



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

Certified Professional Contracts Manager(CPCM)

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#### QUESTION 1

Documentation of any contract management processes is and throughout the organization.

- A. Ad hoc and efficient
- B. Hostile and managed
- C. Ad hoc and hostile
- D. Ad hoc and inconsistent

Correct Answer: D

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#### QUESTION 2

An agreement on a set of criteria and procedures to be applied by the buyer in determining how well the seller has performed and how much fee the seller has earned is called:

- A. Inducement plans
- B. Awarded-plans
- C. Award-free plans
- D. Contract incentive plans

Correct Answer: C

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#### QUESTION 3

What is generally used when the non-financial considerations, such as technical skills or approach, are paramount?

- A. tender
- B. negotiation
- C. Quotation
- D. bid

Correct Answer: A

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#### QUESTION 4

The process of ensuring that each party's performance meets contractual requirements is known as:



- A. Contract management
- B. Contract negotiation
- C. Contract administration
- D. Contract formation

Correct Answer: C

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#### QUESTION 5

Those incentives that use individual judgment, opinions, and informed impressions as the basis for determining the amount of incentive, either positive or negative, in one or more designated areas are called:

- A. Objectively-based and evaluated
- B. Subjectively-based and evaluated
- C. Early-based and evaluated
- D. Final-based and evaluated

Correct Answer: B

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