



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

Certified Professional Contracts Manager(CPCM)

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#### QUESTION 1

Which of the following shows the designated performance area in the subjectively-based and evaluated incentives?

- A. Award fees
- B. Other special incentives
- C. Both A and B
- D. Neither A nor B

Correct Answer: C

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#### QUESTION 2

Executory contracts are those contracts that are formed at one time and performed later.

- A. True
- B. False

Correct Answer: A

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#### QUESTION 3

is a gauge to measure a potential source against to determine its value.

- A. Evaluation standard
- B. Contract negotiation
- C. Organizational policy
- D. Independent estimates

Correct Answer: A

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#### QUESTION 4

What is used to process the information about potential sources?

- A. Independent system



- B. Weighting system
- C. Multiple attributes system
- D. Screening system

Correct Answer: D

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#### QUESTION 5

In a source selection method if proposals are the input using contract negotiation as a tool in order to produce which output?

- A. Organizational policy
- B. Contracts
- C. Legal review
- D. Market practice

Correct Answer: B

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