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QUESTION 1

A pre-contract agreement that merely communicates any agreed-to terms and conditions that will apply when an order is placed by the buyer is known as:

- A. Macro agreement
- B. Universal agreement
- C. Fixed agreement
- D. Approved agreement

Correct Answer: B

QUESTION 2

Which of the following has the fundamental purpose to motivate desired performance in one or more specific areas?

- A. Contract incentive
- B. Contract pricing
- C. Objective incentive
- D. Contract penalties

Correct Answer: A

QUESTION 3

Commercial products and commercial services from which reasonable prices can be established, is the suitability for which contract type?

- A. Firm-fixed price
- B. Firm-variable price
- C. Fixed-price incentive
- D. Price adjustment

Correct Answer: A

QUESTION 4



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

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

Correct Answer: B

QUESTION 5

The solicitation specifications and statement of work contain:

- A. Administrative requirements
- B. Technical requirements
- C. Company policy
- D. Pricing contracts

Correct Answer: B

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