



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

Certified Professional Contracts Manager(CPCM)

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#### QUESTION 1

The attributes used to determine the product or service quality and procedural effectiveness, these attributes are called:

- A. Decision making criteria
- B. Attributed criteria
- C. Management criteria
- D. Technical criteria

Correct Answer: D

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#### QUESTION 2

A contract is flexible and can be established by the supplier, with no penalty clauses, represents the least risk.

- A. requirement assessment plan
- B. Timetable
- C. resource utilization
- D. Milestones

Correct Answer: B

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#### QUESTION 3

Garrett's contract management model reflecting the seller's activities consist of which of the following phases:

- A. bid/ no-bid decision making
- B. proposal preparation
- C. Contract close-out
- D. All of the above

Correct Answer: D

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#### QUESTION 4

An evolutionary roadmap for implementing the vital practices for one or more domains of organizational processes is



called:

- A. Organizational Contract Management
- B. Capability Maturity Model
- C. Project Management Model
- D. People Capability Maturity Model

Correct Answer: B

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#### QUESTION 5

What clause can provide for price increases based on the seller's costs but not on the seller's decision to increase the prices of its products and services?

- A. Economic price adjustment
- B. Variable-price adjustment
- C. Prices and Taxes adjustment
- D. Appropriate price adjustment

Correct Answer: A

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