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QUESTION 1

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

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

Correct Answer: C

QUESTION 2

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

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

Correct Answer: D

QUESTION 3

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 4

To achieve high performance results year after year, companies must take what action to form successful long-term partnerships?



- A. unleashing corporate buying and selling power
- B. changing buying and selling processes and tools
- C. developing and integrated supply chain
- D. All of the above

Correct Answer: D

QUESTION 5

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

- A. Direct observation
- B. Indirect observation
- C. Contractual audit
- D. Change observation

Correct Answer: B

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