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## Pass Guaranteed 2026 CDFOM: Pass-Sure Dumps Certified Data Center Facilities Operations Manager Reviews

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## EXIN Certified Data Center Facilities Operations Manager Sample Questions (Q23-Q28):

### NEW QUESTION # 23

What is the purpose of a weight factor in a Request for Proposal (RFP) evaluation matrix?

- A. To allow for full negotiation once vendors are shortlisted
- **B. To reflect the importance of the selection criteria**
- C. To provide an overview of the number of employees working for the vendor
- D. To control the prices of the various offerings received

**Answer: B**

Explanation:

In an RFP evaluation matrix, weight factors are applied to highlight the relative importance of each evaluation criterion.

Examples of weighted criteria include:

- \* Technical compliance
- \* Response time
- \* Cost
- \* Vendor capability
- \* Warranty terms
- \* SLA performance

The weight factor ensures that more critical criteria influence the final score more heavily, enabling an objective and structured vendor selection.

Why the other options are incorrect:

- \* A: Weighting does not control prices.
- \* C: Negotiation comes after scoring.
- \* D: Workforce size is not the purpose of weighting.

Thus, B is correct.

EPI DCFOM-Aligned Reference Concepts (Paraphrased)

- \* Weighted scoring ensures high-priority criteria significantly influence vendor selection.
- \* Supports objective and transparent procurement.

#### NEW QUESTION # 24

Training programs need to be selected.

Of the below, which is the first activity to start with?

- **A. Review the skills matrix**
- B. Compare prices of various training programs
- C. Create inventory of the services in the service catalog
- D. Contact training providers requesting for brochures

**Answer: A**

Explanation:

Training must be aligned with actual operational needs and competency gaps.

The skills matrix is the tool that provides:

- \* Current skill levels of staff
- \* Required skill levels per role
- \* Identified gaps
- \* Training needs based on operational requirements

Therefore, the first step is to review the skills matrix to determine what training is actually needed.

Why other options are incorrect:

- \* A: Service catalog inventory is part of SLM, not training selection.
- \* B: Contacting vendors is premature without knowing training needs.
- \* D: Price comparison should occur later, after training needs are defined.

Thus, C is correct.

EPI DCFOM-Aligned Reference Concepts (Paraphrased)

- \* Skills matrix is the foundation for determining training needs.
- \* Training selection must be based on capability gaps, not brochures or pricing.

#### NEW QUESTION # 25

Which is not a specific leadership quality?

- A. Honesty
- B. Accountability
- **C. Funny**
- D. Empathy

**Answer: C**

Explanation:

Leadership qualities emphasized in EPI's data center organizational framework include:

- \* Accountability: taking ownership of decisions and actions.
- \* Empathy: understanding staff perspectives and motivating teams.
- \* Honesty: demonstrating integrity and trustworthiness.

These traits support effective team management, professional communication, and high-reliability operations in mission-critical environments.

"Funny" is not a leadership quality recognized in any professional leadership framework.

While being personable can help morale, humor is not a leadership competency.

Thus, Dis is the correct answer.

EPI DCFOM-Aligned Reference Concepts (Paraphrased)

- \* Leadership qualities relate to responsibility, integrity, and the ability to motivate and support teams.
- \* Humor is not a defined leadership competency.

### NEW QUESTION # 26

What is defined by the Recovery Time Objective (RTO)?

- A. The maximum age of the data to be restored in case of a disaster
- **B. The prioritized timeframes for resuming disrupted activities at a specified minimum acceptable capacity**
- C. The time within which the impacts of not resuming activities would become unacceptable to the organization
- D. The minimum level of service required to be operational again

**Answer: B**

### NEW QUESTION # 27

Out of the below, which one is not part of the needs analysis?

- **A. Commercial requirements**
- B. Physical infrastructure requirements
- C. Legal requirements
- D. Business requirements

**Answer: A**

Explanation:

A Needs Analysis is performed to understand what the customer or organization requires before defining or delivering services.

EPI describes Needs Analysis as capturing:

- \* Business Requirements: What the organization must achieve operationally.
- \* Physical Infrastructure Requirements: Requirements for power, cooling, space, connectivity, redundancy, capacity, etc.
- \* Legal Requirements: Compliance obligations such as regulatory, contractual, jurisdictional, and statutory rules.

However, Commercial Requirements (pricing, costs, margins, commercial terms) are not part of the Needs Analysis.

These are considered during commercial evaluation, service portfolio development, or financial management, not in defining operational needs.

Thus, the correct answer is C - Commercial requirements.

EPI DCFOM-Aligned Reference Concepts (Paraphrased)

- \* Needs analysis focuses on business, infrastructure, and legal needs.
- \* Commercial factors are handled separately outside the needs analysis phase.

### NEW QUESTION # 28

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