



PMI® PMP®/CAPM® Workshop

Project Procurement Management Questions

199. All of the following are inputs to the Plan Procurement Management process EXCEPT:

- a) Risk register.
- b) Stakeholder register.
- c) Application area extensions.
- d) Enterprise environmental factors.



200. Generally, a bid differs from a proposal in that the term:

- a) Bid is used when the seller selection will be based on price.
- b) Bid is used when technical capability and technical approach considerations are paramount.
- c) Proposal is used when the selection decision will be based on price.
- d) Proposal is used when the project time frame is limited.



201. The buyer structures procurement documents to accomplish all of the following EXCEPT:

- a) Facilitate an accurate and complete response from each prospective seller.
- b) Include a description of the desired form of the response.
- c) Include the relevant procurement statement of work (SOW) and any required contractual provisions.
- d) Provide a list of potential bidders to each prospective seller.



202. Approved change requests can generally include all of the following EXCEPT:

- a) Modifications to the terms and conditions of the contract.
- b) Modification to pricing .
- c) Seller invoices.
- d) Modification to the description of the products, services, or results to be provided.



203. Which of the following is false about advertising as one of the tools and techniques of the Conduct Procurements process?

- a) Some government jurisdictions require public advertising of certain types of procurement items.
- b) Advertising in general circulation publications and using online resources can cause public pressure resulting in bid disputes.
- c) Advertising can often be used to expand existing lists of potential sellers.
- d) Advertisements can be placed in general circulation publications such as selected newspapers or in specialty trade publications.



204. Payment systems generally include all of the following characteristics EXCEPT:

- a) Payments are typically processed after certification of satisfactory work by an authorized person on the project team.
- b) All payments should be made and documented in strict accordance with the terms of the contract.
- c) Re-negotiations of price and other terms of the contract are typically conducted prior to authorizing payments to the seller.
- d) Payments to the seller are typically processed by the accounts payable system of the buyer .



205. The buyer, usually through its authorized procurement administrator, provides the seller with _____ as an output of the output of the Close Procurements process

- a) Formal written notice that the contract has been completed.
- b) Letters of commendation to all project team members.
- c) Informal notice of acceptance of the deliverables.
- d) A copy of the internal notice of completion provided to senior management.



206. In which type of contract do buyers need to precisely specify the product or services being procured?

- a) Cost plus award fee contracts.
- b) Fixed-price contracts.
- c) Cost-reimbursable contracts.
- d) Partnership contracts.



207. Which of the following is one of the terms used to describe contested changes and potential constructive changes where the buyer and seller cannot reach an agreement on compensation for the change, or cannot agree that a change has occurred?

- a) Forcing.
- b) Mediation.
- c) Complaints.
- d) Claims.



208. Constructive changes are:

- a) Postponed as long as possible to protect the budget.
- b) Viewed as negative, quantified, and tabulated.
- c) Uniquely identified and documented by project correspondence.
- d) Submitted for bids to the relevant vendor list.



209. The procurement audit has all of the following characteristics EXCEPT:

- a) It maintains a complete file of procurement-related records.
- b) It is a structured review of the procurement process.
- c) It is a review of the procurement processes originating from the Plan Procurement Management process through Control Procurements.
- d) Its objective is to identify successes and failures that warrant recognition in the preparation or administration of other procurement contracts on the project, or on other projects.



210. All legal contractual relationships generally fall into one of the following broad categories EXCEPT:

- a) Request for proposal (RFP).
- b) Fixed-price contracts.
- c) Cost-reimbursable contracts.
- d) Time and material contracts (T&M).



211. All of the following are true about the statement of work (SOW) for a procurement EXCEPT:

- a) It describes the procurement item in sufficient detail to allow prospective sellers to determine if they are capable of providing the products, services, or results.
- b) It should be as ambiguous, incomplete, and wordy as possible to allow for future negotiations.
- c) It can include specifications, quantity desired, quality levels, performance data, period of performance, work location, and other requirements.
- d) It can be revised and refined as required as it moves through the procurement process until incorporated into a signed agreement.



212. Outputs from the Close Procurements process generally include all of the following EXCEPT:

- a) Closed procurements.
- b) Deliverable acceptance.
- c) The contractor's working proposal.
- d) Lessons learned documentation.



213. Source selection criteria are developed and used to rate or score seller proposals. These criteria have generally all of the following characteristics EXCEPT:

- a) They are often included as a part of the procurement documents.
- b) They can be objective or subjective.
- c) They can be limited to only the purchase price if the procurement item is readily available from a number of acceptable sellers.
- d) They generally require specification of the name of the transportation organization responsible for delivery of procured products.



214. All of the following are tools and techniques for the Conduct Procurements process EXCEPT:

- a) Proposal evaluation techniques.
- b) Independent estimates.
- c) Procurement negotiations.
- d) Resource distribution system.



215. Cost plus fixed fee contacts (CPFF) have all of the following characteristics EXCEPT:

- a) Seller is reimbursed for allowable costs for performing the contract work.
- b) Seller receives a fixed-fee payment calculated as a percentage of the actual project costs.
- c) Seller receives a fixed-fee payment calculated as a percentage of the initial estimated project costs.
- d) The fee is paid only for completed work and does not change due to seller performance unless the project scope changes.



216. All of the following are true about the make-or-buy analysis EXCEPT:

- a) It should consider all related direct costs but should not consider indirect support costs.
- b) Budget constraints may influence make-or-buy decisions. If a buy decision is to be made, then a further decision of whether to purchase or lease is also made.
- c) A make-or-buy analysis is a technique used to determine whether particular work can best be accomplished by the project team or should be purchased from outside sources.
- d) Available contract types are considered during the buy analysis. The risk sharing between the buyer and seller determines the suitable contract types.

