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## Question 1

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**Question Type:** MultipleChoice

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Bid / no-bid decision making, bid or proposal preparation are activities for sellers for which phase of Contract Management Process?

**Options:**

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**A-** Pre-award

**B-** Per-process-award

**C-** Award

**D-** Post-award

**Answer:**

---

A

## Question 2

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**Question Type:** MultipleChoice

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Procurement planning, solicitation planning and solicitation are activities for buyers for which phase of Contract Management Process?

**Options:**

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A- Pre-award

B- Per-process-award

C- Award

D- Post-award

**Answer:**

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A

## Question 3

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**Question Type: MultipleChoice**

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Which of the following is NOT the phase of Contract Management Process?

**Options:**

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A- Pre-award

B- Per-process-award

C- Award

D- Post-award

**Answer:**

---

B

## Question 4

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**Question Type: MultipleChoice**

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Aside from routine retail transactions, virtually all contracts satisfy which of the following criteria for being a project?

**Options:**

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A- goal oriented

**B-** coordinated undertaking of related activities

**C-** finite duration

**D-** All of the above

**Answer:**

---

D

## Question 5

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**Question Type:** MultipleChoice

---

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

**Options:**

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**A-** External Rendering

**B-** Outsourcing

**C-** Outdoor services

**D-** All of the above

**Answer:**

---

B

## Question 6

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**Question Type: MultipleChoice**

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

**Options:**

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- A- Contract management
- B- Contract Agreement process
- C- Contractual Authorities
- D- Contractual business

**Answer:**

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A

## Question 7

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**Question Type:** MultipleChoice

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To build successful partnerships, business typically look for which of the following ingredients?

**Options:**

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- A- Complementary strength
- B- Common customer base
- C- Chemistry
- D- All of the above

**Answer:**

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D

## Question 8

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**Question Type:** MultipleChoice

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Negotiating a challenging but achievable set of objectives for all parties, based upon the realities of the situation is called:

**Options:**

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- A- Control expectations
- B- Exceed expectations
- C- Aligning expectations
- D- Negotiate expectations

**Answer:**

---

C



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