

## (Apr-2023) Latest CPCM Dumps for Success in Actual NCMA Certified [Q45-Q65]



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Changing the Concept of CPCM Exam Preparation 2023

### NCMA CPCM Exam Syllabus Topics:

Topic 1- Documentation Techniques to Mitigate Risk- Unique Organizational Pre-Award Practices  
Topic 2- Quality Management Principles- Strategic Planning and Execution  
Topic 3- Alternate Dispute Resolution Methods- Customer Relationship Management (CRM) Techniques  
Topic 4- Contract Funding Laws, Policies, and Procedures- Effective Listening Techniques  
Topic 5- Defining Team Roles and responsibilities- Oral and Written Communication Techniques  
Topic 6 - Risk Analysis and Mitigation Strategies- Unique Organizational Award Practices  
Topic 7- Principles of Financial Management- Methods to Solicit Offers  
Topic 8- Contract Negotiation Strategies and Tactics- Generally Accepted Accounting Principles

The benefit in Obtaining the CPCM Exam Certification - This distinguishes him from others in his profession.- It helps you achieve your professional goals.- This shows that you are committed to maintaining the highest level of professionalism.

#### NEW QUESTION 45

What can be something of value, or it can be promising to do something not required by law or promising to refrain from doing something permitted by law?

- \* Irrevocability
- \* Acceptance
- \* Consideration
- \* Conclusiveness

#### NEW QUESTION 46

Which of the following is the step of purchasing process?

- \* Planning
- \* Requisition process
- \* Contract Administration
- \* All of the above

#### NEW QUESTION 47

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

- \* Evaluation standard
- \* Contract negotiation
- \* Organizational policy
- \* Independent estimates

#### NEW QUESTION 48

Supply chain management advocates told buyers that they needed to:

- \* use fewer suppliers vs. many suppliers
- \* negotiate long-term contract vs. short-term contracts
- \* conduct more detailed progress or milestone tracking of suppliers
- \* All of the above

#### NEW QUESTION 49

Generally, observing and collecting information cover which three categories of concern?

- \* compliance, cost control and schedule control
- \* cost control and schedule control, risk control
- \* compliance, cost control and performance
- \* compliance, change control and risk control

#### NEW QUESTION 50

Which of the following is the type of termination?

- \* termination for cause
- \* termination by mutual agreement
- \* no-cost settlement
- \* All of the above

#### NEW QUESTION 51

A critical aspect in the success of performance-based incentive contracting is called:

- \* Creativity
- \* Timeliness
- \* Achievement
- \* Standardization

#### **NEW QUESTION 52**

Lucent's program management organization rapidly went through which four distinct phases:

- \* Awakening, implementing, production, enterprising
- \* Awakening, implementing, professionalizing, integration
- \* Awakening, implementing, professionalizing, enterprising
- \* Awakening, dealing, professionalizing, enterprising

#### **NEW QUESTION 53**

The point at which sharing changes to 0/100 is called the \_\_\_\_\_, which represents a cost figure.

- \* Point of configuration
- \* Point of total assumption
- \* Pattern point
- \* Prototype point

#### **NEW QUESTION 54**

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

- \* Planning
- \* Documenting
- \* Marketing
- \* Walkthroughs

#### **NEW QUESTION 55**

What is a necessary element in common law to form an enforceable contract?

- \* Offer
- \* Acceptance
- \* Competent parties
- \* All of the above

#### **NEW QUESTION 56**

The rights and responsibilities of the parties to the contractual agreements are called:

- \* Constraints
- \* Terms & Conditions
- \* Limitations
- \* Standards

#### **NEW QUESTION 57**

A progress report from many observers, and technical reviews and audits is called:

- \* Direct observation
- \* Indirect observation
- \* Contractual audit
- \* Change observation

#### **NEW QUESTION 58**

The practice of obtaining goods and services from outside the organization is commonly known as:

- \* External Rendering
- \* Outsourcing
- \* Outdoor services
- \* All of the above

#### **NEW QUESTION 59**

Price can be adjusted on action of an industry-wide contingency that is beyond seller's control is a disadvantage of which contract type?

- \* Firm-fixed price
- \* Firm-variable price
- \* Cost-plus-Fixed-fee incentive
- \* Fixed-price with economic price adjustment

#### **NEW QUESTION 60**

The art and science of managing a contractual agreement throughout the contracting process is called:

- \* Contract management
- \* Contract Agreement process
- \* Contractual Authorities
- \* Contractual business

#### **NEW QUESTION 61**

What entails direct comparison of each potential source to the others to determine which is best and which is worst?

- \* Absolute standard
- \* Relative standard
- \* Minimum standard
- \* Maximum standard

#### **NEW QUESTION 62**

The formula to calculate the Point of Total Assumption (PTA) is:

- \*  $PTA = (\text{Floor price} \div \text{Target price} \div \text{seller share ratio}) + \text{Target cost}$
- \*  $PTA = (\text{Target price} \div \text{Ceiling price} \div \text{Buyer share ratio}) + \text{Target cost}$
- \*  $PTA = (\text{Target price} \div \text{Ceiling price} \div \text{seller share ratio}) + \text{Target cost}$
- \*  $PTA = (\text{Ceiling price} \div \text{Target price} \div \text{Buyer share ratio}) + \text{Target cost}$

#### **NEW QUESTION 63**

Which of the following is Correct?

- \* cost-plus-award fee contracts include subjective incentives, in which the profit the seller earns depends on how well the seller satisfies a buyer's subjective desires.
- \* cost-plus-incentive fee contracts include subjective incentives, in which the profit the seller earns depends on how well the seller satisfies a buyer's objective desires.
- \* cost-plus-award fee contracts include objective incentives, in which the profit the buyer earns depends on how well the seller satisfies a buyer's objective desires.
- \* cost-plus-incentive fee contracts include objective incentives, in which the profit the buyer earns depends on how well the buyer satisfies a seller's subjective desires.

#### NEW QUESTION 64

In acceptance principle according to Civil law, no mirror image rule exists

- \* True
- \* False

#### NEW QUESTION 65

\_\_\_\_\_ is a key ingredient in solicitation planning and in the solicitation document to be developed.

- \* systematic procedure
- \* statement of work
- \* standard forms
- \* expert judgment

### Introduction to CPCM Exam

Certified Professional Contract Manager (CPCM) demonstrates that you are familiar with all aspects of contract administration, both in government and commercial settings. To win the CPCM, a candidate must pass and pass the Certified Professional Contracts Manager exam.

Contract management is the procedure of directing the formation, implementation, and examination of contracts to maximize the operational and financial performance of an organization while reducing financial risk. Organizations are increasingly pressured to reduce costs and improve business performance

the responsibilities of the contract manager include financial monitoring and contract control, ensuring respect for health, safety, the environment, and quality and achieving the procedures and objectives of the company

Certification is a distinctive sign. It distinguishes the accredited person and his work from others in the same profession. A certified person communicates that he has reached a certain level of competence and undertakes to maintain the highest level of professionalism

Obtaining the CPCM certification represents the domain of all aspects of contract management: government and commercial. If you intend to apply for CPCM certification, you generally need to have at least a degree from an accredited regional educational institution, at least five years of relevant professional experience and a minimum of 120 hours of continuous professional development

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