



# CPCM<sup>Q&As</sup>

Certified Professional Contracts Manager(CPCM)

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#### QUESTION 1

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

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#### QUESTION 2

Post-sale is the process of identifying business opportunities, determining customer needs and plans, and evaluating the competitive environment.

- A. True
- B. False

Correct Answer: B

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#### QUESTION 3

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

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

Correct Answer: A

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#### QUESTION 4

What comprises the body of those principles and rules of action that derive their authority not from legislative enactments but from usages and customs or from judgments?

- A. Civil law
- B. Commercial sales



C. Global Contracts

D. Common law

Correct Answer: D

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#### QUESTION 5

What entails direct comparison of each potential source to the others to determine which is best and which is worst?

A. Absolute standard

B. Relative standard

C. Minimum standard

D. Maximum standard

Correct Answer: B

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