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QUESTION 1

How many milestones (gates) are defined in the contract renewal process?

B. 4

C. 6

D. 7

Correct Answer: D

QUESTION 2

What is the basic cost management requirement for a CAPM?

A. Know the approval processes.

B. Not to exceed the cost base-line.

C. Know where to find the best resources.

D. Not to take any risks.

Correct Answer: B

QUESTION 3

What is the MOST essential information (apart from the tender document), needed by HWS Managers to properly support a Customer RFQ?

A. Forecasted Network deployment, with a list of Network Elements proposed and related detailed configuration.

B. Current services provided to the Customer by competitors, together with related prices.

C. Detailed information about existing Customer Logistic structure, including the number of warehouses and depots available.

D. Detailed information on NSN HWS setup in another customer in the same country.

Correct Answer: A

QUESTION 4

Who is responsible for identifying Care business opportunities and new up-selling possibilities?

A. The Care Program Manager supported by the CT Head.

B. The Care Program Manager supported by the FandC Controller.

C. Multiple roles working in the Care Organization supported by the Care Program Manager.

D. Care Program Coordinator if assigned, otherwise Care Program Manager.

Correct Answer: C

QUESTION 5

According to the contract renewal process, when should be the first contract proposal presented to the customer ? (T = expiration time of current contract)

A. T - 4 months.

B. T - 3 months.

C. As soon as prepared.

D. T - 6 months.

Correct Answer: A

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