



Certified Professional Contracts Manager(CPCM)

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## **QUESTION 1**

Which process includes an analysis of current information systems and outlines the target system architecture for the business?

- A. Incentive process
- B. Integrated process
- C. Internal process
- D. Implementation process

Correct Answer: B

### **QUESTION 2**

An evolutionary roadmap for implementing the vital practices for one or more domains of organizational processes is called:

- A. Organizational Contract Management
- B. Capability Maturity Model
- C. Project Management Model
- D. People Capability Maturity Model

Correct Answer: B

#### **QUESTION 3**

In Procurement planning activity of Contract Management Process, if the input is the scope statement using make-orbuy analysis as a tool to produce which output?

- A. Proposal
- B. Procurement design
- C. Statement of work
- D. Contract

Correct Answer: C



# **QUESTION 4**

What are generally used when the source selection decision will be price driven?

- A. standard forms
- B. expert judgment
- C. Quotation
- D. proposal

Correct Answer: C

# **QUESTION 5**

The risk avoiding buyer wants to minimize the risk of agreeing to a higher price than necessary to cover the buyer\\'s costs plus a reasonable profit.

A. True

B. False

Correct Answer: B

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