



# CPCM<sup>Q&As</sup>

Certified Professional Contracts Manager(CPCM)

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### QUESTION 1

The process of developing offers in response to oral or written solicitations or based on perceived buyer needs is called:

- A. Bid preparation
- B. No-Bid decision making
- C. Buyer specific needs
- D. None of the above

Correct Answer: A

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### QUESTION 2

At which level of CMM model, basic contract management processes are integrated with other organizational core processes such as cost control, schedule and performance management and system engineering?

- A. Ad hoc
- B. managed
- C. mature
- D. structured

Correct Answer: B

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### QUESTION 3

The program management discipline is strengthened and program management tools are improved during which phase?

- A. Awakening
- B. implementing
- C. professionalizing
- D. enterprising

Correct Answer: C

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### QUESTION 4

The criteria concerning the sources themselves, as entities are called:



- A. Decision making criteria
- B. Attributed criteria
- C. Management criteria
- D. Technical criteria

Correct Answer: C

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#### QUESTION 5

When two parties expect except to deal with one another repeatedly for the purchase and sale of good and services, they may decide to enter into a long-term purchase agreement.

- A. True
- B. False

Correct Answer: A

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