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QUESTION 1

What describes the seller's reasons for its decision on whether to bid on a particular project?

- A. Bid proposal
- B. Opportunity assessment
- C. Justification document
- D. Solicitation

Correct Answer: C

QUESTION 2

The formula to calculate the Point of Total Assumption (PTA) is:

- A. $PTA = (\text{Floor price} - \text{Target price} / \text{seller share ratio}) + \text{Target cost}$
- B. $PTA = (\text{Target price} - \text{Ceiling price} / \text{Buyer share ratio}) + \text{Target cost}$
- C. $PTA = (\text{Target price} - \text{Ceiling price} / \text{seller share ratio}) + \text{Target cost}$
- D. $PTA = (\text{Ceiling price} - \text{Target price} / \text{Buyer share ratio}) + \text{Target cost}$

Correct Answer: D

QUESTION 3

In evaluating the opportunity, the score is calculated by multiplying the raw score, opportunity factor by:

- A. pre-established weight value
- B. post-established weight value
- C. pre-established matrix value
- D. post-established margin value

Correct Answer: A

QUESTION 4

Procurement planning, solicitation planning and solicitation are activities for buyers for which phase of Contract Management Process?

- A. Pre-award



B. Per-process-award

C. Award

D. Post-award

Correct Answer: A

QUESTION 5

During which stage of development, the leadership's involvement and support is critical because it is during this stage that program management's effect on the business is evaluated?

A. Awakening

B. implementing

C. professionalizing

D. enterprising

Correct Answer: A

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