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QUESTION 1

Prepare yourself and your team, prioritized objectives, select fair standards are all activities of which phase of Contract Negotiation process?

- A. Planning
- B. Documenting
- C. Marketing
- D. Walkthroughs

Correct Answer: A

QUESTION 2

The uniform commercial code is a clear, precise document that uniformly and specifically governs all commercial transactions throughout the United States, it is a:

- A. Misconception
- B. Reality
- C. Hypothesis
- D. Practice

Correct Answer: A

QUESTION 3

In Procurement planning activity of Contract Management Process, if the input is the scope statement using make-or-buy analysis as a tool to produce which output?

- A. Proposal
- B. Procurement design
- C. Statement of work
- D. Contract

Correct Answer: C

QUESTION 4



The cost-plus-a-percentage-of-cost contract provides for the seller to receive reimbursement for its actual cost and a profit component, called

, equal to some predetermined percentage of its actual costs.

- A. fee
- B. statement
- C. penalty
- D. None of the above

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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