



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

Certified Professional Contracts Manager(CPCM)

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#### QUESTION 1

Which of the following is NOT the phase of Contract Management Process?

- A. Pre-award
- B. Per-process-award
- C. Award
- D. Post-award

Correct Answer: B

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#### QUESTION 2

A contract pursuant to whose terms goods are transferred from seller to buyer is called sale.

- A. True
- B. False

Correct Answer: A

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#### QUESTION 3

What provide project offices with an effective way to create and distribute reports will increase their willingness to communicate real-time project status both internally and with customers?

- A. Wall Chart
- B. Logistics
- C. Standards
- D. Flow Chart

Correct Answer: A

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#### QUESTION 4

Which of the following is NOT the opportunity analysis factor from the buyer's perspective?

- A. Geographic distribution
- B. Seller offer rapid delivery
- C. Use of break-through technology



D. Ease of procurement

Correct Answer: A

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#### QUESTION 5

An underlying characteristic that is casually related to effective or superior performance is called:

A. Competency

B. Maturity

C. Contractual Agreement

D. Opportunity assessment

Correct Answer: A

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