitments . These behaviors are essential for building trust with stakeholders, suppliers, and internal teams. In contract management, trust is a key factor in successful negotiations, performance management, and long-term relationship development. Without integrity, even technically sound contract management practices can fail due to lack of credibility.

Option A ( decisiveness ) refers to the ability to make timely decisions but does not necessarily imply follow- through or ethical consistency. Option B ( fortitude ) relates to resilience and strength in adversity but does not specifically address honoring commitments. Option C ( conviction ) refers to strong belief but does not guarantee action or accountability.

CMBOK emphasizes that integrity underpins ethical leadership and supports compliance, transparency, and accountability. Contract managers who demonstrate integrity foster confidence and reliability, which are critical for achieving successful contract outcomes across all lifecycle phases.

### NEW QUESTION # 126

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