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QUESTION 1

Which contract management processes are used only on selected procurements, typically large, highly visible projects?

- A. basic
- B. advance
- C. mature
- D. optimized

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

The decision to add the raw scores together to determine the value of the source is to a decision that each attribute is equally important.

- A. dissimilar
- B. diverse
- C. tantamount
- D. altered

Correct Answer: C

QUESTION 4

In presale activity, what is the tool used to convert determination of customer needs input into customer-focused sales



plan output?

- A. Competitive analysis report
- B. Market research
- C. Advertising
- D. Risk assessment

Correct Answer: B

QUESTION 5

A contract Management Maturity Model has how many levels in total?

- A. 2
- B. 4
- C. 5
- D. 6

Correct Answer: C

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