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Question 1

Question Type: MultipleChoice

Which of the following is NOT the step of managing expectations process?

Options:

A- Ask

B- Agree

C- Align

D- Fulfill

Answer:

B

Question 2

Question Type: MultipleChoice

Obtaining quality products, services, and/or solutions at the lowest possible price is usually a key _____ factor for most buyers.

Options:

A- rapid delivery

B- procurement plan

C- opportunity

D- source selection

Answer:

D

Question 3

Question Type: MultipleChoice

Which of the following is NOT the opportunity analysis factor from the buyer's perspective?

Options:

- A- Geographic distribution
- B- Seller offer rapid delivery
- C- Use of break-through technology
- D- Ease of procurement

Answer:

A

Question 4

Question Type: MultipleChoice

_____ is the time it takes from when a requirement is determined, a solicitation is issued, bids/proposals are received and evaluated, a contract is awarded and quality products, services and/or solutions are provided to the buyer

Options:

- A- Procurement Acquisition Lead Time

- B- Procurement Advancement Time
- C- Coordinated Acquisition Time
- D- Customized Solution Time

Answer:

A

Question 5

Question Type: MultipleChoice

Which of the following is NOT the risk analysis factor from the buyer's perspective?

Options:

- A- Contract delivery schedule
- B- Seller offers the lowest price technically acceptable
- C- Contract performance period
- D- Changing contract requirement

Answer:

B

Question 6

Question Type: MultipleChoice

Which of the following is NOT the opportunity analysis factor from the seller's perspective?

Options:

- A- Future business potential
- B- Provide added experience and/or new skills
- C- Technology and product maturity
- D- Resource utilization

Answer:

C

Question 7

Question Type: MultipleChoice

The shorter the time allowed developing a _____, the higher the risk.

Options:

A- contract

B- weight factor

C- response

D- solution

Answer:

C

Question 8

Question Type: MultipleChoice

A simple contract that not allow more than 30 days for a response, could be considered conservative.

Options:

A- True

B- False

Answer:

B

Question 9

Question Type: MultipleChoice

The less the seller is involved in the development of the requirements, the higher the risk presented by the contract.

Options:

A- True

B- False

Answer:

A

Question 10

Question Type: MultipleChoice

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

Options:

A- requirement assessment plan

B- Timetable

C- resource utilization

D- Milestones

Answer:

B

Question 11

Question Type: MultipleChoice

Who is less likely to change or cancel the contract and therefore represents a lower risk?

Options:

- A- Committed Buyer
- B- Committed Seller
- C- Assigned personnel
- D- None of the above

Answer:

A

Question 12

Question Type: MultipleChoice

Which of the following is NOT the risk analysis factor from the seller's perspective?

Options:

- A- Buyer commitment
- B- Contract timetable
- C- Contract duration
- D- promote seller's strategic direction

Answer:

D

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